

Life Accident and Health Agent/Broker

Life, Accident, and Health Insurance Agent/Broker SERIES 17-55 Exam Content Topic Locator (2018-2019)		
Please list the textbooks and references, to be given to the students:		
Title: _____		
Publisher _____ Publication Date / /		
Edition # _____		
Title: _____		
Publisher _____ Publication Date / /		
Edition # _____		
Title: _____		
Publisher _____ Publication Date / /		
Edition # _____		
When course developers propose using books and study material not previously presented to NYDFS by their publishers for approval, the "Page #" line must be completed to indicate precise page reference. Please provide a full bibliographic reference in the space above.		
1.0 Insurance Regulation 7%		Page # Session #
1.1	Licensing	
	Process (2103(d-l))	
	Definitions	
	Producer definition (2101(k))	
	Who should be licensed (2101(k))	
	Home state (2101(l))	
	Negotiate (2101(m))	
	Sell (2101(n))	
	Solicit (2101(o))	
	Types of licensees	
	Agents (2101(a, k); 2103; Reg 6, Part 22.2; Reg 7, Part 23.2)	
	Brokers (2101(c, h, k); 2104)	
	Consultants (2107)	
	Adjusters (2101(g), 2108)	
	Nonresident (2101(d, e); 2103(g)(5, 11); 2136)	
	Business entities (2101(p), 2103(i)(2))	
	Temporary (2109; Regs 9, 18, 29, Part 20.1)	
	Maintenance and duration	
	Renewal (2103(j); Reg 5, Part 21.2)	
	Continuing education (2132)	
	Assumed names (2102(f))	
	Change of address (all addresses, including email) (2134; Reg 5, Part 21.4; Reg 6, Part 22.3; Reg 7, Part 23.4)	
	Reporting of actions (2110(i)(j))	
	Disciplinary actions	
	Hearings-Notice and Process (2405, 2406, Financial Services 305)	
	Suspension, revocation, and nonrenewal (2110)	
	Penalties (2127, 109)	

Life Accident and Health Agent/Broker

		Page #	Session #
1.2	State regulation		
	Superintendent's general duties and powers (2404, Financial Services 201, 202, 301)		
	Company regulation		
	Certificate of authority (1102 (a-b))		
	Solvency (307)		
	Unfair claim settlement practices (2601; Reg 64, Part 216.3 - 216.6)		
	Appointment of agent (2112(a-c))		
	Termination of agent appointment (2112(d); Regs 9, 18, 29, Part 20.2)		
	Unfair and prohibited practices		
	Misrepresentation (2123; Reg 64, Part 216.3)		
	False advertising (2603)		
	Defamation of insurer (2604)		
	Unfair discrimination (2606-2608, 2612)		
	Rebating (2324, 4224)		
	Licensee regulation		
	Controlled business (2103(i))		
	Sharing commissions (2121, 2128)		
	Fiduciary responsibility (2120; Regs 9, 18, 29, Parts 20.3, 20.4)		
	License display (Reg 125, Part 34.5)		
	Commissions and compensation (2102(e), 2114-2116, 2119; Reg 9, 18, 29, Part 20.6; Reg 194, Part 30)		
	Termination responsibilities of producer (2112)(g)		
	Examination of books and records (2404; Reg 152, Parts 243.0 to 243.3)		
	Insurance Frauds Prevention Act (401-405, Financial Services 403-405)		
	Aiding Unauthorized Insurer (2117)		
	Prohibitions (403)		
	Reporting (405)		
	Consumer privacy regulation (Reg 169, Parts 420.0 to 420.4)		
	Producer Compensation Transparency (Reg 194, Parts 30.1 to 30.5)		
	Cyber Security Requirements for Financial Services Companies (Reg 23)		
1.3	Federal regulation		
	Fair Credit Reporting Act (15 USC 1681a-1681d)		
	Fraud and false statements including 1033 waiver (18 USC 1033, 1034)		

2.0 General Insurance 4%		Page #	Session #
2.1	Concepts		
	Risk management key terms		
	Risk (pure and speculative)		
	Exposure		
	Hazard (physical, moral, morale)		
	Peril		
	Loss		
	Methods of handling risk		
	Avoidance		
	Retention		
	Sharing		
	Reduction		
	Transfer (by contractual liability or insurance contract)		
	Elements of insurable risks		
	Adverse selection		
	Law of large numbers		
	Reinsurance		
2.2	Insurers		
	Types of insurers		
	Stock companies		
	Mutual companies		
	Fraternal benefit societies		
	Private versus government insurers		
	Admitted versus nonadmitted insurers		
	Domestic, foreign and alien insurers		
	Financial status (independent rating services)		
	Marketing (distribution) systems		
2.3	Agents and general rules of agency		
	Insurer as principal		
	Agent/insurer relationship		
	Authority and powers of agents		
	Express		
	Implied		
	Apparent		
	Responsibilities to the applicant/insured		
2.4	Contracts		
	Elements of a legal contract		
	Offer and acceptance		
	Consideration		
	Competent parties		
	Legal purpose		
	Characteristics of insurance contracts		
	Contract of adhesion		
	Aleatory contract		
	Personal contract		
	Unilateral contract		
	Conditional contract		
	Legal concepts and interpretations affecting contracts		
	Indemnity		
	Utmost good faith		
	Representations/misrepresentations (3105)		
	Warranties (3106)		
	Rescission		
	Concealment		
	Fraud		
	Waiver and estoppel		

3.0 Life Insurance Basics 8%		Page #	Session #
3.1	Insurable interest (3205)		
3.2	Personal uses of life insurance		
	Survivor protection		
	Estate creation		
	Cash accumulation		
	Liquidity		
	Estate conservation		
3.3	Determining amount of personal life insurance		
	Human life value approach		
	Needs approach		
	Types of information gathered		
	Determining lump-sum needs		
	Planning for income needs		
3.4	Business uses of life insurance		
	Buy-sell funding		
	Key person		
	Business continuation		
3.5	Differences in life insurance policies		
	Group versus individual		
	Permanent versus term		
	Participating versus nonparticipating		
	Fixed versus variable life		
	Regulation of variable products (SEC, FINRA and New York) (4240; Reg 47, Part 50.3; Reg 77, Part 54.3)		
3.6	Factors in premium determination		
	Mortality, Investment Return, and Expense		
	Mode of premium		
3.7	Licensee responsibilities		
	Solicitation and sales presentations		
	Advertising (2122)		
	Life Insurance Company Guaranty Corporation (7718)		
	Policy summary (3209; Reg 74, Part 53-2.2)		
	Buyer's guide (3209; Reg 74, Part 53-2.6)		
	Suitability in Life Insurance and Annuities (Reg 187 224.2-224.4)		
	Illustrations (Reg 74, Parts 53-3.1 to 53-3.6)		
	Replacement (2123(a)(2,3); Reg 60, Parts 51.1 to 51.8)		
	Use and disclosure of insurance information		
	Use of Senior-Specific Certifications and Professional Designations in the Sale of Life Insurance and Annuities (Reg 199, Part 225)		
	Field underwriting		
	Application procedures including backdating of policies (3208)		
	Delivery		
	Policy review		
	Effective date of coverage		
	Premium collection		
	Statement of good health		
	Amendments		

		Page #	Session #
3.8	Individual underwriting by the insurer		
	Information sources and regulation		
	Application		
	Agent report		
	Attending physician statement		
	Investigative consumer (inspection) report		
	Medical Information Bureau (MIB)		
	Medical examinations and lab tests including HIV (2611)		
	Selection criteria and unfair discrimination		
	Classification of risks		
	Preferred		
	Standard		
	Substandard		
	Declined		
4.0	Life Insurance Policies 8%		
4.1	Term life insurance		
	Level term		
	Renewable term		
	Convertible term		
	Level premium term		
4.2	Whole life insurance		
	Continuous premium (straight life)		
	Limited payment		
	Single premium		
4.3	Flexible premium policies		
	Universal life		
4.4	Specialized policies		
	Joint life (first-to-die)		
	Survivorship life (second-to-die)		
	Life insurance on minors (3207(b))		
	Fixed (equity) indexed life		
4.5	Group life insurance		
	Characteristics of group plans		
	Types of plan sponsors		
	Group underwriting requirements		
	Conversion to individual policy (3220)		
4.6	Credit life insurance (individual versus group)		

5.0 Life Insurance Policy Provisions, Options, and Riders 10%		Page #	Session #
5.1	Required provisions (3203)		
	Ownership		
	Assignment		
	Entire contract (3203(a)(4), 3204)		
	Right to examine (free look) (3203(a)(11))		
	Payment of premiums		
	Grace period (3203(a)(1))		
	Reinstatement (3203(a)(10))		
	Incontestability (3203(a)(3))		
	Misstatement of age (3203(a)(5))		
	Exclusions (3203(b, c))		
	Statements of the applicant (3204)		
	Proof of Death		
5.2	Beneficiaries		
	Designation options		
	Individuals		
	Classes (per stirpes/per capita)		
	Estates		
	Minors		
	Trusts		
	Succession		
	Revocable versus irrevocable		
	Common disaster clause		
5.3	Settlement options		
	Cash payment		
	Interest only		
	Fixed-period installments		
	Fixed-amount installments		
	Life income		
	Single life		
	Joint and survivor		
	Spendthrift clause		
5.4	Nonforfeiture options		
	Cash surrender value (net cash value)		
	Extended term		
	Reduced paid-up insurance		
5.5	Policy loan and withdrawal options		
	Policy loans		
	Automatic premium loans		
	Withdrawals or partial surrenders		
5.6	Dividend options		
	Cash payment		
	Reduction of premium payments		
	Accumulation at interest		
	One-year term option		
	Paid-up additions		

		Page #	Session #
5.7	Disability riders		
	Waiver of premium		
	Waiver of cost of insurance		
	Disability income benefit		
	Payor benefit life/disability (juvenile insurance)		
5.8	Accelerated (living) benefit provisions/riders (3230)		
	Conditions for payment		
	Effect on death benefit		
5.9	Riders covering additional insureds		
	Spouse/other-insured term rider		
	Children's term rider		
	Family term rider		
5.10	Riders affecting the death benefit amount		
	Accidental death		
	Guaranteed insurability		
	Cost of living		
	Return of premium		
	Term rider		
6.0 Annuities 7%			
6.1	Annuity principles and concepts		
	Accumulation period versus annuity period		
	Owner, annuitant and beneficiary		
	Insurance aspects of annuities		
6.2	Required provisions (3219, 4220, 4223)		
6.3	Immediate versus deferred annuities		
	Single premium immediate annuities (SPIAs)		
	Deferred annuities		
	Premium payment options		
	Nonforfeiture		
	Surrender and withdrawal charges		
	Death benefits		
6.4	Annuity (benefit) payment options		
	Life contingency options		
	Pure or straight life versus life with guaranteed minimum		
	Single life versus multiple life		
	Annuities certain (types)		
6.5	Annuity products		
	Fixed annuities		
	General account assets		
	Interest rate guarantees (minimum versus current)		
	Level benefit payment amount		
	Fixed (equity) indexed annuities		
	Differences in variable annuity products and licensing requirements		
6.6	Personal Uses of annuities		
	Tax-deferred growth		
	Retirement income		
	Guaranteed Minimum Withdrawal Benefit (GMWB)		
	Education funds		
6.7	Suitability in Annuity Transactions (Reg 187, Part 224)		

7.0 Federal Tax Considerations for Life Insurance and Annuities 2%		Page #	Session #
7.1	Taxation of personal life insurance		
	Amounts available to policyowner		
	Cash value increases		
	Dividends		
	Policy loans		
	Surrenders		
	Amounts received by beneficiary		
	Settlement options		
7.2	Rollovers and transfers (IRAs and qualified plans)		
7.3	Section 1035 exchanges		
8.0 Qualified Plans 2%			
8.1	General requirements		
	Defined contribution versus defined benefit plan		
8.2	Plan types, characteristics and purchasers		
	Self-employed plans (Keogh plans)		
	SIMPLE		
	SEP		
	401k		
	457		
8.3	Section 529 plan characteristics (college savings programs)		
9.0 Life Settlement 3%			
9.1	Definitions (7802)		
	Life Settlement Contract (7802(k)(1)(2)(3))		
	Life Settlement Broker (7802(j), 2101(v))		
	Business of Life Settlement (7802(c)(1))		
	Financing transaction (7802(f))		
	Owner (7802(n))		
	Life expectancy (7802(i))		
9.2	Broker License Requirements (2137, 2102(a)(1))		
9.3	Advertising (7809)		
9.4	Privacy (7810)		
	HIPAA		
	Personal & Financial information privacy		
9.5	Prohibited Practices (7814)		
9.6	Stranger-originated life insurance (7815)		
	Insurable interest provisions		
	Trust owned policies		

10.0 Accident and Health Insurance Basics 5%		Page #	Session #
10.1	Definitions of perils		
	Accidental injury		
	Sickness		
10.2	Principal types of losses and benefits		
	Loss of income from disability		
	Hospital and medical expense		
	Long-term care expense		
10.3	Classes of accident and health insurance coverage		
	Individual and group		
	Private versus government		
	Limited versus comprehensive		
10.4	Types of Limited policies		
	Limited benefits and amounts		
	Required notice to insured		
	Types of limited policies		
	Accident-only		
	Specified (dread) disease		
	Hospital indemnity (income)		
	Dental		
	Vision care		
10.5	Common exclusions from coverage		
	Workers' compensation		
	Cosmetic		
	Experimental		
	Medical necessities		
10.6	Licensee responsibilities in individual accident and health insurance		
	Marketing requirements		
	Advertising (Reg 34, Parts 215.1 to 215.18)		
	Sales presentations		
	Outline of coverage		
	Application procedures		
	Requirements at delivery of policy		
10.7	Considerations in replacing accident and health insurance		
	Benefits, limitations and exclusions		
	Licensee liability for errors and omissions		
10.8	Community rating of policies (4317; Reg 145, Part 360)		
	Definition of small group		
11.0 Individual Health Insurance Policy General Provisions 4%			
11.1	Required provisions		
	Entire contract; changes (3216(d)(1)(A))		
	Time limit on certain defenses (3216(d)(1)(B))		
	Grace period (3216(d)(1)(C))		
	Reinstatement (3216(d)(1)(K))		
11.2	Other provisions		
	Coordination of benefits		
	Other benefits (3216(d)(2)(E))		
	Unpaid premium (3216(d)(2)(G))		
	Cancellation (3216(d)(2)(H))		
	Conformity with state statutes (3216(d)(2)(I))		
	Illegal occupation (3216(d)(2)(J))		
	Intoxicants and narcotics (3216(d)(2)(K))		

		Page #	Session #
11.3	Other general provisions		
	Right to examine (free look)		
	Insuring clause		
	Consideration clause		
	Renewability clause (3216(g))		
	Noncancelable		
	Guaranteed renewable		
12.0 Disability Income and Related Insurance 6%			
12.1	Qualifying for disability benefits		
	Inability to perform duties		
	Own occupation		
	Any occupation		
	Presumptive disability		
	Proof of Loss		
12.2	Individual disability income insurance		
	Basic total disability plan		
	Income benefits		
	Elimination and benefit periods		
	Waiver of premium feature		
	Coordination of benefits		
	Individual premium consideration		
	Additional monthly benefit (AMB)		
	Social insurance supplement (SIS)		
	Occupational versus nonoccupational coverage		
	Noncancelable (3216(d)(2)(H))		
	Guaranteed renewability		
	Other provisions affecting income benefits		
	Cost of living adjustment (COLA) rider		
	Future increase option (FIO) rider		
	Relation of earnings to insurance (3216(d)(2)(F))		
	Benefits		
	Accidental death and dismemberment		
	Rehabilitation benefit		
	Medical reimbursement benefit (nondisabling injury)		
	Partial disability benefit		
	Residual disability benefit		
	Total disability benefit		
	24-hour coverage versus limited/at-work coverage		
	Exclusions		
12.3	Group disability income insurance		
	Group versus individual plans		
	Short-term disability (STD)		
	Long-term disability (LTD)		
12.4	Business disability insurance		
	Key person disability income		
	Disability buy-sell policy		
	Business overhead expense policy		

13.0 Medical Plans 6%		Page #	Session #
13.1	Medical plan concepts		
	Fee-for-service basis versus prepaid basis		
	Specified coverages versus comprehensive care		
	Benefit schedule versus usual/reasonable/customary charges		
	Any provider versus limited choice of providers		
	Insureds versus subscribers/participants		
13.2	Types of plans		
	Major medical insurance (indemnity plans)		
	Characteristics		
	Common limitations		
	Exclusions from coverage		
	Provisions affecting cost to insured		
	Health Maintenance Organizations (HMOs)		
	General characteristics		
	Preventive care services (4303(j))		
	Primary care physician (PCP)		
	Referral (specialty) physician		
	Emergency care		
	Hospital services		
	Other basic services		
	Preferred provider organizations (PPOs) point-of-service (POS) plans and Exclusive Provider Organizations (EPOs)		
	General characteristics		
	In-network and out-of-network provider access		
	Primary care physician (PCP) referral		
	Indemnity plan features		
	Catastrophic		
13.3	Cost containment in health care delivery		
	Utilization review (Art. 49)		
	Prospective review		
	Concurrent review		
	Retrospective review		
13.4	New York dependent requirements (individual and/or group)		
	Dependent child age limit (3216(a)(4); 4235(f)(1)(2))		
	Policy extension for handicapped children (3216(c)(4)(A))		
	Newborn child coverage (3216(c)(4)(C))		
13.5	New York required benefits (individual and / or group)		
13.6	New York mandated offers (individual and / or group)		
13.7	HIPAA (Health Insurance Portability and Accountability Act) requirements		
	Eligibility		
	Guaranteed issue		
	Renewability		
	Privacy protections		

14.0 Federal Patient Protection and Affordable Care Act 6%		Page #	Session #
14.1	Affordable Care Act		
	Preexisting conditions		
	Insurance changes		
	Eligibility (individual and small employer)		
	APTC (Advance Premium Tax Credit)		
	Cost share reduction		
	Benchmark plan		
	State vs. federal		
	Metal levels		
	Catastrophic		
	Medical loss ratio		
	Actuarial value		
	Enrollment period		
	Individual mandate		
	Employer shared responsibility		
	Annual and lifetime dollar limits		
	10 Essential benefits		
15.0 Long-term Care (LTC) Insurance 6%			
15.1	Benefits		
	LTC, Medicare and Medicaid compared		
	Eligibility for benefits		
	Levels of care		
	Skilled care		
	Intermediate care		
	Custodial care		
	Types of care		
	Home health care		
	Adult day care		
	Respite care		
	Nursing home facility care		
	Assisted living		
	Benefit periods		
	Benefit amounts		
	Activities of Daily Living (ADLs)		
	Optional benefits		
	Reimbursement versus indemnity/cash		
	Inflation protection (COLA) (Reg 62, Part 52.25(c)(3))		
	Nonforfeiture benefits (Reg 62, Part 52.25(c)(7))		
	Guarantee of insurability		
	Return of premium		
	Shared care		
	Individual, group and association plans		
	Hybrid plans		
	Exclusions (Reg 62, Part 52.25(b)(2))		
	Underwriting considerations		
	Suitability		
15.2	New York regulations and required provisions		
	Renewability (Reg 62, Part 52.25(b)(1))		
	Required disclosure provisions (Reg 62, Part 52.65)		
	Prohibited practices		
	Replacement (Reg 62, Part 52.29)		
	New York State Partnership for Long Term Care (Reg 144, Part 39.0)		
	Dollar for dollar or time element		
	Medicaid Estate Recovery Act (OBRA '93)		
	New York Tax credit		

16.0 Group Health and Blanket Insurance 5%		Page #	Session #
16.1	Characteristics of group insurance		
	Group contract		
	Certificate of coverage		
	Experience rating versus community rating		
	Definition of eligible group (4235(b)(c))		
16.2	Types of eligible groups (4235)		
	Employment-related groups		
	Individual employer groups		
	Professional employer organizations		
	Associations (alumni, professional and other)		
	Customer groups (depositors, creditor-debtor and others)		
	Blanket customer groups (teams, passengers, and others)		
16.3	Regulation of employer group insurance plans		
	Employee Retirement Income Security Act (ERISA)		
	Applicability		
	Fiduciary responsibilities		
	Reporting and disclosure		
	Family Medical Leave Act (FMLA)		
	Relationship with Medicare		
	Medicare secondary rules		
	Medicare carve-outs and supplements		
	Nondiscrimination rules (highly-compensated)		
16.4	Types of funding and administration		
	Conventional fully-insured plans		
	Partially self-insured plans		
	Stop-loss coverage		
	Administrative-services only (ASO) arrangements		
16.5	Marketing considerations		
	Advertising		
	Regulatory jurisdiction/place of delivery		
16.6	Employer group health insurance		
	Insurer underwriting criteria		
	Characteristics of group		
	Plan design factors		
	Persistency factors		
	Administrative capability		
	Eligibility for coverage		
	Annual open enrollment		
	Employee eligibility		
	Probationary period		
	Dependent eligibility		
	Coordination of benefits provision (Reg 62, Part 52.23)		
	Change of insurance companies or loss of coverage		
	Events that terminate coverage		
	Extension of benefits		
	Continuation of coverage under COBRA and New York continuations		
	Conversion privilege (3221(e))		
16.7	Small employer medical plans		
	Definition of small employer (Reg 145, Part 360.2(f))		
	Benefit plans offered		
	Availability of coverage (Reg 145, Part 360.2(e), 360.3)		
	Renewability (Reg 145, Part 360.2(e))		

17.0 Government Health Insurance Plans 5%		Page #	Session #
17.1	Worker's compensation		
	Eligibility		
	Benefits		
17.2	Social Security Disability		
	Qualifications for disability benefits		
	Definition of disability		
	Waiting period		
	Disability income benefits		
17.3	New York State Disability Benefits Law		
	Purpose		
	Definitions		
	Employment covered		
	Benefits		
17.4	Medicaid		
	Eligibility and benefits		
	Child Health Plus		
	Eligibility and benefits		
17.5	Medicare		
	Nature, financing, and administration		
	Part A – Hospital Insurance		
	Individual eligibility requirements		
	Enrollment		
	Coverages and cost-sharing amounts		
	Part B – Medical Insurance		
	Individual eligibility requirements		
	Enrollment		
	Coverages and cost-sharing amounts		
	Exclusions		
	Part C – Medicare Advantage		
	Part D – Prescription Drug Insurance		
17.6	Flexible Spending Accounts (FSAs) and Health Savings Accounts (HSAs)		
	Definition		
	Eligibility		
	Contribution limits		
17.7	Healthy New York (4326)		
18.0 Private Insurance for Senior Citizens and Special Needs Individuals 6%			
18.1	Medicare supplements		
	Purpose		
	Open enrollment (Reg 193, Part 58)		
	Standardized Medicare supplement plans		
	Core benefits		
	Additional benefits		
	New York regulations and required provisions		
	Standards for marketing (Reg 193, Part 58)		
	Permitted compensation arrangements (Reg 193, Part 58)		
	Appropriateness of recommended purchase or replacement (Reg 193, Part 58)		
	Replacement (Reg 193, Part 58)		
	Disclosure statement (Reg 193, Part 58)		
	Renewability (Reg 193, Part 58)		
18.2	Other Medicare options for individuals		
	Disabled individuals		
	Individuals with kidney failure		
	Employer group health plans		
	Employees age 65 or older		