

# Your Exam Content Outline

The following outline describes the content of one of the Vermont 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.

## Vermont Producer's Examination for Life, Accident, Health and HMO Laws and Regulations Series 14-30

### 60 questions – One-hour time limit

All citations are Vermont Insurance Statutes Title 8, unless otherwise noted. When preceded by "Reg" refer to Vermont Department Regulations, when preceded by "Bul" refer to Vermont Department Bulletins.

#### 1.0 Insurance Regulation 14%

##### 1.1 Licensing

- Process (4800; 4813f)
- Types of licensees (4791)
  - Resident (4800(3)(A))
  - Nonresident (4800(3)(B); 4813h)
  - Temporary (4800(3)(D)(ii); 4813k)
- Maintenance and duration
  - Renewal and expiration (4798)
  - Address change (4800(3)(F))
  - Assumed business name (4813j)
  - Reporting of actions (4813o)
  - Continuing education requirements (4800a; Reg 2000-2 Sec 4)
- Disciplinary actions
  - Denial of license (4800(3)(E))
  - Cease and desist order (3661)
  - Suspension, revocation or nonrenewal (4804; 4806)
  - Penalties (3661(a)(2); 4804(d))

##### 1.2 State regulation

- Commissioner's general duties and powers (4726; 4804)
- Company regulation
  - Certificate of authority (3368)
  - Unfair claim settlement practices (4724(9); Reg 79-2 Sec 1-7)
  - Policy forms (3541)
  - Examination of records (3565)
  - Producer appointment (4798(c); 4813l)
  - Termination of appointment (4798(d); 4813m)
- Producer regulation
  - Acting without a license (4793; 4813c)
  - Shared commissions (4796)
  - Trust accounts — anti-commingling (Reg 95-1; 4724(12))
  - Controlled business (4795)

- Duties (4813c)
- Unfair trade practices (4724)
- Misrepresentation (4724(1, 11, 13))
- False advertising (4724(2))
- Defamation (4724(3))
- Boycott, coercion and intimidation (4724(4))
- False financial statements and entries (4724(5))
- Illegal inducement (4724(6))
- Unfair discrimination (4724(7))
- Rebating (4724(8))
- Failure to maintain complaint record (4724(10))
- Failure to act as fiduciary (4724(12); Reg 95-1)
- Unsuitability (4724(16))
- Nondisclosure of fees or charges (4724(14))
- Consumer privacy regulation (IH-2001-01)

##### 1.3 Federal regulation

- Fair Credit Reporting Act (15 USC 1681-1681d)
- Fraud and false statements (18 USC 1033, 1034)

#### 2.0 Vermont Laws and Regulations Pertaining to Life Insurance 40%

##### 2.1 Producer and company responsibilities

- Solicitation and sales presentations (Reg 77-2)
  - Advertising
  - Life and Health Insurance Guaranty Association (4151-4185)
  - Illustrations (Reg 98-1)
  - Policy summary (Reg 77-2 Sec 5(A, B) Appendix B)
  - General Rules (Reg 77-2 Sec 6 (B, C, K, L, N, O, P))
  - Buyer's guide (Reg 77-2 Sec 5(A, B), Appendix A)
  - Replacement (Reg 2001-3 Sec 1-10)
- Underwriting
  - Insurable interest (power to contract) (3710)
  - Unfair discrimination (3701)
  - Medical examinations and lab tests including HIV (4724(20); Bul 138)

##### 2.2 Life insurance

- Required provisions (3731)
  - Entire contract (3731(3))
  - Payment of premiums (3731(1))
  - Grace period (3731(2))
  - Reinstatement (3731(9))

Incontestability (3731(4))  
Misstatement of age (3731(5))  
Payment of claims (3731(10))

Other provisions

Ownership (3710)  
Assignment (3713(a))  
Representations in applications (3736)

**2.3 Annuities (3855; Reg 88-3 Art VI, 2001-03; Bul 129)**

**2.4 Group life insurance**

Types of plan sponsors (3803-3810a)  
Group underwriting requirements (3816)  
Assignability (3713(a, b))  
Conversion to individual policy (3820-3823)

**2.5 Life settlements (3835-3849; Reg 95-4 Sec 1-15)**

Life settlement providers  
Life settlement brokers  
Life insurance providers  
Life settlement contract provisions  
Disclosure provisions  
Rules of conduct

**3.0 Vermont Laws and Regulations Pertaining to Accident, Health and HMO 46%**

**3.1 Producer responsibilities**

Advertising (Reg 71-1)  
Life and Health Insurance Guaranty Association (4164(e))  
Outline of coverage (Reg 80-1 Sec 8(B))  
Medical examinations and lab tests including HIV (4724(20))  
Genetic testing (Title 18 Sec 9331-9335)

**3.2 Health insurance policy general provisions (non-group and group)**

Required provisions  
Entire contract; changes (4065(1), 4080(1))  
Certificate of insurance (4080(2))  
Time limit on certain defenses (4065(2))  
Grace period (4065(3))  
New employees (4080(3))  
Part-time employees (4080(5), (4080a(a)(1))  
Reinstatement (4065(4))  
Claim procedures (4065(5-9); Reg 93-4)  
Physical examination and autopsy (4065(10))  
Legal actions (4065(11))  
Change of beneficiary (4065(12))  
Right to examine (free look) (4063(8))

Optional provisions

Relation of earnings to insurance (4066(6))  
Unpaid premium (4066(7))  
Cancellation (4066(8); Reg 91-4B Sec 3(10))  
Conformity with state statutes (4066(9))  
Illegal occupation (4066(10))

Vermont eligibility requirements (non-group and/or group)

Dependent child age limit (4063(3), 4089(d))  
Adopted child coverage (4100c)

Child coverage; noncustodial parents (4100b)  
Disabled child coverage (4089d)  
Newborn child coverage (4092)

Civil unions (4063a; Title 15 Sec 1201; IH-2001-01; Bul HCA 110)

Continuation and conversion of coverage  
Vermont continuation rules, VIPER  
Conversion privilege (4090 (a-g))

Catamount health (4080f; Reg H-2006-01)

**3.3 Common health care plans (non-group) (4080b(e); Reg 93-5 Sec 7)**

Standards

Policy provisions

**3.4 Small employer group medical plans**

Definition of small employer (4080a(a)(1))  
Common health care plans (4080a(e); Reg 91-4B Sec 5)  
Availability of coverage (4080a(d))  
Renewability of coverage (Reg 91-4B Sec 5(2(a))  
Prohibited marketing practices (Reg 91-4B Sec 4)  
Pre-existing conditions (4080a(g); Reg 91-4B Sec 5(2(b))  
Participation requirements (4080a(a)(1))

**3.5 Medicare policies**

Part C – Medicare Advantage  
Part D – Prescription Drug Insurance  
Standardized Medicare supplement plans (Reg H-2009-04 Sec 8, 9)  
Core benefits (Reg H-2009-04 Sec 8(B))  
Additional benefits (Reg H-2009-04 Sec 8(C))  
Vermont Medicare supplement regulations and required provisions  
Standards for marketing (Reg H-2009-04 Sec 20)  
Advertising (Reg H-2009-04 Sec 19)  
Appropriateness of recommended purchase (Reg H-2009-04 Sec 21)  
Buyer's guide (Reg H-2009-04 Sec 17(A)(6))  
Outline of coverage (Reg H-2009-04 Sec 17(D))  
Right to return (Reg H-2009-04 Sec 17(A)(5))  
Pre-existing conditions (Reg H-2009-04 Sec 8(A)(1), Sec 8.1(A)(1))  
Duplication of Medicare benefits (Reg H-2009-04 Sec 21(B))  
Replacement (Reg H-2009-04 Sec 18, 23)  
Required disclosure provisions (Reg H-2009-04 Sec 17)  
Permitted compensation arrangements (Reg H-2009-04 Sec 16)  
Renewability and cancellation (Reg H-2009-04 Sec 8(A)(5), Sec 8.1(A)(5))  
Continuation and conversion requirements (Reg H-2009-04 Sec 8(A)(5), Sec 8.1(A)(5))  
Notice requirements (Reg H-2009-04 Sec 17(B))

### **3.6 Long-term care (LTC) policies**

- Standards for marketing (Reg H-2009-01 Sec 9, 23)
- Shopper's/Buyer's guide (8098, Reg H-2009-01 Sec 33)
- Outline of coverage (8090, Reg H-2009-01 Sec 32)
- Appropriateness of recommended purchases (Reg H-2009-01 Sec 24)
- Right to return (free look) (8089)
- Replacement (Reg H-2009-01 Sec 14)
- Benefit standards (8085)
- Prohibited policy provisions (8086, 8087; Reg H-2009-01 Sec 6, 25)
- Renewal considerations (Reg H-2009-01 Sec 7(B), 8(B))
- Continuation or conversion (Reg H-2009-01 Sec 6(D))
- Inflation protection (Reg H-2009-01 Sec 13)
- Pre-existing conditions (8086; Reg H-2009-01 Sec 25)
- Nonforfeiture requirements (8095; Reg H-2009-01 Sec 28)