

Your Exam Content Outline

The following outline describes the content of one of the New Hampshire insurance examinations. The outlines are the basis of the examinations. The examination will contain questions on the subjects contained in the outline. The percentages indicate the relative weights assigned to each part of the examination. For example, 10 percent means that 6 questions will be drawn from the section on a 60-question exam, 10 will be drawn on a 100-question exam and 15 will be drawn on a 150-question exam.

New Hampshire Producer's Examination for Accident and Health Insurance Series 12-62

100 questions – Two-hour time limit

1.0 Insurance Regulation 16%

1.1 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; Reg 1301.06)
 - 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)
- #### 1.2 State regulation
- Commissioner's general duties and powers (400-A:3, 15; 417:5, 14)
 - 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)
 - 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)
- #### 1.3 Federal regulation
- Fair Credit Reporting Act (15 USC 1681–1681d)
 - Fraud and false statements (18 USC 1033, 1034)

2.0 General Insurance 13%

2.1 Concepts

- Risk management key terms
 - Risk
 - Exposure
 - Hazard
 - Peril
 - Loss
- Methods of handling risk
 - Avoidance
 - Retention
 - Sharing
 - Reduction
 - Transfer
- Elements of insurable risks
 - Adverse selection
 - Law of large numbers
 - Reinsurance

2.2 Insurers

- Types of insurers
 - Stock companies
 - Mutual companies
 - Fraternal benefit societies
 - Reciprocal
 - Lloyd's associations
 - Risk retention groups
 - Surplus lines
- Private versus government insurers
- Authorized versus unauthorized insurers
- Domestic, foreign and alien insurers
- Financial status (independent rating services)
- Marketing (distribution) systems

2.3 Producers and general rules of agency

- Insurer as principal
- Producer/insurer relationship
- Authority and powers of producers
- Responsibilities to the applicant/insured

2.4 Contracts

- Elements of a legal contract
 - Offer and acceptance
 - Consideration
 - Competent parties
 - Legal purpose
- Distinct characteristics of an insurance contract
 - Contract of adhesion
 - Aleatory contract
 - Personal contract
 - Unilateral contract
 - Conditional contract
- Legal interpretations affecting contracts
 - Ambiguities in a contract of adhesion
 - Reasonable expectations
 - Indemnity
 - Utmost good faith
 - Representations/misrepresentations
 - Warranties
 - Concealment
 - Fraud
 - Waiver and estoppel

3.0 Health Insurance Basics 12%

3.1 Definitions of perils

- Accidental injury
- Sickness

3.2 Principal types of losses and benefits

- Loss of income from disability
- Medical expense
- Dental expense
- Long-term care expense

3.3 Classes of health insurance policies

- Individual versus group
- Private versus government
- Limited versus comprehensive

3.4 Limited policies

- Limited perils and amounts
- Required notice to insured
- Types of limited policies
 - Accident-only
 - Specified (dread) disease
 - Hospital indemnity (income)
 - Credit disability
 - Blanket insurance (teams, passengers, other)

3.5 Common exclusions from coverage (415-A:5)

3.6 Producer responsibilities in individual health insurance

- Marketing requirements
 - Advertising (Reg 2601.01–2616.01)
 - Life and Health Insurance Guaranty Association (408-B:19(I))

- Sales presentations
- Outline of coverage (415-A:4; Reg 1901.06)
- Guaranty association disclaimer (408-B:19(II–IV))

Field underwriting

- Nature and purpose
- Disclosure of information about individuals
- Application procedures
- Requirements at delivery of policy

Common situations for errors/omissions

3.7 Individual underwriting by the insurer

- Underwriting criteria
- Sources of underwriting information
 - Application
 - Producer report
 - Attending physician statement
 - Investigative consumer (inspection) report
 - Medical Information Bureau (MIB)
 - Medical examinations and lab tests including HIV (417:4(XIX); Reg 1103.01, .02)
- Unfair discrimination (415:15)
- Classification of risks
 - Preferred
 - Standard
 - Substandard
 - Declined

3.8 Considerations in replacing health insurance (Reg 1901.07)

- Pre-existing conditions (Reg 1901.03(k))
- Pre-existing condition exclusion regulation (Reg 1901.04(c))
- Benefits, limitations and exclusions
- Underwriting requirements
- Producer liability for errors and omissions

3.9 New Hampshire mandated provisions

4.0 Individual Health Insurance Policy General Provisions 9%

4.1 Required provisions

- Entire contract; changes (415:6(I)(1))
- Time limit on certain defenses (415:6(I)(2))
- Grace period (415:6(I)(3))
- Reinstatement (415:6(I)(4))
- Claim procedures (415:6(I)(5–9))
- Physical examinations and autopsy (415:6(I)(10))
- Legal actions (415:6(I)(11))
- Change of beneficiary (415:6(I)(12))
- Loss of time benefits (415:6(I)(13))
- Refund upon cancellation (415:6(I)(14))

4.2 Other provisions

- Change of occupation (415:6(II)(1))
- Misstatement of age (415:6(II)(2))
- Other insurance in this insurer (415:6(II)(3))
- Insurance with other insurers
 - Expense-incurred basis (415:6(II)(4))
 - Other than expense-incurred basis (415:6(II)(5))
- Unpaid premium (415:6(II)(7))

Cancellation; refusal to renew (415:6(II)(8))
Conformity with state statutes (415:6(II)(9))

4.3 Other general provisions

Right to examine (free look) (Reg 401.04(f),
1901.06(a)(11))
Insuring clause
Consideration clause
Renewability clause (Reg 1901.05(a))
 Noncancelable
 Guaranteed renewable
 Conditionally renewable
 Renewable at option of insurer
 Nonrenewable (cancelable, term)
Military suspense provision (Reg 1901.05(a)(7))

5.0 Disability Income and Related Insurance 9%

5.1 Qualifying for disability benefits

Inability to perform duties
 Own occupation
 Any occupation
Pure loss of income (income replacement
contracts)
Presumptive disability
Requirement to be under physician care

5.2 Individual disability income insurance

Basic total disability plan
 Income benefits (monthly indemnity)
 Elimination and benefit periods
 Waiver of premium feature
Coordination with social insurance and workers
compensation benefits
 Additional monthly benefit (AMB)
 Social insurance supplement (SIS)
 Occupational versus nonoccupational coverage
At-work benefits
 Partial disability benefit
 Residual disability benefit
Other provisions affecting income benefits
 Cost of living adjustment (COLA) rider
 Future increase option (FIO) rider
 Relation of earnings to insurance
 (415:6(II)(6))
Other cash benefits
 Accidental death and dismemberment
 Rehabilitation benefit
 Medical reimbursement benefit (nondisabling
injury)
Refund provisions
 Return of premium
 Cash surrender value
Exclusions

5.3 Unique aspects of individual disability underwriting

Occupational considerations
Benefit limits
Policy issuance alternatives

5.4 Group disability income insurance

Group versus individual plans
Short-term disability (STD)
Long-term disability (LTD)

5.5 Business disability insurance

Key person disability income
Disability buy-sell policy

5.6 Social Security disability

Qualification for disability benefits
Definition of disability
Waiting period
Disability income benefits

5.7 Workers compensation

Eligibility
Benefits

6.0 Medical Plans 8%

6.1 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

6.2 Types of providers and 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
 Primary care versus referral (specialty
physician)
 Emergency care
 Hospital services
 Other basic services
Preferred provider organizations (PPOs)
 General characteristics
 Open panel or closed panel
 Types of parties to the provider contract
Point-of-service (POS) plans
 Nature and purpose
 Out-of-network provider access (open-ended
HMO)
 PCP referral (gatekeeper PPO)
 Indemnity plan features

6.3 Cost containment in health care delivery

Cost-saving services
 Preventive care
 Hospital outpatient benefits
 Alternatives to hospital services
Utilization management
 Prospective review
 Concurrent review

6.4 New Hampshire requirements (individual and group)

- Eligibility requirements
 - Newborn children (415:22)
 - Adopted children (415:22-a)
 - Child enrollment; noncustodial parents (RL 161-H:2)
- Benefit offers
 - Maternity coverage (415:6-d)

6.5 HIPAA (Health Insurance Portability and Accountability Act) requirements

- Eligibility
- Guaranteed issue
- Pre-existing conditions
- Creditable coverage
- Renewability

7.0 Group Health Insurance 10%

7.1 Characteristics of group insurance

- Group contract
- Certificate of coverage
- Experience rating versus community rating

7.2 Types of eligible groups

- Individual employer groups
- Associations (alumni, professional, other)
- Customer groups (depositors, creditor-debtor, other)

7.3 Marketing considerations

- Advertising
- Regulatory jurisdiction/place of delivery

7.4 Employer group health insurance

- Insurer underwriting criteria
 - Characteristics of group
 - Plan design factors
 - Administrative capability
- Eligibility for coverage
 - Annual open enrollment
 - Employee eligibility
 - Part-time employees (415:18(I)(q))
 - Dependent eligibility
- Coordination of benefits provision (Reg 1904.05-.07)
- Change of insurance companies or loss of coverage
 - Coinsurance and deductible carryover
 - No-loss no-gain
 - Events that terminate coverage
 - Extension of benefits
 - Cancellation or nonrenewal (415:18-b)
 - Continuation of coverage under COBRA and New Hampshire specific rules (415:18(VII)(g))
 - Conversion privilege (415:18(VII)(a-f); Reg 1901.06(a)(11))

7.5 Small employer group medical plans

- Definition of small employer (420-G:2(XVI))
- Renewability of coverage (420-G:6)
- Pre-existing conditions (420-G:7)
- Participation requirements (420-G:9)

- Open enrollment and late enrollment (420-G:8)
- Prohibited underwriting practices (420-G:4(I)(b), 5)

7.6 Regulation of employer group insurance

- Age Discrimination in Employment Act (ADEA)
 - Applicability to employers and workers
 - Permitted reductions in insured benefits
 - Permitted increases in employee contributions
 - Requirements for medical expense coverage
- Relationship with Medicare
 - Medicare secondary rules
 - Medicare carve-outs and supplements

8.0 Dental Insurance 2%

8.1 Types of dental treatment

- Diagnostic and preventive
- Restorative
- Oral surgery
- Endodontics
- Periodontics
- Prosthodontics
- Orthodontics

8.2 Indemnity plans

- Scheduled versus nonscheduled plans
- Benefit categories
 - Diagnostic/preventive services
 - Basic services
 - Major services
- Deductibles and coinsurance
- Combination plans
- Exclusions
- Limitations
- Predetermination of benefits

8.3 Employer group dental expense

- Integrated deductibles versus stand-alone plans
- Minimizing adverse selection

9.0 Insurance for Senior Citizens and Special Needs Individuals 13%

9.1 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
 - Claims terminology and other key terms
- Part C — Medicare Advantage
- Part D — Prescription Drug Insurance

9.2 Medicare supplements

- Purpose (Reg 1905.01)
- Open enrollment (Reg 1905.10)
- Standardized Medicare supplement plans (Reg 1905.08)

- Core benefits
- Additional benefits

New Hampshire regulations and required provisions

- Standards for marketing (Reg 1905.19)
- Advertising (Reg 1903.06, 1905.18)
- Appropriateness of recommended purchase and excessive insurance (Reg 1905.20)
- Guaranteed issue for eligible persons (Reg 1905.11)
- Buyer's guide (Reg 1905.16(a)(6))
- Outline of coverage (Reg 1905.16(c))
- Right to return (free look) (Reg 1905.16(a)(5))
- Replacement (Reg 1905.17, .22)
- Required disclosure provisions (Reg 1905.16)
- Permitted compensation (Reg 1905.15)
- Notice of change (Reg 1905.16(b))
- Benefit standards (Reg 1905.07)
- Prohibited practices (Reg 1905.22)

Medicare Select (Reg 1905.09)

9.3 Other options for individuals with Medicare

Employer group health plans

- Employees with disabilities and their covered spouses
- Employees with kidney failure
- Individuals age 65 and older

Medicaid

- Eligibility
- Benefits

9.4 Long-term care (LTC) insurance

LTC, Medicare and Medicaid compared

Eligibility for benefits

Levels of care

- Skilled care
- Intermediate care
- Custodial care
- Home health care
- Adult day care
- Respite care

Benefit periods

Benefit amounts

Optional benefits

- Inflation protection
- Guarantee of insurability
- Return of premium

Qualified LTC plans

Exclusions

Underwriting considerations

New Hampshire regulations and required provisions

- Outline of coverage (415-D:8)
- Right to return (free look) (415-D:7)
- Benefit standards (415-D:3(V), 5)
- Continuation of coverage/conversion (415-D:6)
- Pre-existing conditions (415-D:5(III))

9.5 New Hampshire high risk health insurance pool (404-G:5-a-5-f)

10.0 Federal Tax Considerations for Health Insurance 8%

10.1 Personally-owned health insurance

- Disability income insurance
- Medical expense insurance
- Long-term care insurance
- Settlement options

10.2 Employer group health insurance

- Disability income (STD, LTD)
 - Benefits subject to FICA
- Medical and dental expense
- Long-term care insurance
- Accidental death and dismemberment

10.3 Medical expense coverage for sole proprietors and partners

10.4 Business disability insurance

- Key person disability income
- Buy-sell policy