

# EXAMINATION CONTENT OUTLINE

## LOUISIANA EXAMINATION FOR LIFE, HEALTH AND ACCIDENT OR SICKNESS INSURANCE - SERIES 103

# of Questions	Minimum Passing Score	Time Allowed
150	70% Correct	160 Minutes

### CONTENT OUTLINE

Louisiana Insurance Regulation 23%
Licensing
Requirements (22:1543)
Types of licenses (22:1547, 1962(F))
Individual producer (22:1542(6), 1546(A))
Business entity (22:1542(2), 1546(B))
Resident versus nonresident (22:1546, 1548, 1560)
Temporary (22:1553)
Maintenance and duration
Expiration (22:1547(B))
Renewal (22:1547(C); 22:1142; 22:887)
Change of name, address, telephone number (22:1547(G))
Assumed names (22:1552)
Reporting of actions (22:1563)
Continuing education requirements including exemptions and penalties (37:XI:10.703, .705 & Rule 10.711)
Inactivity due to extenuating circumstances
Inactivity due to military service
Disciplinary actions
Hearings (22:1968, 2191, 2193-2195, 2197, 2198, 2204-2208)
Cease and desist order (22:1969)
License probation, suspension, revocation, or refusal to issue or renew (22:1554)
Penalties with or without suspension of license (22:1969, 1970)
State regulation
Commissioner's general duties and powers (22:2, 1967)
Company regulation
Certificate of authority (22:65, 66)
Unfair claims settlement practices (22:1964(14))
Appointment (22:1558)
Termination of appointment (22:1559)
State of domicile
Producer regulation
Controlled business (22:1544(C))

Shared commissions (22:1557)
Payment to unlicensed entities (22:1562)
Commissions, compensations, fees ((22:1542(3); 22:1557)
Appointments (22:1547)
Advertising (Reg 37:XIII.4101-.4123)
Life and health Guaranty Association prohibited advertising and disclaimer (22:2098, Reg 37:XIII.901-.909)
Illustrations (Reg 37:XIII.3301-3323)
Replacement (Reg 37:XIII.8901-.8925)
Unfair trade practices (22:1964)
Misrepresentation (22:1964(1, 18))
False advertising (22:1964(2))
Defamation (22:1964(3))
Boycott, coercion and intimidation (22:1964(4))
False financial statements (22:1964(5))
Unfair discrimination (22:1964(7); 22:34)
Rebating (22:1964(8))
Refusing to insure (22:1964(7)(f))
Examination of books and records (22:1967, 1981, 1990)
Insurance fraud (22:1964(13), 1921-1929)
Privacy of Consumer Financial Information (37:XIII.9903-.9953)
Federal regulation
Other federal regulations (e.g. Do Not Call List) ( <a href="https://www.donotcall.gov">https://www.donotcall.gov</a> )
<b>Licensing and Regulation 1%</b>
Federal Regulation
Fair Credit Reporting Act
Fraud and False Statements (18 USC Sections 1033 and 1034)
Privacy (Gramm Leach Bliley)
National Do Not Call List
Affordable Care Act
<b>General Insurance Concepts 7%</b>
Risk
Methods of Handling Risk (e.g., Avoidance, Retention, Sharing, Reduction, Transfer)
Elements of Insurable Risks
Definitions (e.g., Risk, Hazard, Peril, Loss)
Classifications of Insurers
Mutual, Stock
Admitted, Non-Admitted
Foreign, Domestic, Alien
Elements of a Contract
Consideration
Competent Parties
Legal Purpose



Offer
Acceptance
Authority and Powers of Producers
Express
Implied
Apparent
The Law of Agency
Legal Interpretations Affecting Contracts
Reasonable Expectations
Indemnity
Good Faith
Fraud
Warranties, Representations, Misrepresentations, and Concealment
<b>Life, Health, and Accident Insurance Basics 14%</b>
Insurable Interest (22:852, 856, 901,902)
Personal Uses of Life Insurance
Survivor Protection
Estate Creation
Liquidity
Estate Conservation
Determining Amount of Personal Life Insurance
Human Life Value Approach
Needs Approach
Business Uses of Life Insurance
Buy-Sell Funding
Key Person
Executive Bonuses
Factors in Premium Determination
Mortality
Interest
Expense
Premium Frequency
Field Underwriting
Application Procedures
Warranties and Representations
Policy Delivery
Effective Date of Coverage
Policy Review
Premium Collection
Statement of Good Health
Company Underwriting
Sources of Information
Classifications of Risk (Preferred, Standard, Substandard, Declined)
Definitions of Perils

Accidental Injury
Sickness
Types of Losses and Benefits
Loss of Income from Disability (Short-Term/Long-Term Disability)
Medical Expense
Long-Term Care Expense
Prescriptions
Limited Health Insurance Policies
Accidental Death and Dismemberment
Hospital Indemnity
Critical Illness/Dread Disease
Vision Care
Hearing
Dental
Credit Disability
Classification of Risks
Preferred
Standard
Substandard
<b>Types of Life Insurance Policies 8%</b>
Term Life Insurance
Level
Decreasing
Increasing Term
Whole (Permanent, Ordinary) Life Insurance
Single Premium
Continuous Premium
Limited Payment
Adjustable Life
Universal Life
Index Whole Life
Specialized Policies
Joint Life
Survivorship Life
Juvenile
Return of Premium Term Insurance
Group Life Insurance
Eligible Groups
Characteristics of Group Life Insurance
Conversion from Group to Individual (22:942)
Credit Life
Individual
Group
<b>Life Insurance Policy Provisions, Options, and Riders 13%</b>
Standard Life Insurance Provisions (22:931)



Ownership
Assignment
Right to Examine (Free Look)
Payment of Premiums
Grace Period
Misstatement of Age/Sex
Incontestability
Reinstatement
Entire Contract
Beneficiary Designation Options
Individuals
Classes
Estates
Minors
Trusts
Types of Beneficiaries
Revocable versus Irrevocable
Primary and Contingent
Beneficiary-Related Clauses
Common Disaster
Spendthrift
Settlement Options
Cash Payment (Lump Sum)
Interest Only
Life Income
Fixed-Period
Fixed-Amount Installments
Nonforfeiture Options
Cash Surrender Value
Extended Term
Reduced Paid-Up Insurance
Policy Loan and Withdrawal Options
Loans
Automatic Premium Loans
Withdrawals Partial Surrenders
Dividend Options
Paid-Up Additions
Cash Payment (Lump Sum)
One Year Term
Reduction of Premium
Accumulation at Interest
Disability Riders
Waiver of Premium
Disability Income Benefit
Payor Benefit Life

Riders Covering Additional Insureds
Spouse
Children
Family
Riders Affecting Death Benefit Amount
Accidental Death
Guaranteed Insurability
Cost of Living
Return of Premium
Accelerated (Living) Benefit Provision Rider
Long-Term Care Rider
Policy Exclusions
<b>Annuities 7%</b>
Annuity Principles and Concepts
Accumulation Period versus Annuity Period
Owner, Annuitant, and Beneficiary
Immediate versus Deferred Annuities
Annuity (Benefit) Payment Options
Life Contingency Options
Annuities Certain
Pure Life versus Life with Guaranteed Minimum
Single Life versus Multiple Life
Annuity Products
Fixed Annuities
Equity Indexed Annuities
Uses of Annuities
Lump-Sum Settlements
Retirement Income
Education
Long-Term Care Rider
<b>Individual Health and Accident Insurance Policy Provisions 7%</b>
Uniform Required Provisions
Time Limit on Certain Defenses
Grace Period
Reinstatement
Claim Forms
Proof of Loss
Time of Payment of Claims
Physical Examinations and Autopsy
Legal Actions
Entire Contract
Payment of Claims
Change of Beneficiary
Notice of Claim
Uniform Optional Provisions



Change of Occupation
Misstatement of Age/Sex
Illegal Occupation
Intoxicants, Narcotics, or Other Controlled Substances
Other General Provisions
Right to Examine/Free Look
Insuring Clause
Consideration Clause
Renewability Clause
Coinsurance
Probationary Period
Elimination Period
Exclusions
<b>Disability Income and Related Insurance 4%</b>
Benefits Determination for Disability
Pure Loss of Income
Indemnity
Qualifications of Disability
Total (Own Occupation, Any Occupation)
Partial
Permanent
Presumptive
Recurrent
Residual
Inability to Perform Duties
Occupational versus Non-Occupational
Individual Disability Income Insurance
Basic Total Disability Plan
Cost of Living Rider
Future Increase Option Rider
Change of Occupation
Other Cash Benefits
Refund Provisions
Exclusions
Waiver of Premium
Probationary Period
Elimination Period
Benefit Limits
Unique Aspects of Individual Disability Underwriting
Occupational Considerations
Benefit Limits
Policy Issuance Alternatives
Group Disability Income Insurance
Short-Term Disability
Long-Term Disability

Coordination of Benefits (Workers' Compensation Benefits and Social Insurance)
At-Work Benefits
Business Disability Insurance
Key Employee Disability Income
Disability Buy-Sell Policy
Business Overhead Expense
Social Security Disability
Qualification for Disability Benefits
Definition of Disability
Waiting Period
<b>Medical Plans 4%</b>
Medical Plan Concepts
Fee-for-Service
Prepaid
Specified Coverage
Comprehensive Coverage
Dependent Coverage
Provisions and Clauses
Deductibles
Stop-Loss Provision
Impairment Rider
Types of Medical Plans
Basic Plans
Major Medical Insurance
Health Maintenance Organizations (HMOs)
Preferred Provider Organizations (PPOs)
Point-of-Service (POS) Plans
Cost Containment in Health Care Delivery
Managed Care
Preventive Care
Outpatient Benefits
Utilization Management
Preauthorization
Gatekeeper
Health Insurance Portability and Accountability Act (HIPAA)
Eligibility Requirements
Terms
Privacy
Portability
<b>Group Health Insurance 3%</b>
Characteristics of Group Health Insurance
Group Contract
Certificate of Coverage
Eligible Groups
Contributory versus Non-Contributory



Employer Group Health Insurance
Underwriting Criteria
Eligibility for Insurance
Conversion of Coverage
Open Enrollment
Probation Period
Coordination of Benefits
COBRA
Eligibility
Duration of Coverage
Premium
<b>Health Insurance for Senior Citizens and Special Needs Individuals 7%</b>
Medicare
Administration
Eligibility
Part A
Part B
Part C
Part D
Medicare Select
Medicare Supplement Insurance
Open Enrollment
Types of Plans
Standardized Plan Benefits
Other options for individuals with Medicare
Employer Group Health Plans
Medicaid
Long-Term Care Policies
Eligibility for Benefits
Benefit Periods and Amounts
Exclusions
Guaranteed Insurability Rider
Cost of Living Rider
Levels of Long-Term Care
Skilled
Intermediate
Custodial
Types of Long-Term Care
Home Health
Adult Daycare
Respite Care
<b>Federal Tax Considerations for Life and Health Insurance 2%</b>
Requirements of Life Insurance Qualified Plans
Federal Tax Considerations for Qualified Plans

Withdrawals
Rollovers versus Transfers
Qualified Plan Types, Characteristics, and Purchasers
Individual Retirement Accounts (IRAs; Traditional versus Roth)
401k
403b
SEP
SIMPLE
Taxation of Personal Life Insurance
Premiums
Dividends
Settlements
Modified Endowment Contracts (MECs)
Health Insurance Premiums and Benefits
Individual
Group
Disability Income
Business Disability Insurance
Medical Expense
Long-Term Care
Consumer-Driven Health Plans
Health Savings Accounts (HSAs)
Health Reimbursement Accounts (HRAs)
Flexible Spending Accounts (FSAs)

