

# Your Exam Content Outline

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

## Nebraska Consultant's Examination for Life and Annuities; Accident and Health or Sickness Insurance Series 13-07

150 questions – 2.5-hour time limit

### 1.0 Insurance Regulation 5%

#### 1.1 Licensing

- Process (44-4052, 4053)
- Types of licensees (44-4054)
  - Producers (44-4049, 4054)
  - Consultants (44-2606–2635)
  - Resident versus nonresident (44-2625, 4055, 4063)
  - Temporary (44-4058)
- Maintenance and duration
  - Renewal (44-4054)
  - Name or address change (44-4054(8))
  - Reporting of actions (44-4065)
  - Assumed names (44-4057)
- Continuing education requirements including ethics education (44-3901–3908)
- Disciplinary actions
  - Right to hearing (44-4059(2))
  - Suspension, revocation or refusal to issue or renew (44-2633, 4059)
  - Fines (44-2634, 4059(4))
  - Cease and desist order (44-1529, 1542)

#### 1.2 State regulation

- Director's general duties and powers (44-101.01, 2635)
- Company regulation
  - Certificate of authority (44-303)
  - Capital and surplus requirements (44-214, 305)
  - Unfair claims settlement practices (44-1539, 1540)
  - Examination of books and records (44-1527, 5904)
  - Appointment (44-4061)
  - Termination of appointment (44-4062)
  - Unfair trade practices complaint register (44-1525(9); Reg Ch 21)
- Producer regulation
  - Sharing commissions (44-4060)
  - Controlled business (44-361.01, .02)
  - Prohibited fees or charges (44-354)

- Records retention (44-5905)
- Unfair trade practices
  - Misrepresentation (44-1525(1))
  - False advertising (44-1525(2))
  - Defamation of insurer (44-1525(3))
  - Boycott, coercion or intimidation (44-1525(4))
  - Unfair discrimination (44-1525(7))
  - Rebating (44-361, 1525(8))
- Insurance Fraud Act (44-6601–6608)
- Privacy of Insurance Consumer Information Act (44-901–925)

#### 1.3 Federal regulation

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

### 2.0 General Insurance 5%

#### 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
- Admitted versus nonadmitted 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 licensees
  - Express
  - Implied
  - Apparent
- 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 Life Insurance Basics 6%

### 3.1 Insurable interest (44-704)

### 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
- Executive bonuses
- Deferred compensation funding
- Split dollar plans
- Change of insured provision
- Minimum deposit

### 3.5 Classes of life insurance policies

- Group versus individual
- Permanent versus term
- Participating versus nonparticipating

- Fixed versus variable life insurance and annuities
- Regulation of variable products (SEC, FINRA and Nebraska) (44-2212, 2216; Reg Ch 15 Sec 006, 011)

### 3.6 Premiums

- Factors in premium determination
  - Mortality
  - Interest
  - Expense
- Premium concepts
  - Net single premium
  - Gross annual premium
- Premium payment mode

### 3.7 Producer responsibilities

- Solicitation and sales presentations (Reg Ch 33)
- Advertising (Reg Ch 50)
- Life and Health Insurance Guaranty Association (44-2719.01)
- Buyer's Guide and Policy Summary (Reg Ch 33 Sec 005, NAIC Current Model Buyer's Guide)
- Illustrations (Reg Ch 72)
- Replacement (Reg Ch 19)
- Use and disclosure of insurance information
- Annuity suitability (44-8101-8107)
- Field underwriting
  - Notice of information practices
  - Application procedures
- Delivery
  - Policy review
  - Effective date of coverage
  - Premium collection
  - Statement of good health

### 3.8 Individual underwriting by the insurer

- Information sources and regulation
  - Application
  - Producer report
  - Attending physician statement
  - Investigative consumer (inspection) report
  - Medical Information Bureau (MIB)
  - Medical examinations and lab tests including HIV (RL 71-531)
- Selection criteria and unfair discrimination (44-1525(7)(a))
- Classification of risks
  - Preferred
  - Standard
  - Substandard

## 4.0 Life Insurance Policies 8%

### 4.1 Term life insurance

- Level term
  - Annual renewable term
  - Level premium term
  - Term-to-65 contract
- Decreasing term

### 4.2 Whole life insurance

- Continuous premium (straight life)

- Limited payment
- Single premium
- Enhanced ordinary life (economatc)
- Indeterminate premium
- Graded premium
- Current assumption

#### 4.3 Flexible premium policies

- Adjustable life
- Universal life — Indexed Universal Life

#### 4.4 Specialized policies

- Joint life (first-to-die)
- Survivorship life (second-to-die)
- Juvenile life

#### 4.5 Group life insurance

- Characteristics of group plans
- Types of plan sponsors
- Group underwriting requirements
- Required provisions (44-1607)
- Assignability (44-1619)
- Conversion to individual policy (44-1607(8–10), 1613, 1614)

### 5.0 Life Insurance Policy Provisions, Options and Riders 8%

#### 5.1 Required provisions (44-502)

- Entire contract (44-502(3))
- Right to examine (free look) (44-502.05)
- Payment of premiums (44-502(1))
- Grace period (44-502(2))
- Reinstatement (44-502(11))
- Incontestability (44-502(5))
- Misstatement of age (44-502(6))
- Exclusions (44-502(5))
- Statements of the insured (44-502(4))
- Payment of claims (44-502(12))
- Interest on proceeds (44-3,143)
- Prohibited provisions including backdating (44-503)

#### 5.2 Ownership and beneficiaries

- Ownership
- Assignment
- Beneficiary designation options
  - Individuals
  - Classes
  - Estates
  - Minors
  - Trusts
- Succession
- Revocable versus irrevocable
- Common disaster clause
- Spendthrift clause

#### 5.3 Settlement options

- Cash payment
- Interest only
- Fixed-period installments
- Fixed-amount installments
- Life income
  - Single life

- Joint and survivor

#### 5.4 Nonforfeiture options

- Cash surrender value
- Extended term
- Reduced paid-up insurance

#### 5.5 Policy loan and withdrawal options

- Cash 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

#### 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 provision/rider

- 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
- No lapse guarantee

#### 5.11 Viatical settlements

- Disclosure to consumers (44-1108)
- General rules (44-1109)
- Stranger owned life (44-1110)
- Fraudulent acts (44-1112)
- Definitions (44-1102)
  - Chronically ill
  - Terminally ill
  - Viatical settlement broker
  - Viatical settlement provider
  - Viatical settlement purchaser
  - Viator

### 6.0 Annuities 12%

#### 6.1 Annuity principles and concepts

- Accumulation period versus annuity period
- Owner, annuitant and beneficiary
- Insurance aspects of annuities
- Nebraska Protection in Annuity Transactions Act (44-8101–8107)

#### 6.2 Immediate versus deferred annuities

- Single premium immediate annuities (SPIAs)
- Deferred annuities
  - Premium payment options
  - Nonforfeiture

- Surrender charges
- Death benefits

### 6.3 Annuity (benefit) payment options

- Life contingency options
  - Pure life versus life with guaranteed minimum
  - Single life versus multiple life
- Annuities certain (types)

### 6.4 Annuity products

- Fixed annuities
  - General account assets
  - Interest rate guarantees (minimum versus current)
  - Level benefit payment amount
- Equity indexed annuities
- Market value adjusted annuities

### 6.5 Uses of annuities

- Lump-sum settlements
- Qualified retirement plans
  - Group versus individual annuities
- Personal uses
  - Individual retirement annuities (IRAs)
  - Tax-deferred growth
  - Retirement income
  - Education funds

## 7.0 Federal Tax Considerations for Life Insurance and Annuities 6%

### 7.1 Taxation of personal life insurance

- Amounts available to policyowner
  - Cash value increases
  - Dividends
  - Policy loans
  - Surrenders
- Amounts received by beneficiary
  - General rule and exceptions
  - Settlement options
- Values included in insured's estate

### 7.2 Modified endowment contracts (MECs)

- Modified endowment versus life insurance
- Seven-pay test
- Distributions

### 7.3 Taxation of non-qualified annuities

- Individually-owned
  - Accumulation phase (tax issues related to withdrawals)
  - Annuity phase and the exclusion ratio
  - Distributions at death
- Corporate-owned

### 7.4 Taxation of individual retirement annuities (IRAs)

- Traditional IRAs
  - Contributions and deductible amounts
  - Premature distributions including taxation issues
  - Annuity phase benefit payments
  - Values included in the annuitant's estate
  - Amounts received by beneficiary
- Roth IRAs

- Contributions and limits
- Distributions

### 7.5 Rollovers and transfers (IRAs and qualified plans)

### 7.6 Section 1035 exchanges – disclosure pros and cons

### 7.7 Taxation of corporate owned life insurance

## 8.0 Qualified Plans 5%

### 8.1 General requirements

### 8.2 Federal tax considerations

- Tax advantages for employers and employees
- Taxation of distributions (age-related)

### 8.3 Plan types, characteristics and purchasers

- Simplified employee pensions (SEPs)
- Self-employed plans (HR 10 or Keogh plans)
- Profit-sharing and 401(k) plans
- SIMPLE plans
- Pension plans
  - Section 457 deferred compensation
  - 403(b) tax-sheltered annuities (TSAs)
  - Safe Harbor 401(k)
  - Single (k)

### 8.4 Special rules for life insurance

- Incidental limitation
- Taxation of economic benefit
- Taxation of life insurance distributions

## 9.0 Sickness and Accident Insurance Basics 5%

### 9.1 Definitions of perils

- Accidental injury
- Sickness

### 9.2 Principal types of losses and benefits

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

### 9.3 Classes of health insurance policies

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

### 9.4 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)
  - Prescription drugs
  - Vision care

### 9.5 Common exclusions from coverage

### 9.6 Producer responsibilities in individual health insurance

- Marketing requirements
- Advertising (Reg Ch 14 Sec 001–020)

Life and Health Insurance Guaranty Association  
(44-2719.01)

Sales presentations

Field underwriting

Nature and purpose

Disclosure of information about individuals

Application procedures

Requirements at delivery of policy

Common situations for errors/omissions

#### **9.7 Individual underwriting by the insurer**

Underwriting criteria

Sources of underwriting information

Application procedures

Producer report

Attending physician statement

Investigative consumer (inspection) report

Medical Information Bureau (MIB)

Medical examinations and lab tests including  
HIV (RL 71-531)

Unfair discrimination (44-749)

Classification of risks

Preferred

Standard

Substandard

#### **9.8 Considerations in replacing health insurance**

Pre-existing conditions

Benefits, limitations and exclusions

Underwriting requirements

Producer liability for errors and omissions

### **10.0 Individual Sickness and Accident Insurance Policy General Provisions 3%**

#### **10.1 Uniform required provisions (44-710.03)**

Entire contract: changes (44-710.03(1), .12)

Time limit on certain defenses (44-710.03(2))

Grace period (44-710.03(3))

Reinstatement (44-710.03(4))

Claim procedures (44-710.03(5-9))

Physical examinations and autopsy (44-  
710.03(10))

Legal actions (44-710.03(11))

Change of beneficiary (44-710.03(12))

#### **10.2 Uniform optional provisions (44-710.04)**

Change of occupation (44-710.04(1))

Misstatement of age (44-710.04(2))

Other insurance in this insurer (44-710.04(3))

Insurance with other insurers

Expense-incurred basis (44-710.04(4))

Other benefits (44-710.04(5))

Unpaid premium (44-710.04(7))

Cancellation (44-710.04(8))

Conformity with state statutes (44-710.04(9))

Illegal occupation (44-710.04(10))

Intoxicants and narcotics (44-710.04(11))

#### **10.3 Other general provisions**

Right to examine (free look) (44-710.18)

Insuring clause

Consideration clause

Renewability clause (44-787)

Noncancelable

Guaranteed renewable

Conditionally renewable

Renewable at option of insurer

Nonrenewable (cancelable, term)

### **11.0 Disability Income and Related Insurance 5%**

#### **11.1 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

#### **11.2 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 (44-  
710.04(6))

Annual renewable term rider

Other cash benefits

Accidental death and dismemberment

Rehabilitation benefit

Medical reimbursement benefit (nondisabling  
injury)

Refund provisions

Return of premium

Cash surrender value

Exclusions

#### **11.3 Unique aspects of individual disability underwriting**

Occupational considerations

Benefit limits

Policy issuance alternatives

#### **11.4 Group disability income insurance**

Group versus individual plans

Short-term disability (STD)

Long-term disability (LTD)

#### **11.5 Business disability insurance**

Key person disability income

Disability buy-sell policy

Business overhead expense policy

Disability reducing term policy

### **11.6 Social Security disability**

Qualification for disability benefits

Definition of disability

Waiting period

Disability income benefits

### **11.7 Workers compensation**

Eligibility

Benefits

## **12.0 Medical Plans 8%**

### **12.1 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

### **12.2 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 physician 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

### **12.3 Cost containment in health care delivery**

Cost-saving services

Preventive care

Hospital outpatient benefits

Alternatives to hospital services

Utilization management (44-5416–5431)

Prospective review

Concurrent review

### **12.4 Nebraska requirements (individual and group)**

Eligibility requirements

Newborn child coverage (44-710.19)

Dependent coverage (44-710.01)

Full-time students (44-710.01)

Benefit offers

Treatment for alcoholism (44-769–781)

Treatment of bones or joints of the face, neck or head (44-789)

### **12.5 HIPAA (Health Insurance Portability and Accountability Act) requirements**

Eligibility

Guaranteed issue

Pre-existing conditions

Creditable coverage

Renewability

### **12.6 Health savings accounts (HSAs)**

Definition

Eligibility

Contribution limits

## **13.0 Group Sickness and Accident Insurance 10%**

### **13.1 Characteristics of group insurance**

Group contract

Certificate of coverage (44-761(2))

Experience rating versus community rating

### **13.2 Types of eligible groups**

Employment-related groups

Individual employer groups

Multiple-Employer Trusts (METs) or Welfare

Arrangements (MEWAs)

Taft-Hartley Trusts

Associations (alumni, professional, other)

Customer groups (depositors, creditor-debtor,

other)

### **13.3 Marketing considerations**

Advertising

Regulatory jurisdiction/place of delivery

### **13.4 Employer group health insurance**

Nebraska underwriting requirements (44-760)

Insurer underwriting criteria

Characteristics of group

Plan design factors

Persistency factors

Administrative capability

Eligibility for insurance

Annual open enrollment

Employee eligibility

Dependent eligibility

Coordination of benefits provision

Change of insurance companies or loss of coverage

Coinsurance and deductible carryover

No-loss no-gain

Events that terminate coverage

Extension of benefits

Continuation of coverage under COBRA and

Nebraska specific rules (44-1640–1645)

Conversion privilege (44-1613; 44-32,130)

### **13.5 Small employer group medical plans**

Definition of small employer (44-5253)

Renewability of coverage (44-5259)

Benefit plans offered — basic and standard (44-5260)

Marketing (44-5266)

Prohibited practices (44-5266)

### **13.6 Regulation of employer group insurance plans**

Employee Retirement Income Security Act (ERISA)

- Applicability
- Fiduciary responsibilities
- Reporting and disclosure

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

Civil Rights Act/Pregnancy Discrimination Act

- Applicability
- Guidelines

Relationship with Medicare

- Medicare secondary rules relating to employer size

- Medicare carve-outs and supplements

Nondiscrimination rules (highly-compensated)

### **13.7 Types of funding and administration**

Conventional fully-insured plans

Modified fully-insured plans

- Premium-delay arrangements
- Reserve-reduction arrangements
- Retrospective-rating arrangements

Partially self-funded plans

- Stop-loss coverage
- Administrative-services-only (ASO) arrangements
- 501(c)(9) trust

Fully self-funded (self-administered) plans

- Characteristics
- Conditions suitable for self-funding
- Benefits suitable for self-funding

## **14.0 Dental Insurance 2%**

### **14.1 Types of dental treatment**

Diagnostic and preventive

Restorative

Oral surgery

Endodontics

Periodontics

Prosthodontics

Orthodontics

### **14.2 Indemnity plans**

Choice of providers

Scheduled versus nonscheduled (comprehensive) plans

Benefit categories

- Diagnostic/preventive services

- Basic services

- Major services

Deductibles and coinsurance

Combination plans

Exclusions

Limitations

Predetermination of benefits

### **14.3 Employer group dental expense**

Integrated deductibles versus stand-alone plans

Minimizing adverse selection

## **15.0 Insurance for Senior Citizens and Special Needs Individuals 5%**

### **15.1 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

### **15.2 Medicare supplements**

Purpose (Reg Ch 36 Sec 001)

Open enrollment (Reg Ch 36 Sec 011)

Standardized Medicare supplement plans

(Reg Ch 36 Sec 009)

- Core benefits

- Additional benefits

Nebraska regulations and required provisions

- Standards for marketing (Reg Ch 36 Sec 020)

- Advertising (44-3608.01; Reg Ch 36 Sec 019)

- Appropriateness of recommended purchase

- and excessive insurance (Reg Ch 36 Sec 021)

- Buyer's guide (Reg Ch 36 Sec 017(017.01F))

- Outline of coverage (44-3607;

- Reg Ch 36 Sec 017(017.03))

- Guaranteed issue for eligible persons

- (Reg Ch 36 Sec 012)

- Right to return (free look) (44-3608;

- Reg Ch 36 Sec 017(017.01E))

- Unfair trade practices (44-3610)

- Replacement (Reg Ch 36 Sec 018, 023)

- Minimum benefit standards

- (Reg Ch 36 Sec 008)

- Required disclosure provisions

- (Reg Ch 36 Sec 017)

- Permitted compensation (Reg Ch 36 Sec 016)

- Notice of change

- (Reg Ch 36 Sec 017(017.02))

Medicare Select (Reg Ch 36 Sec 010)

### **15.3 Other options for individuals with Medicare**

Employer group health plans

- Disabled employees

- Employees with kidney failure

- Individuals age 65 and older

Medicaid

- Eligibility

- Benefits

#### 15.4 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 (Reg Ch 46 Sec 005(005.10), 010)

Adult day care (Reg Ch 46 Sec 005(005.02))

Respite care

Assisted living (Reg Ch 46 Sec 005(005.21))

Benefit periods

Benefit amounts

Optional benefits

Guarantee of insurability

Return of premium

Qualified LTC plans

Exclusions (Reg Ch 46 Sec 006(006.02))

LTC Partnerships

Underwriting considerations

Nebraska regulations and required provisions

Standards for marketing (Reg Ch 46 Sec 020)

Advertising (Reg Ch 46 Sec 019)

Shopper's guide (Reg Ch 46 Sec 027)

Outline of coverage

(44-4516; Reg Ch 46 Sec 026)

Suitability (Reg Ch 46 Sec 021)

Right to return (free look) (44-4515)

Unintentional lapse (Reg Ch 46 Sec 007)

Incontestability (44-4517.01)

Replacement (Reg Ch 46 Sec 006(006.05), 012, 022)

Benefit standards (44-4509)

Nonforfeiture (44-4517.02;

Reg Ch 46 Sec 023)

Benefit triggers (Reg Ch 46 Sec 024, 025)

Inflation protection (Reg Ch 46 Sec 011)

Prohibited policy provisions (44-4513)

Renewal considerations

(Reg Ch 46 Sec 006(006.01))

Continuation of benefits

(Reg Ch 46 Sec 006(006.04))

Required disclosure provisions

(Reg Ch 46 Sec 008)

Pre-existing conditions (44-4513(2, 3))

#### 15.5 Nebraska Comprehensive Health Insurance

##### Pool

Eligibility (44-4221)

Coverages and limits (44-4226;

Reg Ch 44 Sec 006, 007, 010)

Exclusions (44-4228(1))

Deductibles and coinsurance (44-4226(3);

Reg Ch 44 Sec 004, 008)

#### 16.0 Federal Tax Considerations for Sickness and Accident Insurance 7%

##### 16.1 Personally-owned health insurance

Disability income insurance

Medical expense insurance

Long-term care insurance

##### 16.2 Employer group health insurance

Disability income (STD, LTD)

Medical and dental expense

Long-term care insurance

Accidental death and dismemberment

##### 16.3 Medical expense coverage for sole proprietors and partners

##### 16.4 Business disability insurance

Key person disability income

Buy-sell policy

Business overhead expense

##### 16.5 Health savings accounts (HSAs)