

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 Examination for Life, Accident and Health Insurance Laws and Regulations Series 12-80

40 questions - 60-minute time limit

1.0 Insurance Regulation 14%

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)
 - 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)
 - Referrals (402:16-B)
 - 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)

1.3 Federal regulation

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

2.0 New Hampshire Laws and Regulations Pertaining to Life Insurance and Annuities 43%

2.1 Producer responsibilities

- Solicitation and sales presentations (Reg 301.01–.07)
 - Life and Health Insurance Guaranty Association (408-B:19(I))
 - Buyer's guide and policy summary (Reg 301.05)
 - Guaranty association disclaimer (408-B:19(II–IV))
 - Illustrations (Reg 309.01–.12)
 - Replacement (Reg 302.01–.09)

2.2 Individual underwriting by the insurer

- Insurable interest (408:2, 2-a)
- Unfair discrimination (408:11)
- Medical examinations and lab tests including HIV (417:4(XIX); Reg 1103.01, .02)

2.3 Individual life insurance policy provisions

Entire contract (408:9; Reg 401.04(a)(3))
Right to examine (free look) (Reg 401.04(f))
Payment of premiums (Reg 401.04(a)(1))
Grace period (Reg 401.04(a)(2))
Reinstatement (Reg 401.04(d))
Incontestability (408:10; Reg 401.04(a)(6,7))
Misstatement of age or sex (Reg 401.04(a)(8))
Exclusions (Reg 401.04(m))
Interest on life insurance benefits (408:10-a)
Backdating of policies (Reg 301.06(j))

2.4 Group life insurance

Group eligibility (408:15)
Standard provisions (408:16)
Conversion to individual policy (408:16(VIII-X))
Coverage during labor dispute (408:16-b)

3.0 New Hampshire Laws and Regulations Pertaining to Accident and Health Insurance 43%

3.1 Producer responsibilities in individual health insurance

Advertising (Reg 2601-2604)
Life and Health Insurance Guaranty Association
(408-B:19(I))
Outline of coverage (415-A:4; Reg 1901.06)
Guaranty association disclaimer (408-B:19(II-IV))
Medical examinations and lab tests including HIV
(417:4(XIX); Reg 1103.01, .02)
Unfair discrimination (415:15)
Replacement (Reg 1901.07)

3.2 Individual health insurance 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))
Right to examine (free look) (Reg 401.04(f),
1901.06(a)(11))
Renewability clause (Reg 1901.05)
Military suspense provision (Reg 1901.05)
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))
Relation of earnings to insurance (415:6(II)(6))
Unpaid premium (415:6(II)(7))
Cancellation; refusal to renew (415:6(II)(8))
Conformity with state statutes (415:6(II)(9))

3.3 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)

3.4 Group health insurance

Part-time employees (415:18(I)(q))
Coordination of benefits (Reg 1904.05-.07)
Cancellation or nonrenewal (415:18-b)
Continuation of coverage under COBRA and New
Hampshire specific rules (415:18(VII))
Conversion privilege (415:18(VII)(a-b))

3.5 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)

3.6 Medicare supplement policies

Open enrollment (Reg 1905.10)
Standards for marketing (Reg 1905.19)
Advertising (Reg 1905.06, .18)
Appropriateness of recommended purchase (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(d))
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)

3.7 Long-term care (LTC) policies

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))

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

3.9 New Hampshire mandated provisions