New Hampshire Producer's Accident & Health Insurance
Series 12-62
100 Items - 2 Hours

Insurance Regulation 16%

- Licensing
  - Process (402-J:5, 6)
  - Types of Licensees
    - Producer (402-J:2, 14)
    - Producer with appointment (402-J:14)
    - Business entity (402-J:6)
    - Financial institutions (406-C:1–19)
    - Resident versus nonresident (402-J:8, 16)
    - Temporary (402-J:11)
  - Maintenance and Duration
    - Renewal (402-J:7(II–IV))
    - Change of address (402-J:7(VI))
    - Reporting of actions (402-J:17)
    - Assumed names (402-J:10)
    - Continuing education requirements (Reg 1302.03, 1302.04, 1304.03)
  - Disciplinary Actions
    - Cease and desist order (417:12)
    - Denial, suspension or revocation (402:49; 402-J:12)
    - Penalties and fines (400-A:15(III); 402:42, 48; 402-J:12(IV); 417:10, 13)
- State regulation
  - Commissioner's general duties and powers (400-A:3, 15; 417:5, 14)
    - Investigations enforcement (400-A:16)
  - Company regulation
    - Producer appointment (402-J:14)
    - Termination of appointment (402-J:15)
  - Producer regulation
    - Acting without a license (402-J:3, 13)
    - Commissions (402-J:13)
    - Conversion of funds by producer (402:53)
    - Referrals (402:16-B)
    - Controlled business (402:74)
    - Fiduciary requirements (Reg 4301.01–4301.09)
    - License to transact business (402:12)
    - Unfair claim settlement practices (417:4(XV); Reg 1001.01–.11, Reg 1002.01–.20)
  - Unfair insurance trade practices
    - Misrepresentation (402:46; 417:4(I, II))
    - Twisting (402:47; 417:4(I))
    - False information and advertising (417:4(III))
    - Defamation (417:4(IV))
    - Boycott, coercion and intimidation (417:4(V))

- Illegal inducement (417:4(VII))
- Unfair discrimination (417:4(VIII))
- Rebating (402:39–41; 417:4(IX))
- Examination of books and records (400-A:37)
- Insurance fraud regulation (400-A:36-b(II); 417:23; RL 638:20)
- Consumer privacy regulation (Reg 3001–3006)

Federal Laws and Regulations 3%

- Fair Credit Reporting Act - Purpose
- Privacy [Gramm Leach Bliley]
- Prohibited Persons in Insurance (18 United States Code (USC) Sections 1033 and 1034) waiver
- Affordable Care Act (ACA)
- National Do Not Call List
- CAN-SPAM Act

General Insurance Concepts 9%

- Risk
  - Methods of Handling Risk (Avoidance, Retention, Sharing, Reduction, Transfer)
  - Elements of Insurable Risks
  - Definitions (Risk, Hazard, Peril, Loss)
- 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

Accident and Health Insurance Basics 15%

- Field Underwriting
  - Application Procedures
  - Disclosures and Privacy
- Underwriting Requirements (Varies by Insurer)
- Sources of Underwriting
  - Application
  - Producer's report

- Medical information bureau (MIB)
- Inspection report
- Medical examination
- Attending physician's report

Policy Delivery
- Effective Date of Coverage
- Policy Review
- Premium Collection Methods (e.g., Electronic, Physical, EFT, ACH)
- Statement of Good Health

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

Classification of Risks
- Preferred
- Standard
- Substandard

Individual Accident and Health Insurance Policy Provisions 15%

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
- Coinsurance

Probationary Period
Elimination Period
Exclusions

Disability Income and Related Insurance 11%

- Benefits Determination for Disability
  - Indemnity
  - Loss of Income
- 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 - (Accidental Death and Dismemberment (AD&D), Rehabilitation Benefit, Medical Reimbursement Benefit)
  - Refund Provisions
  - Exclusions
  - Waiver of Premium
  - Probationary Period
  - Elimination Period
  - Benefit Limits
- Unique Aspects of Individual Disability Income 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 Income Insurance
  - Key Employee Disability Income
  - Disability Buy-Sell Policy
  - Business Overhead Expense
- Social Security Disability Income
  - Qualification for Disability Benefits

- Definition of Disability
- Waiting Period

Medical Plans 16%

- Medical Plan Concepts
  - Fee-for-Service
  - Prepaid
  - Specified disease/Dread disease insurance
  - Comprehensive Coverage
  - Dependent Coverage
- Provisions and Clauses
  - Deductibles
  - Stop-Loss Provision
  - Impairment rider
- Types of Medical 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
  - Primary Care Physician
- Limited Health Insurance Policies
  - Accidental Death and Dismemberment
  - Hospital indemnity
  - Critical Illness/Dread Disease
  - Vision Care
  - Hearing
  - Dental
- Health Insurance Portability and Accountability Act (HIPAA)
  - Eligibility Requirements
  - Terms
  - Privacy
  - Portability
- Affordable Care Act (ACA)
  - Eligibility
  - Dependent coverage
  - Essential health benefits
  - Levels of Coverage (Metallic Plans)

Group Health Insurance 4%

- 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/Waiting Period
- Coordination of Benefits

COBRA
- Eligibility
- Duration of Coverage
- Premium

Specialized Health Insurance for Qualified Individuals 8%

Medicare
- Eligibility
- Part A
- Part B
- Part C
- Part D

Medicare Supplement Insurance
- Enrollment Periods
- Standardized Plan Benefits

Medicaid
- Eligibility

Long-Term Care Policies
- Eligibility for Benefits (Activities of Daily Living)
- Benefit/Elimination Periods
- Levels of care (Skilled, Intermediate, Custodial)

Federal Tax Considerations for Health Insurance 3%

Health Insurance Premiums and Benefits
- Individual
- Group
- Disability Income (Individual and Group)
- Business Disability Insurance

Consumer-Driven Health Plans
- Health Savings Accounts (HSAs)
  - High Deductible Health Plans (HDHPs)
- Health Reimbursement Accounts (HRAs)
- Flexible Spending Accounts (FSAs)