

NEW MEXICO

Insurance Division

Licensing Information Bulletin and Study Guide

For exams given on or after September 1, 2011

*Practice Exams Available at
www.prometric.com/newmexico*

Published by

PROMETRIC 

Providing License Examinations for the State of New Mexico

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Introduction

A message from the Division

This bulletin provides you with information about the processes for taking an examination and becoming licensed by the New Mexico Public Regulation Commission (PRC), Insurance Division (the Division). It also contains information that is useful **after** you become licensed. We suggest you keep this bulletin for future reference.

The Division has contracted with Prometric Inc. to conduct its examination program. We wish you well in preparing for your examination and remind you that by law you are required to continue your insurance education after becoming licensed.

At a glance



Follow these main steps if you are interested in obtaining an insurance license.

To obtain your insurance license

- 1** Review this bulletin thoroughly to determine any exams needed and other license requirements.
- 2** Mail your completed license application, registration form, all fees, and any other required supporting documentation, including any required Pre-licensing Education Certificate, to Prometric's New Mexico office.
All of New Mexico's applications and forms can be found online at www.nmprc.state.nm.us/als.htm.
- 3** Once your application is accepted, Prometric will notify you of your approval to test. After you receive your approval notice, you must contact Prometric to schedule an appointment to take your exam.
The easiest way to schedule is online at www.prometric.com/newmexico.
- 4** Prepare for your exam using this bulletin and other materials.
The content outlines in this guide are the basis for the exams (see Page 17).
- 5** Take the scheduled exam bringing the required identification to the test center (see Page 12).
You will receive your results immediately after the exam.
- 6** If you pass your exam, your license will be issued by the Division (see Page 16).



To get answers not provided in this bulletin

Send all applications and all application inquiries to:

Prometric New Mexico Processing Center
2538 Camino Entrada, Suite 204
Santa Fe, NM 87507
Phone: 888.717.2557

UNDERSTANDING LICENSE REQUIREMENTS

All other inquiries, contact:

Prometric

1260 Energy Lane

St. Paul, MN 55108

Phone: 800.813.6737

Fax: 800.347.9242

Web site: www.prometric.com/newmexico

Direct questions about licensure to:

New Mexico Insurance Division

P.E.R.A. Building, Fourth Floor

1120 Paseo de Peralta

Santa Fe, New Mexico 87501

Mailing address: PO Box 1269, Santa Fe, NM 87504

Web site: www.nmprc.state.nm.us/id.htm

Understanding license requirements

The State of New Mexico issues several types of insurance licenses. Each license granted by the Division is valid only for the line of authority named on the license.

This section describes:

- The types of licenses offered.
- Licensing requirements based on residency status.

Types of licenses

In accordance with New Mexico law, the Division issues the following license types:

Agent. A person appointed by an insurer authorized to transact insurance in New Mexico, to solicit applications for insurance or annuity contracts on behalf of the insurer, to countersign insurance policies or contracts if expressly so authorized by the insurer, and to perform such other services relative to such transactions as the insurer may authorize.

Bail Bondsman. A limited surety agent or a property bondsman. A limited surety agent is any individual appointed by an insurer by power of attorney to execute or countersign bail bonds in connection with judicial proceedings and who receives or is promised money or other things of value therefore. A property bondsman is any person who pledges United States currency, United States postal money orders or cashier's checks or other property as security or surety for a bail bond in connection with judicial proceedings and who receives or is promised money or other things of value.

Broker. A person generally who, not being an agent of the insurer, as an independent contractor and on behalf of the insured solicits, negotiates or procures insurance or annuity contracts or renewal or continuation thereof for insureds or prospective insureds other than himself/herself.

Solicitor. An individual employed by a licensed agent to solicit insurance and perform such other duties in handling the agent's business as the agent may authorize.

Insurance Consultant. A person who, for a fee received or to be received, offers to examine, examine or aid in examining any policy of insurance or any annuity or pure endowment contract for the purpose of giving or offering to give any advice, counsel, recommendation or information in respect to the terms, conditions, benefits, coverage or premium of any such policy or contract or in respect to the expediency or advisability of altering, changing, exchanging, converting, replacing, surrendering, continuing, renewing or rejecting any such policy or contract or of accepting or procuring any such policy or contract from any company.

The following table lists each line of license authority and its required exam.

Line of Authority	Exam Series
Life	18-25
Accident and Health	18-26
HMO	18-26
Health Care	18-26
Prepaid Dental	18-26
Life, Accident and Health	18-27
Property	18-28
Casualty and Surety	18-29
Vehicle	18-30
Property, Vehicle and Casualty	18-31
Title Guaranty	18-33
Property Bail Bonds	18-34
Surety Bail Bonds	18-34
Crop Hail	18-35
Life, Accident and Health Consultant	18-36
Property, Vehicle and Casualty Consultant	18-37
Transportation Ticket Sellers	None
Credit Life and Disability*	None
Variable Contracts**	None

**Under the Insurance Code, no one may hold both a limited license and any other New Mexico license at the same time.*

***Applicants must apply simultaneously for a life and variable contracts license, and must be registered with FINRA. Refer to page 4.*



Note Passing an exam does not guarantee that you will be issued a license. If you take an exam unnecessarily or are found unqualified, neither the exam fee nor the license application fee will be refunded.

Waiver of exam requirements

Exams are not required for:

- Renewal or continuance of an existing license.
- Applicants for a limited license as provided in Section 59A-12-18 NMSA 1978.
- Applicants for a temporary license as provided in Section 59A-12-19 NMSA 1978.
- Life, Accident and Health applicants holding the Chartered Life Underwriter (CLU) designation.

UNDERSTANDING LICENSE REQUIREMENTS

- Transportation ticket selling agent applicants who only issue health and accident insurance policies, or insurance on personal effects while being carried as baggage.
- Property and/or Casualty license line applicants holding the Chartered Property Casualty Underwriter (CPCU) designation.
- Applicants for a license covering the same kind or kinds of insurance as licensed previously in New Mexico within five years immediately preceding date of application, unless the previous license was suspended, revoked or continuation thereof refused by the superintendent.

Licenses not requiring an exam

When applying for a license that does not require an exam, submit the form for the license type you are seeking, along with the appropriate fees and supporting documentation, directly to the Division. Appointment and license fees may vary.

Residency license requirements

In order to qualify as a New Mexico insurance agent, broker, consultant, or solicitor, you must satisfy the following basic requirements:

- Be 18 years of age or older.
- Pass any exam required for licensing.
- Be competent, trustworthy and financially responsible.
- Provide a Letter of Clearance, when applicable.
- Be in compliance with other applicable qualifications and requirements of the New Mexico Insurance Code.
- Solicitor applicants must be employed as a solicitor by a licensed agent, subject to issuance of license.

Variable Contracts license. Applicants may apply for a Variable Contracts license concurrently with a Life or Life, Accident & Health and must be registered with FINRA.

Title Guaranty Agents. Title guaranty agent applicants must own, operate or control an abstract plant, which plant consists of a set of records that have been filed or recorded in the county for which the abstract plant is maintained for a period of at least 20 years immediately preceding the date of application.

Bail Bondsman/Solicitor licenses. In addition to the agent or solicitor license requirements listed above, applicants for a bail bondsman or solicitor license must meet the following requirements:

- Pass the Bail Bonds examination.
- Not have been convicted of a felony, with the exception of a conditional discharge of a felony conviction, or anyone properly licensed as of January 1, 2005.
- Not be a law enforcement, adjudication, jail, court or prosecution official or an employee thereof or an attorney, official authorized to admit to bail, or state or county officer.
- Bail Bondsman applicants must complete at least 30 hours of formal classroom education in subjects pertinent to the duties and responsibilities of a bail bondsman and complete at least 120 hours of on-the-job training under the direct supervision of a sponsoring bail bondsman or apprentice for a minimum of six months with a sponsoring bail bondsman.

- Property Bail Bondsman must submit a detailed financial statement under oath and a schedule of charges and the rating plan proposed to be used in writing bail bonds and deposit with the superintendent a surety bond, U.S. currency or irrevocable letter of credit in favor of the superintendent in a total aggregate amount of not less than \$25,000.
- Solicitor applicants must complete at least 10 hours of formal classroom education in subjects pertinent to the duties and responsibilities of a bail bond solicitor and complete at least 30 hours of on-the-job training under the direct supervision of a sponsoring bail bondsman.
- Solicitors must be endorsed by a licensed bail bondsman, who must then supervise the solicitor's activities on the bondsman's behalf.

New resident license requirements

As a new resident, you may take New Mexico licensing examinations before moving to New Mexico. If you were previously licensed as a resident agent in another state, and are now seeking a resident New Mexico license, your application forms must be accompanied by a Letter of Clearance from your former resident state. Because requirements are subject to change, please contact the Division at 505.827.4601 for specific information that may apply at the time of your move.

Nonresident license requirements

Nonresidents who wish to be licensed in New Mexico must contact the Agent Licensing Bureau of the New Mexico Insurance Division at 505.827.4601 for more information on licensing requirements.

Scheduling your exam

The Division has contracted with Prometric to conduct its examination program. This includes processing your license application, and the registration and scheduling of your exam. Follow the instructions here to register and schedule an appointment to take your exam.

Registering and scheduling exams

Before you can test, you must complete the following steps with Prometric:

- 1** Complete and submit your license application, along with any other required paperwork, registration form, and all fees to Prometric's New Mexico Processing Center (see address on Page 1).
All of New Mexico's applications and forms can be found online at www.nmprc.state.nm.us/als.htm. Click on "Forms & Applications" in the left-hand column.
- 2** Once you have received approval, contact Prometric to schedule an appointment to take your exam.



Important Application fees are valid for six months. If you do not take your exam within six months of receiving notification of approval, you will need to reapply. Fees are not refundable or transferable.

Accommodations. If you require ADA accommodation or ESL consideration, see "Special test considerations" on Page 8 before registering.

Scheduling

Once you have received approval to take your exam, you will need to schedule an exam appointment. You are encouraged to schedule your exam using the Prometric Internet scheduling system. Scheduling is also available by phone.



To schedule an exam online

- 1 Access www.prometric.com/newmexico/insurance.
- 2 Click on **Schedule your test** and follow the prompts.



To schedule an exam by phone

- 1 Call 800.813.6737 between 6 a.m. and 7 p.m. (Mountain time), Monday through Friday.
- 2 At the end of the call, you will be given a number confirming your appointment. Record and keep this confirmation number for your records.

Holidays. Testing generally does not occur on the following holidays:

- New Year’s Day
- Martin Luther King Jr. Day
- Presidents’ Day
- Memorial Day
- Independence Day
- Labor Day
- Thanksgiving Day
- Christmas Day

Additional state holidays may be observed in the state where you schedule your exam appointment.

Test centers

You may take your exam at any Prometric test center in the United States.

A complete list of test center locations may be found by going to www.prometric.com/newmexico/insurance and clicking on the “Do More” button. Alternatively, you may call 800.853.5448.

The chart below lists the current New Mexico test center locations.

Test Sites in New Mexico	Days and Hours of Operation
Albuquerque 4121 Wyoming Blvd NE, Albuquerque, NM 87111 505.296.0609	Monday – Wednesday, Friday/Saturday 8 a.m. – 5 p.m.
Farmington San Juan College Information Technology Bldg., 4601 College Blvd. Farmington, NM 87402, 505.566.3942	Hours of operation vary
Las Cruces 3291 Del Ray Blvd., Suite 4, Las Cruces, NM 88012, 505.382.4442	Friday/Saturday and as needed 8:30 a.m. – 5:30 p.m.
Roswell Eastern New Mexico University 52 University Blvd. Developmental Studies Center, Room 208 Roswell, NM 88202-6000, 505.624.7227	Hours of operation vary
Santa Fe 2538 Camino Entrada, Suite 204 Santa Fe, NM 87507, 505.473.9415	Thursday/Friday and as needed 8:30 a.m. – 5:30 p.m.

Test site locations and hours of operation are subject to change. Be sure to verify the address of and directions to your destination before you leave for your exam.

Registration fee, expiration, and refund policy

The basic registration fee for each exam is listed on the registration form on Page 23. Application, appointment, and exam fees may be included in one payment. MasterCard, Visa, American Express, money order, company check, and cashier’s check are accepted forms of payment. **Personal checks and cash are not accepted.** Exam registration **fees are not refundable or transferable.**



Note An exam registration remains valid for 90 calendar days after it has been processed. It will expire without further notice at that time. We recommend that you do not register for your exam until you are prepared to take your exam.

Retaking an exam

If you allowed your exam registration to expire or did not pass your exam, you must re-register. You can re-register through the Internet or by phone. Another exam registration fee is required. Also, remember that your license application period and fees must still be valid.

Candidate care

If you need to schedule, confirm, reschedule or for general information, please go to www.prometric.com/newmexico. If you encounter any problems during your experience, call 800.853.6769.

Rescheduling and retesting

To avoid forfeiting your exam fee, you must contact Prometric at least **three full business days** before the day of your scheduled exam appointment. **Before you reschedule your exam**, refer to the following table to determine the **last day** you may reschedule without paying another full exam fee.

Last day to reschedule with no fee

If your exam is on:	Call by 7 p.m. (MTN) the previous:
Monday	Tuesday
Tuesday	Wednesday
Wednesday	Thursday
Thursday	Friday
Friday	Monday

Note that this schedule **does not** include holidays. Since holidays are not business days, they do not count against the three days (call earlier).

If you do not allow at least three full business days to reschedule your appointment, your exam fee will be forfeited and you will need to pay another full exam fee and schedule another exam appointment.

If absent or late. If you miss your appointment or arrive late and are not allowed to test, you will forfeit your exam fee and must reschedule and pay another exam fee.

If you are unable to attend your scheduled exam due to illness or emergency, call Prometric. Under certain circumstances, the fee to reschedule may be waived. Prometric reserves the right to request documentation to support any illness or emergency claim.

Emergency closing. Severe weather or an emergency could require canceling scheduled exams. If this occurs, Prometric will attempt to contact you by phone; however, you may check for testing site closures by calling 800.813.6737 or online at www.prometric.com/sitestatus. If the site is closed, your exam will be rescheduled without a rescheduling fee.

Retesting. If you fail an exam twice, you will not be allowed to retake it again for 30 days. If you fail your exam an additional two times, you will have to wait an additional six months to schedule and take your exam and will need to submit a new application form, application fees, registration form and registration fees.

Special test considerations

ADA accommodation. If you require testing accommodations under the Americans with Disabilities Act (ADA), please call Prometric at 888.226.9406 to obtain an accommodation request form. Reasonable testing accommodations are provided to allow candidates with documented disabilities recognized under the ADA an opportunity to demonstrate their skills and knowledge.

Candidates should submit professional documentation of the disability with their form to help Prometric determine the necessary testing arrangements. Thirty days advance notice is required for all testing arrangements. There is no additional charge for these accommodations.

English as a Second Language (ESL). If English is not your primary language, you may qualify for additional time for your examination by requesting an ESL Authorization from Prometric. Please include:

- A personal letter requesting the authorization; and
- A letter from your English instructor or sponsoring company (on company letterhead) certifying that English is not your primary language.



Note If documentation is approved, Prometric will extend the time limit on your examination to time and a half. You will be notified by mail of this approval.
You should not schedule your exam until you have received the approval letter.

Spanish exams. Applicants who would like to take an exam in Spanish **must** call Special Accommodations at 888.226.9406 before registering for an exam.

Preparing for your exam

Being well prepared can help you pass your exam and possibly save you money and time spent retaking it. This section offers:

- Helpful tips for preparing.
- Information about study materials.
- Information about the types of exam questions.
- An overview of the exam content outlines in this bulletin.

Tips for preparing

Planned preparation increases your likelihood of passing your qualifying exam. Use the following suggestions to help you prepare.

- ▶ Use the correct edition of the bulletin.

Make sure your copy of this Licensing Information Bulletin applies to exams given on the date you intend to take the exam.

- ▶ Use the exam content outline as a basis of study.
Familiarize yourself with insurance terms and policy components. Make sure you can explain the major points associated with each outline topic.
- ▶ Use the materials and policies that apply to what you will be tested on.
Choose and read study materials that apply to and obtain copies of the actual policies that you will be tested on. Take notes, highlight key ideas for later review and check off each topic when finished.
- ▶ Maximize your exam preparation.
Study frequently and for periods of about 45 to 60 minutes.
- ▶ Consider enrolling in a pre-licensing study course.
Although it is not a requirement, enrolling in a pre-licensing study course may help you prepare for the exam. Coworkers, company representatives and local agents' associations are excellent sources for recommendations of good pre-licensing course providers.

Content outlines overview

The license exam for each license type consists of questions that test knowledge of topical areas listed in that exam's content outline. An overview of each exam content outline appears in this bulletin, beginning on Page 17. You can view a complete outline specific to your exam online at www.prometric.com/newmexico.

Prometric first asks the Division to review a proposed examination outline and to determine the amount of emphasis that exams should dedicate to each topic, reflected in the percentages shown in the exam content outlines. Item-development staff at Prometric and insurance professionals then research the content and write questions. The questions are submitted to industry professionals in New Mexico for review and approval. This process ensures that the exams reflect content that you, as an entry-level agent, will need to know to properly perform your duties for the insurance-buying public.



Hint Do not schedule your exam until you are familiar with all subject areas in the applicable content outline.

Practice exams

Practice exams are available at www.prometric.com/newmexico/insurance. While practice exams contain general, non-state-specific insurance questions, they are created in the same format and use the same question types as the actual licensure exams. Practice exams will also help you become familiar with the computer-based testing process.

During the practice exam, you will get immediate feedback to correct and incorrect responses as well as overall feedback at the end of the session. If you like, you may print out the final practice exam results to help you with further test preparation.

Practice exams are available for Life, Health, and Property/Casualty lines. The fee for each practice exam is \$25 and is payable online at the time you purchase the practice exam.

Study materials

The Division does not specify an official study manual, nor are you required to take a pre-licensing study course. You are free to use materials of your own choosing to prepare for the license exam. However, because of the number, the diversity of approach and the currency of other publications, **neither the Division nor Prometric lists or recommends study materials.**

New Mexico statutes reference. Each exam contains sections relating to New Mexico statutes and regulations. In addition to your study material, you may wish to consult a standard statute reference. These references are available at the UNM Law Library online at <http://lawlibrary.unm.edu/> or by visiting your local library.

Exam questions overview

The following suggestions are designed to help you do your best on the exam.

- Read each question carefully.
- Find the response that best answers the question; there are no “trick questions” on the exam.
- If you are not sure of an answer, it may be better to select the best answer or make a note of the question and come back to it later.
- Answer every question. The answers you record determine your final score. Even if you are unsure of an answer, it may be better to guess. You will not receive credit for any unanswered questions.

Question formats

Each question on the test is in a four-option, multiple-choice format with one correct answer. Three different multiple-choice formats are used. Each format is shown in the following examples.

These questions also represent the types of questions found in Life, Health, Property and Casualty exams. An asterisk (*) indicates the correct answer in each sample question.

Direct question

[Life category]

Which provision can provide for the payment of life insurance benefits to the insured while living?

- A. A hospital confinement provision
- B. A life reduction provision
- C. A vanishing benefit provision
- * D. An accelerated benefit provision

[Health category]

Which statement about group health insurance is true?

- * A. The insurer’s contract is with the organization sponsoring the group plan
- B. The insurer issues a policy to each insured member in the group
- C. A medical questionnaire is required of each individual to be covered by the contract
- D. Group policies are more expensive than individual policies because they provide broader benefits

[Property category]

Which one of the following is eligible property for a Dwelling Policy?

- * A. A four-family dwelling
- B. A six-family dwelling
- C. A single-family dwelling with the third floor rented to five boarders
- D. A two-family dwelling with the ground floor rented for a beauty parlor

[Casualty category]

Who would be covered under the medical payments section of the Commercial General Liability Policy, if injured on the insured's premises?

- A. A tenant of the named insured
- B. The named insured
- * C. A customer of the named insured
- D. An individual hired by the named insured

Incomplete sentence**[Life category]**

If an insured with an ordinary whole life insurance policy is still living at policy maturity, the insurance company will:

- A. Refund all premiums paid
- * B. Pay the face amount of the policy
- C. Waive all future premiums
- D. Convert the policy to paid-up term insurance

[Health category]

A guaranteed renewable Disability Income Insurance Policy:

- * A. Is renewable at the insured's option to a specified age
- B. Cannot be canceled by the insured before a specified age
- C. Is guaranteed to have level premiums for the life of the policy
- D. Is renewable at the insurer's option without restrictions or conditions

[Property category]

Endorsements to change the terms of a Business Owners Policy must be approved by the:

- A. Insured
- * B. Insurer
- C. Agent
- D. Agent or the insured

[Casualty category]

A risk retention group may offer liability coverage for:

- A. Personal lines
- B. Private passenger auto insurance
- C. Employer's liability
- * D. Professional malpractice

All of the following except**[Life category]**

A life insurance policy may include provisions that do all of the following EXCEPT:

- A. Restrict coverage if death is caused by suicide
- B. Require evidence of insurability to reinstate coverage
- * C. Extend the contestable period beyond two years
- D. Adjust proceeds if the insured's age is misstated on the application

[Health category]

When a group health insurance contract covers employees in more than one state, the criteria for determining in which state the contract may be delivered includes any of the following EXCEPT:

- A. Where the policyholder is incorporated
- B. Where the policyholder's principal office is located
- C. Where the majority of insured individuals are employed
- * D. Where the insurance company is incorporated

[Property category]

Under the Homeowners HO-2 Policy, all of the following are covered EXCEPT:

- A. Dwelling
- B. Contents
- C. Personal liability
- * D. Farm outbuildings

[Casualty category]

All of the following are common law defenses for negligent liability EXCEPT:

- A. Contributory negligence
- B. Intervening cause
- * C. Strict liability
- D. Assumption of risk

Experimental questions

Your exam may include some experimental questions that will be used to gather statistical information on the questions. If present, they are distributed throughout the exam and will not be identified as such. These experimental questions **will not** be counted for or against you in your final examination score and **will not** take any time away from your allotted test time.

Taking your exam

Knowing what to expect when taking your exam may help you prepare for it.

This section contains:

- An overview of the testing process.
- Regulations that will be enforced at the test center.
- A guide to understanding your exam results.
- Information about appeals.

The testing process

Your exam will be given by computer at a Prometric test center. You do not need any computer experience or typing skill to take your exam. Before you start the exam, you will receive a personalized introduction to the testing system. You can also take an introductory lesson on the computer.

Arrival. You should arrive at least **30 minutes before** your scheduled exam appointment. This allows time for you to sign in and for staff to verify your identification and documentation.

Identification required. You must present a valid form of identification before you can test. That identification document **must**:

- Be government-issued (e.g., driver's license, state-issued identification card or military identification card).
- Contain **both** a current photo and your signature.
- Have a name that exactly matches the name used to register for the exam (including designations such as "Jr." and "III").



Important Failure to provide appropriate identification at the time of the exam is considered a missed appointment and you will be required to pay another exam fee in order to be scheduled to take another exam.

If you cannot provide the identification listed above, contact Prometric **before** scheduling your appointment to arrange an alternative way to meet this requirement.

Test center regulations

To ensure that all candidates are tested under equally favorable conditions, the following regulations and procedures will be observed at each test center.

- 1** You will be continuously monitored by video, physical walk-throughs and the observation window during your test. All testing sessions are video and audio recorded.
- 2** You must present valid (unexpired) and acceptable ID(s) in order to take your test. (See "Identification required" in the above section).
- 3** You are required to sign out on the test center roster each time you leave the test room. You must also sign back in and show your ID to the Test Center Administrator (TCA) in order to be re-admitted to the test room.
- 4** You are **prohibited** from communicating, publishing, reproducing, or transmitting any part of your test, in any form or by any means, verbal or written, for any purpose.
- 5** You **must not** talk to other candidates or refer to their screens, testing materials, or written notes in the test room.
- 6** You **must not** use written notes, published materials, or other testing aids, except those allowed by your test sponsor. (The TCA will refer to the applicable client practice for allowances.)
- 7** You are **allowed** to bring soft ear plugs or center-supplied tissues in the test room.
- 8** Any clothing or jewelry items allowed to be worn in the test room must remain on your person at all times. Removed clothing or jewelry items must be stored in your locker.
- 9** You **must not** bring any personal/unauthorized items into the testing room. Such items include but are not limited to: outerwear, hats, food, drinks, purses, briefcases, notebooks, pagers, watches, cellular telephones, recording devices, and photographic equipment. Weapons are not allowed at any Prometric Test center. You will be asked to empty and turn your pockets inside out prior to every entry into the test room to confirm that you have no prohibited items.
- 10** You will be scanned with a metal detector wand prior to every entry into the test room. If you refuse, you cannot test.
- 11** You **must** return all materials issued to you by the TCA at the end of your test.
- 12** You are not allowed to use any electronic devices or phones during breaks.

TAKING YOUR EXAM

- 13** Your test may have either scheduled or unscheduled breaks, which are determined by your test sponsor. The TCA can inform you what is specifically permitted during these breaks.
- 14** Repeated or lengthy departures from the test room for unscheduled breaks will be reported by the TCA.
- 15** If you need access to an item stored in the test center during a break such as food or medicine, you must inform the TCA **before** you retrieve the item. You are not allowed to access any prohibited item (as defined by the client practice applicable for the test you are taking).
- 16** You must conduct yourself in a civil manner at all times when on the premises of the test center. Exhibiting abusive behavior towards the TCA, or any other staff member of the test center, may result in criminal prosecution.
- 17** To protect the privacy of all testers, the TCA can neither confirm nor deny if any particular individual is present or scheduled at the test center.
- 18** Persons not scheduled to take a test are not permitted to wait in the test center.

Failure to follow any of these security procedures may result in the disqualification of your examination.

Copyrighted questions. All test questions are the property of Prometric Inc. and are protected by copyright. Federal law provides severe civil and criminal penalties for the unauthorized reproduction, distribution, or exhibition of copyrighted materials.

If questions arise. Testing center administrators are not allowed to answer any questions pertaining to the exam content. If you do not understand a question on the examination, you should answer the question to the best of your ability.

Your exam results

At the end of your exam, your score will be shown on the screen and you will receive a printed score report. The report shows your overall score and grade, including the numerical percentage of questions answered correctly and whether you passed or failed.

The report also displays your percentage correct in each major section of the exam, as defined by the exam content outline. These section scores are shown to guide you about areas requiring additional preparation for retesting if you do not pass the exam. Even after you pass, you may want to focus on these areas as you begin to provide insurance products and services to the public.

Note that the section percentages will not average out to your total percentage score. That is because individual exam outline sections are allocated different numbers of questions on the exam. Your total percentage score is computed by dividing the number of questions you answered correctly by the total number of questions in the exam. The total score is **not** computed by adding the section percentages and dividing by the total number of sections.

Sample score report

Score Report for Sample, Sarah A.			
New Mexico Life Insurance Examination			
	Number of Questions	Number Correct	Percent Correct
Life Total Test Score	100	80	80%
Insurance Regulation	5	4	80%
General Insurance	7	5	71%
Life Insurance Basics	20	17	85%
Life Insurance Policies	18	14	78%
Life Insurance Provisions, Options and Riders	18	15	83%
Annuities	14	11	79%
Tax Considerations	12	9	75%
Qualified Plans	6	5	83%
Score: 80%			
Grade: Pass			
(A total score of 70 percent is required to pass)			

Duplicate score report. You may call or write to Prometric to request a duplicate of your score report for a period of one year after an exam. Direct any questions or comments about your exam to Prometric.

Appeals process

Our goal is to provide a quality exam and a pleasant testing experience for every candidate. If you are dissatisfied with either and believe we can correct the problem, we would like to hear from you. We provide an opportunity for general comments at the end of your exam. Our personnel will review your comments, but you will not receive a direct response.

If you are requesting a response about exam content, registration, scheduling or test administration (testing site procedures, equipment, personnel, etc.), please submit an appeal in writing. In your appeal letter, provide your name and Social Security Number, the exam title, the date you tested and the details of your concern, including all relevant facts. Be sure to include your signature and return address. Mail your appeal letter to:

Prometric
ATTN: Appeals Committee
 1260 Energy Lane
 St. Paul, MN 55108

The Appeals Committee will review your concern and send you a written response within 10 business days of receipt. **Faxed appeals will not be accepted** because an original signature is required.

Obtaining your license

License issuance

After passing the license exam (if an exam is required), your license will be issued by the Division.

Insurance agent licenses will continue in force as long as there are appropriate appointment(s) in effect as an agent of authorized insurers covering collectively all the types of insurance included in the agent's license. If a licensee's appointment(s) are terminated, and the licensee does not replace such appointment within 60 days thereafter, the license will cancel.

Agent/Producer appointments. To receive an appointment to act as the designated authority on behalf of a company, the company will need to complete the Notice of Agent/producer Appointment Form or the company may file the appointment electronically through National Insurance Producer Registry. The appointment fee is \$20.00 per line of business. The appointment form can be found on the Division's Web site at www.nmprc.state.nm.us/id.htm.

Continuing education

The New Mexico Insurance Code mandates that every person licensed for a line of insurance, other than title insurance, shall complete 15 credit hours of continuing education covering some or all of the kinds of insurance for which the licensee is licensed during each year. At least one of the annual continuing education credits required must be devoted to ethics.

Title insurance licensees shall complete seven credit hours of continuing education covering title insurance during each year. At least one of the annual continuing education credits required must be devoted to ethics.

Original certificates of completion with a \$1.00 per credit hour filing fee each year must be filed. Maximum fee is \$15 or \$7 for Title.

All first-year resident licensees are exempt from this requirement for the first reporting period licensed.

The reporting period for continuing education requirements begins on October 1 and ends on September 30 of the following year. Original certificates of completion received after October 31 are subject to a late fee of \$50 in addition to the annual continuing education filing fee.

Individuals who have successfully met their educational requirements by September 30 may begin submitting credits for the next year's educational requirement on October 1.

Nonresidents required to fulfill a continuing education requirement in their home state are exempt from New Mexico's requirement. Nonresidents whose home state does not have a continuing education requirement must comply with New Mexico's requirement.

Exam content outlines

The following outlines give an overview of the content of each of the New Mexico insurance examinations. Each examination will include questions on the subjects contained in the outline. The percentages indicate the relative weight assigned to each section of the examination.

For example, 10 percent means that 10 questions will be drawn on a 100-question exam and 15 will be drawn on a 150-question exam.

An outline that includes more descriptive subsections for your exam is available online at www.prometric.com/newmexico.

Series 18-25 Exam for Life Insurance

100 questions – 2-hour time limit

1.0 Insurance Regulation 10%

- 1.1 Licensing
- 1.2 State regulation
- 1.3 Federal regulation

2.0 General Insurance 10%

- 2.1 Concepts
- 2.2 Insurers
- 2.3 Agents and general rules of agency
- 2.4 Contracts

3.0 Life Insurance Basics 21%

- 3.1 Insurable interest (59A-18-4, 5, 7, 8)
- 3.2 Personal uses of life insurance
- 3.3 Determining amount of personal life insurance
- 3.4 Business uses of life insurance including key person
- 3.5 Classes of life insurance policies
- 3.6 Premiums
- 3.7 Agent responsibilities
- 3.8 Individual underwriting by the insurer

4.0 Life Insurance Policies 19%

- 4.1 Term life insurance
- 4.2 Whole life insurance
- 4.3 Flexible premium policies
- 4.4 Specialized policies
- 4.5 Group life insurance
- 4.6 Credit life insurance (individual versus group)

5.0 Life Insurance Policy Provisions, Options and Riders 21%

- 5.1 Individual standard provisions
- 5.2 Beneficiaries
- 5.3 Settlement options
- 5.4 Nonforfeiture options
- 5.5 Policy loan and withdrawal options
- 5.6 Dividend options
- 5.7 Disability riders
- 5.8 Accelerated (living) benefit provision/rider

- 5.9 Riders covering additional insureds
- 5.10 Riders affecting the death benefit amount

6.0 Annuities 14%

- 6.1 Annuity principles and concepts
- 6.2 Immediate versus deferred annuities
- 6.3 Annuity (benefit) payment options
- 6.4 Annuity products
- 6.5 Uses of annuities

7.0 Federal Tax Considerations for Life Insurance and Annuities 4%

- 7.1 Taxation of personal life insurance
- 7.2 Modified endowment contracts (MECs)
- 7.3 Taxation of non-qualified annuities
- 7.4 Taxation of individual retirement accounts (IRAs)
- 7.5 Rollovers and transfers (IRAs and qualified plans)
- 7.6 Section 1035 exchanges

8.0 Qualified Plans 1%

- 8.1 General requirements
- 8.2 Federal tax considerations
- 8.3 Plan types, characteristics and purchasers

Series 18-26 Exam for Accident and Health Insurance

100 questions – 2-hour time limit

1.0 Insurance Regulation 10%

- 1.1 Licensing
- 1.2 State regulation
- 1.3 Federal regulation

2.0 General Insurance 10%

- 2.1 Concepts
- 2.2 Insurers
- 2.3 Agents and general rules of agency
- 2.4 Contracts

3.0 Health Insurance Basics 13%

- 3.1 Definitions of perils
- 3.2 Principal types of losses and benefits
- 3.3 Classes of health insurance policies
- 3.4 Limited policies
- 3.5 Common exclusions from coverage
- 3.6 Agent responsibilities in individual health insurance
- 3.7 Individual underwriting by the insurer
- 3.8 Considerations in replacing health insurance

4.0 Individual Health Insurance Policy General Provisions 12%

- 4.1 Required provisions
- 4.2 Optional provisions
- 4.3 Other general provisions

5.0 Disability Income and Related Insurance 9%

- 5.1 Qualifying for disability benefits
- 5.2 Individual disability income insurance
- 5.3 Unique aspects of individual disability underwriting
- 5.4 Group disability income insurance
- 5.5 Business disability insurance
- 5.6 Social Security disability
- 5.7 Workers compensation

6.0 Medical Plans 15%

- 6.1 Medical plan concepts
- 6.2 Types of providers and plans
- 6.3 Cost containment in health care delivery
- 6.4 New Mexico eligibility requirements and benefit offers (individual and group)
- 6.5 HIPAA (Health Insurance Portability and Accountability Act) requirements
- 6.6 Medical savings accounts (MSAs), Flexible savings accounts (FSAs), Health savings accounts (HSAs), Health reimbursement accounts (HRAs)

EXAM CONTENT OUTLINES

7.0 Group Health Insurance 13%

- 7.1 Characteristics of group insurance
- 7.2 Types of eligible groups
- 7.3 Marketing considerations
- 7.4 Employer group health insurance
- 7.5 Small employer medical plans

8.0 Dental Insurance 3%

- 8.1 Types of dental treatment
- 8.2 Indemnity plans
- 8.3 Employer group dental expense

9.0 Insurance for Senior Citizens and Special Needs Individuals 12%

- 9.1 Medicare
- 9.2 Medicare supplements (Reg 13.10.8.6-.78)
- 9.3 Other options for individuals with Medicare
- 9.4 Long-term care (LTC) insurance
- 9.5 New Mexico Medical Insurance Pool and Health Insurance Alliance (59A-56-1-4, 14; Reg 13.10.10.1-.24; Bul 2008-006)

10.0 Federal Tax Considerations for Health Insurance 3%

- 10.1 Personally-owned health insurance
- 10.2 Employer group health insurance
- 10.3 Medical expense coverage for sole proprietors and partners
- 10.4 Business disability insurance
- 10.5 Medical savings accounts (MSAs), Flexible spending accounts (FSAs), Health savings accounts (HSAs), Health reimbursement accounts (HRAs)

Series 18-27 Exam for Life, Accident and Health Insurance

150 questions – 2.5-hour time limit

1.0 Insurance Regulation 5%

- 1.1 Licensing
- 1.2 State regulation
- 1.3 Federal regulation

2.0 General Insurance 5%

- 2.1 Concepts
- 2.2 Insurers
- 2.3 Agents and general rules of agency
- 2.4 Contracts

3.0 Life Insurance Basics 10%

- 3.1 Insurable interest (59A-18-4, 5, 7, 8)

- 3.2 Personal uses of life insurance
- 3.3 Determining amount of personal life insurance
- 3.4 Business uses of life insurance including key person
- 3.5 Classes of life insurance policies
- 3.6 Premiums
- 3.7 Agent responsibilities
- 3.8 Individual underwriting by the insurer

4.0 Life Insurance Policies 11%

- 4.1 Term life insurance
- 4.2 Whole life insurance
- 4.3 Flexible premium policies
- 4.4 Specialized policies
- 4.5 Group life insurance
- 4.6 Credit life insurance (individual versus group)

5.0 Life Insurance Policy Provisions, Options and Riders 12%

- 5.1 Individual standard provisions
- 5.2 Beneficiaries
- 5.3 Settlement options
- 5.4 Nonforfeiture options
- 5.5 Policy loan and withdrawal options
- 5.6 Dividend options
- 5.7 Disability riders
- 5.8 Accelerated (living) benefit provision/rider
- 5.9 Riders covering additional insureds
- 5.10 Riders affecting the death benefit amount

6.0 Annuities 8%

- 6.1 Annuity principles and concepts
- 6.2 Immediate versus deferred annuities
- 6.3 Annuity (benefit) payment options
- 6.4 Annuity products
- 6.5 Uses of annuities

7.0 Federal Tax Considerations for Life Insurance and Annuities 3%

- 7.1 Taxation of personal life insurance
- 7.2 Modified endowment contracts (MECs)
- 7.3 Taxation of non-qualified annuities
- 7.4 Taxation of individual retirement accounts (IRAs)
- 7.5 Rollovers and transfers (IRAs and qualified plans)
- 7.6 Section 1035 exchanges

8.0 Qualified Plans 1%

- 8.1 General requirements
- 8.2 Federal tax considerations

- 8.3 Plan types, characteristics and purchasers

9.0 Health Insurance Basics 7%

- 9.1 Definitions of perils
- 9.2 Principal types of losses and benefits
- 9.3 Classes of health insurance policies
- 9.4 Limited policies
- 9.5 Common exclusions from coverage
- 9.6 Agent responsibilities in individual health insurance
- 9.7 Individual underwriting by the insurer
- 9.8 Considerations in replacing health insurance

10.0 Individual Health Insurance Policy General Provisions 7%

- 10.1 Required provisions
- 10.2 Optional provisions
- 10.3 Other general provisions

11.0 Disability Income and Related Insurance 5%

- 11.1 Qualifying for disability benefits
- 11.2 Individual disability income insurance
- 11.3 Unique aspects of individual disability underwriting
- 11.4 Group disability income insurance
- 11.5 Business disability insurance
- 11.6 Social Security disability
- 11.7 Workers compensation

12.0 Medical Plans 9%

- 12.1 Medical plan concepts
- 12.2 Types of providers and plans
- 12.3 Cost containment in health care delivery
- 12.4 New Mexico eligibility requirements and benefit offers (individual and group)
- 12.5 HIPAA (Health Insurance Portability and Accountability Act) requirements
- 12.6 Medical savings accounts (MSAs), Flexible savings accounts (FSAs), Health savings accounts (HSAs), Health reimbursement accounts (HRAs)

13.0 Group Health Insurance 6%

- 13.1 Characteristics of group insurance
- 13.2 Types of eligible groups
- 13.3 Marketing considerations
- 13.4 Employer group health insurance
- 13.5 Small employer medical plans

14.0 Dental Insurance 2%

- 14.1 Types of dental treatment
- 14.2 Indemnity plans
- 14.3 Employer group dental expense

15.0 Insurance for Senior Citizens and Special Needs Individuals 6%

- 15.1 Medicare
- 15.2 Medicare supplements (Reg 13.10.8.6-.78)
- 15.3 Other options for individuals with Medicare
- 15.4 Long-term care (LTC) insurance
- 15.5 New Mexico Medical Insurance Pool and Health Insurance Alliance (59A-56-1-4, 14; Reg 13.10.10.1-.24; Bul 2008-006)

16.0 Federal Tax Considerations for Health Insurance 3%

- 16.1 Personally-owned health insurance
- 16.2 Employer group health insurance
- 16.3 Medical expense coverage for sole proprietors and partners
- 16.4 Business disability insurance
- 16.5 Medical savings accounts (MSAs), Flexible spending accounts (FSAs), Health savings accounts (HSAs), Health reimbursement accounts (HRAs)

**Series 18-28
Exam for Property Insurance**

100 questions – 2-hour time limit

1.0 Insurance Regulation 6%

- 1.1 Licensing
- 1.2 State regulation
- 1.3 Federal regulation

2.0 General Insurance 13%

- 2.1 Concepts
- 2.2 Insurers
- 2.3 Agents and general rules of agency
- 2.4 Contracts

3.0 Property Insurance Basics 18%

- 3.1 Principles and concepts
- 3.2 Policy structure
- 3.3 Common policy provisions
- 3.4 New Mexico laws, regulations and required provisions

4.0 Dwelling ('02) Policy 7%

- 4.1 Characteristics and purpose
- 4.2 Coverage forms — Perils insured against
- 4.3 Property coverages
- 4.4 General exclusions

- 4.5 Conditions
- 4.6 Selected endorsements 9.1%
- 4.7 Personal liability supplement

5.0 Homeowners ('00) Policy 22%

- 5.1 Coverage forms
- 5.2 Definitions
- 5.3 Section I — Property coverages
- 5.4 Perils insured against
- 5.5 Exclusions
- 5.6 Conditions
- 5.7 Selected endorsements

6.0 Commercial Package Policy (CPP) 18%

- 6.1 Components of a commercial policy
- 6.2 Commercial property ('07)
- 6.3 Commercial inland marine
- 6.4 Equipment breakdown ('08)
- 6.5 Farm coverage

7.0 Businessowners ('10) Policy — Property 10%

- 7.1 Characteristics and purpose %
- 7.2 Businessowners Section I — Property
- 7.3 Businessowners Section III — Common Policy Conditions
- 7.4 Selected endorsements

8.0 Other Coverages and Options 6%

- 8.1 National Flood Insurance Program
- 8.2 Other policies
- 8.3 FAIR plan act (59A-29-1-7, 9; Reg 13.13.3.1-.11)

**Series 18-29
Exam for General Casualty and/or Surety Insurance**

100 questions – 2-hour time limit

1.0 Insurance Regulation 4%

- 1.1 Licensing
- 1.2 State regulation
- 1.3 Federal regulation

2.0 General Insurance 8%

- 2.1 Concepts
- 2.2 Insurers
- 2.3 Agents and general rules of agency
- 2.4 Contracts

3.0 Casualty Insurance Basics 15%

- 3.1 Principles and concepts
- 3.2 Policy structure
- 3.3 Common policy provisions
- 3.4 New Mexico laws, regulations and required provisions

4.0 Homeowners ('00) Policy 16%

- 4.1 Coverage forms
- 4.2 Definitions
- 4.3 Section II — Liability coverages
- 4.4 Exclusions
- 4.5 Conditions
- 4.6 Selected endorsements

5.0 Auto Insurance 18%

- 5.1 Laws
- 5.2 Personal ('05) auto policy
- 5.3 Commercial auto ('10)

6.0 Commercial Package Policy (CPP) 15%

- 6.1 Components of a commercial policy
- 6.2 Commercial general liability ('07)
- 6.3 Commercial crime ('06)
- 6.4 Farm coverage

7.0 Businessowners ('10) Policy — Liability 10%

- 7.1 Characteristics and purpose
- 7.2 Businessowners Section II — Liability
- 7.3 Businessowners Section III — Common Policy Conditions
- 7.4 Selected endorsements

8.0 Workers Compensation Insurance 6%

- 8.1 Workers compensation laws
- 8.2 Workers compensation and employers liability insurance policy
- 8.3 Premium computation
- 8.4 Other sources of coverages

9.0 Other Coverages and Options 8%

- 9.1 Umbrella/excess liability policies
- 9.2 Specialty liability insurance
- 9.3 Surplus lines
- 9.4 Surety bonds
- 9.5 Boatowners

**Series 18-30
Exam for Vehicle Insurance**

50 questions – 1-hour time limit

1.0 Insurance Regulation 12%

- 1.1 Licensing
- 1.2 State regulation
- 1.3 Federal regulation

2.0 General Insurance 15%

- 2.1 Concepts
- 2.2 Insurers
- 2.3 Agents and general rules of agency
- 2.4 Contracts

EXAM CONTENT OUTLINES

3.0 Property and Casualty Insurance Basics 22%

- 3.1 Principles and concepts
- 3.2 Common policy provisions

4.0 Auto Insurance 51%

- 4.1 Laws
- 4.2 Personal ('05) auto policy
- 4.3 Commercial auto ('10)

Series 18-31 Exam for Property, Vehicle and Casualty Insurance

150 questions – 2.5-hour time limit

1.0 Insurance Regulation 3%

- 1.1 Licensing 50%
- 1.2 State regulation 40%
- 1.3 Federal regulation 10%

2.0 General Insurance 7%

- 2.1 Concepts 30%
- 2.2 Insurers 25%
- 2.3 Agents and general rules of agency 25%
- 2.4 Contracts 20%

3.0 Property and Casualty Insurance Basics 13%

- 3.1 Principles and concepts 34.2%
- 3.2 Policy structure 15.8%
- 3.3 Common policy provisions 29%
- 3.4 New Mexico laws, regulations and required provisions 21%

4.0 Dwelling ('02) Policy 5%

- 4.1 Characteristics and purpose 14.4%
- 4.2 Coverage forms — Perils insured against 18.8%
- 4.3 Property coverages 19.2%
- 4.4 General exclusions 16.4%
- 4.5 Conditions 10.3%
- 4.6 Selected endorsements 9.1%
- 4.7 Personal liability supplement 11.8%

5.0 Homeowners ('00) Policy 17%

- 5.1 Coverage forms 12.7%
- 5.2 Definitions 13.5%
- 5.3 Section I — Property coverages 15.9%
- 5.4 Section II — Liability coverages 15.7%
- 5.5 Perils insured against 13%
- 5.6 Exclusions 10.1%
- 5.7 Conditions 6.5%
- 5.8 Selected endorsements 12.6%

6.0 Auto Insurance 17%

- 6.1 Laws 15%

- 6.2 Personal ('05) auto policy 45%
- 6.3 Commercial auto ('10) 40%

7.0 Commercial Package Policy (CPP) 16%

- 7.1 Components of a commercial policy 12%
- 7.2 Commercial general liability ('07) 25.5%
- 7.3 Commercial property ('07) 22.9%
- 7.4 Commercial crime ('06) 11.1%
- 7.5 Commercial inland marine 10.3%
- 7.6 Equipment breakdown ('08) 6.6%
- 7.7 Farm coverage 11.6%

8.0 Businessowners ('10) Policy 9%

- 8.1 Characteristics and purpose 16%
- 8.2 Businessowners Section I — Property 19.7%
- 8.3 Businessowners Section II — Liability 18.6%
- 8.4 Businessowners Section III — Common Policy Conditions 19.7%
- 8.5 Selected endorsements 26%

9.0 Workers Compensation Insurance 6%

- 9.1 Workers compensation laws 28%
- 9.2 Workers compensation and employers liability insurance policy 30.2%
- 9.3 Premium computation 27.3%
- 9.4 Other sources of coverages 14.5%

10.0 Other Coverages and Options 7%

- 10.1 Umbrella/excess liability policies 16.7%
- 10.2 Specialty liability insurance 16.6%
- 10.3 Surplus lines 8.3%
- 10.4 Surety bonds 8.3%
- 10.5 National Flood Insurance Program 16.7%
- 10.6 Other policies 16.7%
- 10.7 FAIR plan act (59A-29-1-7, 9; Reg 13.13.3.1-.11) 16.7%

Series 18-33 Exam for Title Insurance

50 questions – 1-hour time limit

1.0 Insurance Regulation 19%

- 1.1 Licensing 30%
- 1.2 State regulation 60%
- 1.3 Federal regulation 10%

2.0 General Insurance 4%

- 2.1 Agents and general rules of agency 50%
- 2.2 Contracts 50%

3.0 Real Property 15%

- 3.1 Concepts, principles and practices 19.8%
- 3.2 Acquisition and transfer of real property 34.9%
- 3.3 Legal descriptions 21.6%
- 3.4 Escrow principles 13.5%
- 3.5 Recording 10.2%

4.0 Title Insurance 35%

- 4.1 Title insurance principles 74.7%
- 4.2 Title searching techniques 25.3%

5.0 Title Exceptions and Procedures for Clearing Title 27%

- 5.1 Principles and concepts 40.3%
- 5.2 Special problem areas and concerns 28.9%
- 5.3 Principles of clearing title 21.4%
- 5.4 Settlement or closing procedures 9.4%

Series 18-34 Exam for Bail Bonds

50 questions – 1-hour time limit

1.0 Insurance Regulation 16%

- 1.1 Licensing 46.6%
- 1.2 Bondsman regulation 53.4%

2.0 The Legal Framework 39%

- 2.1 Court jurisdictions 15%
- 2.2 Definitions (31-1-2) 50%
- 2.3 Parties to a surety bond 35%

3.0 Bail Bond Principles and Practices (Supreme Court Rules and Criminal Forms, Article 3 - Bail, Article 4 - Provisions) 45%

- 3.1 Duties of bail agent 29.5%
- 3.2 Procedure 18%
- 3.3 Court procedures 13.1%
- 3.4 Release provisions (Article 4) 16.4%
- 3.5 Surrender of principal (defendant) (31-3-3) 8.3%
- 3.6 Bond forfeiture 14.7%

Series 18-35 Exam for Crop Insurance

50 questions – 1-hour time limit

1.0 Insurance Regulation 10%

- 1.1 Licensing 50%
- 1.2 State regulation 40%

1.3 Federal regulation 10%

2.0 General Insurance 10%

- 2.1 Concepts 30%
- 2.2 Insurers 25%
- 2.3 Agents and general rules of agency 25%
- 2.4 Contracts 20%

3.0 Crop Insurance 34%

- 3.1 Eligibility 5%
- 3.2 Application 10%
- 3.3 Term of coverage 5%
- 3.4 Perils insured against 5%
- 3.5 Exclusions 5%
- 3.6 Limits of coverage 25%
- 3.7 Other provisions 25%
- 3.8 Claim settlement practices 15%
- 3.9 Mandatory endorsements 5%

4.0 Federal Multi-Peril Crop Insurance Programs 46%

- 4.1 Basic crop insurance 38.5%
- 4.2 Multiple peril policy options 23.1%
- 4.3 Other provisions 19.2%
- 4.4 Additional programs 19.2%

**Series 18-36
Consultant's Exam for Life,
Accident and Health Insurance**

150 questions – 2.5-hour time limit

1.0 Insurance Regulation 5%

- 1.1 Licensing 50%
- 1.2 State regulation 40%
- 1.3 Federal regulation 10%

2.0 General Insurance 5%

- 2.1 Concepts 30%
- 2.2 Insurers 25%
- 2.3 Agents and general rules of agency 25%
- 2.4 Contracts 20%

3.0 Life Insurance Basics 11%

- 3.1 Insurable interest (59A-18-4, 5, 7, 8) 9.8%
- 3.2 Personal uses of life insurance 11.2%
- 3.3 Determining amount of personal life insurance 7.7%
- 3.4 Business uses of life insurance including key person 10%
- 3.5 Classes of life insurance policies 11.4%
- 3.6 Premiums 7.8%
- 3.7 Agent responsibilities 33.6%
- 3.8 Individual underwriting by the insurer 8.5%

4.0 Life Insurance Policies 10%

- 4.1 Term life insurance 19.6%

- 4.2 Whole life insurance 22.8%
- 4.3 Flexible premium policies 24%
- 4.4 Specialized policies 15.3%
- 4.5 Group life insurance 11.7%
- 4.6 Credit life insurance (individual versus group) 6.6%

5.0 Life Insurance Policy Provisions, Options and Riders 12%

- 5.1 Individual standard provisions 18.5%
- 5.2 Beneficiaries 9.9%
- 5.3 Settlement options 9.3%
- 5.4 Nonforfeiture options 10%
- 5.5 Policy loan and withdrawal options 13.3%
- 5.6 Dividend options 8.4%
- 5.7 Disability riders 8%
- 5.8 Accelerated (living) benefit provision/rider 8.3%
- 5.9 Riders covering additional insureds 6.9%
- 5.10 Riders affecting the death benefit amount 7.4%

6.0 Annuities 8%

- 6.1 Annuity principles and concepts 23.6%
- 6.2 Immediate versus deferred annuities 18.3%
- 6.3 Annuity (benefit) payment options 17.9%
- 6.4 Annuity products 19%
- 6.5 Uses of annuities 21.2%

7.0 Federal Tax Considerations for Life Insurance and Annuities 3%

- 7.1 Taxation of personal life insurance 21.7%
- 7.2 Modified endowment contracts (MECs) 15.4%
- 7.3 Taxation of non-qualified annuities 18.9%
- 7.4 Taxation of individual retirement accounts (IRAs) 19.3%
- 7.5 Rollovers and transfers (IRAs and qualified plans) 8.7%
- 7.6 Section 1035 exchanges 16%

8.0 Qualified Plans 1%

- 8.1 General requirements 25%
- 8.2 Federal tax considerations 25%
- 8.3 Plan types, characteristics and purchasers 25%
- 8.4 Special rules for life insurance 25%

9.0 Health Insurance Basics 7%

- 9.1 Definitions of perils 7.7%
- 9.2 Principal types of losses and benefits 7.7%
- 9.3 Classes of health insurance policies 7.7%

- 9.4 Limited policies 7.7%
- 9.5 Common exclusions from coverage 7.7%
- 9.6 Agent responsibilities in individual health insurance 23.1%
- 9.7 Individual underwriting by the insurer 15.3%
- 9.8 Considerations in replacing health insurance 23.1%

10.0 Individual Health Insurance Policy General Provisions 7%

- 10.1 Required provisions 45.4%
- 10.2 Optional provisions 27.3%
- 10.3 Other general provisions 27.3%

11.0 Disability Income and Related Insurance 5%

- 11.1 Qualifying for disability benefits 11.1%
- 11.2 Individual disability income insurance 33.4%
- 11.3 Unique aspects of individual disability underwriting 11.1%
- 11.4 Group disability income insurance 11.1%
- 11.5 Business disability insurance 11.1%
- 11.6 Social Security disability 11.1%
- 11.7 Workers compensation 11.1%

12.0 Medical Plans 9%

- 12.1 Medical plan concepts 15.4%
- 12.2 Types of providers and plans 15.4%
- 12.3 Cost containment in health care delivery 13.4%
- 12.4 New Mexico eligibility requirements and benefit offers (individual and group) 30.7%
- 12.5 HIPAA (Health Insurance Portability and Accountability Act) requirements 17.4%
- 12.6 Medical savings accounts (MSAs), Flexible savings accounts (FSAs), Health savings accounts (HSAs), Health reimbursement accounts (HRAs) 7.7%

13.0 Group Health Insurance 6%

- 13.1 Characteristics of group insurance 16%
- 13.2 Types of eligible groups 16%
- 13.3 Marketing considerations 8%
- 13.4 Employer group health insurance 20%
- 13.5 Small employer medical plans 20%
- 13.6 Types of funding and administration 20%

EXAM CONTENT OUTLINES

14.0 Dental Insurance 2%

- 14.1 Types of dental treatment 33.3%
- 14.2 Indemnity plans 33.4%
- 14.3 Employer group dental expense 33.3%

15.0 Insurance for Senior Citizens and Special Needs Individuals 6%

- 15.1 Medicare 21.4%
- 15.2 Medicare supplements (Reg 13.10.8.6-.78) 35%
- 15.3 Other options for individuals with Medicare 11.5%
- 15.4 Long-term care (LTC) insurance 25%
- 15.5 New Mexico Medical Insurance Pool and Health Insurance Alliance (59A-56-1-4, 14; Reg 13.10.10.1-.24; Bul 2008-006) 7.1%

16.0 Federal Tax Considerations for Health Insurance 3%

- 16.1 Personally-owned health insurance 20%
- 16.2 Employer group health insurance 20%
- 16.3 Medical expense coverage for sole proprietors and partners 20%
- 16.4 Business disability insurance 20%
- 16.5 Medical savings accounts (MSAs), Flexible spending accounts (FSAs), Health savings accounts (HSAs), Health reimbursement accounts (HRAs) 20%

Series 18-37 Consultant's Exam for Property, Vehicle and Casualty Insurance

**150 questions – 2.5-hour time
limit**

1.0 Insurance Regulation 5%

- 1.1 Licensing 50%
- 1.2 State regulation 40%
- 1.3 Federal regulation 10%

2.0 General Insurance 5%

- 2.1 Concepts 30%
- 2.2 Insurers 25%
- 2.3 Agents and general rules of agency 25%
- 2.4 Contracts 20%

3.0 Property and Casualty Insurance Basics 11%

- 3.1 Principles and concepts 34.2%
- 3.2 Policy structure 15.8%
- 3.3 Common policy provisions 29%
- 3.4 New Mexico laws, regulations and required provisions 21%

4.0 Dwelling ('02) Policy 5%

- 4.1 Characteristics and purpose 14.4%
- 4.2 Coverage forms — Perils insured against 18.8%
- 4.3 Property coverages 19.2%
- 4.4 General exclusions 16.4%
- 4.5 Conditions 10.3%
- 4.6 Selected endorsements 9.1%
- 4.7 Personal liability supplement 11.8%

5.0 Homeowners ('00) Policy 10%

- 5.1 Coverage forms 12.7%
- 5.2 Definitions 13.5%
- 5.3 Section I — Property coverages 15.9%
- 5.4 Section II — Liability coverages 15.7%
- 5.5 Perils insured against 13%
- 5.6 Exclusions 10.1%
- 5.7 Conditions 6.5%
- 5.8 Selected endorsements 12.6%

6.0 Auto Insurance 12%

- 6.1 Laws 15%
- 6.2 Personal ('05) auto policy 45%
- 6.3 Commercial auto ('10) 40%

7.0 Commercial Package Policy (CPP) 24%

- 7.1 Components of a commercial policy 12%
- 7.2 Commercial general liability ('07) 25.5%

- 7.3 Commercial property ('07) 22.9%
- 7.4 Commercial crime ('06) 11.1%
- 7.5 Commercial inland marine 10.3%
- 7.6 Equipment breakdown ('08) 6.6%
- 7.7 Farm coverage 11.6%

8.0 Businessowners ('10) Policy 8%

- 8.1 Characteristics and purpose 16%
- 8.2 Businessowners Section I — Property 19.7%
- 8.3 Businessowners Section II — Liability 18.6%
- 8.4 Businessowners Section III — Common Policy Conditions 19.7%
- 8.5 Selected endorsements 26%

9.0 Workers Compensation Insurance 10%

- 9.1 Workers compensation laws 28%
- 9.2 Workers compensation and employers liability insurance policy 30.2%
- 9.3 Premium computation 27.3%
- 9.4 Other sources of coverages 14.5%

10.0 Other Coverages and Options 10%

- 10.1 Umbrella/excess liability policies 16%
- 10.2 Specialty liability insurance 16%
- 10.3 Surplus lines 8%
- 10.4 Surety bonds 8%
- 10.5 National Flood Insurance Program 16%
- 10.6 Other policies 5%
- 10.7 FAIR plan act (59A-29-1-7, 9; Reg 13.13.3.1-.11) 16%
- 10.8 Aviation insurance 5%
- 10.9 Ocean marine insurance 5%
- 10.10 Alternative funding mechanisms 5%



Exam Registration Form

for New Mexico Insurance Examinations

(New applicants must attach this form to license application)

Last Name	First Name	Middle Name	Social Security Number
Residence Address (Your address of legal residence is required)			Date of Birth
City	State	ZIP Code	Daytime Phone Number (including area code) ()
Employer (insurance company, if known)			Evening Phone Number (including area code) ()
E-mail address			Fax Number (including area code) ()

This form is Page 23 of the New Mexico Licensing Information Bulletin. We recommend you read the entire bulletin.

Series	Exam Title	Exam Fee	Total
18-25	Life	\$80	\$
18-26	Accident and Health	\$80	\$
18-27	Life, Accident and Health	\$80	\$
18-28	Property	\$80	\$
18-29	General Casualty and/or Surety	\$80	\$
18-30	Vehicle	\$80	\$
18-31	Property, Vehicle and Casualty	\$80	\$
18-33	Title	\$80	\$
18-34	Bail Bonds	\$80	\$
18-35	Crop	\$80	\$
18-36	Consultant's Life, Accident and Health	\$80	\$
18-37	Consultant's Property, Vehicle and Casualty	\$80	\$
First-Time Test Takers		Fee	
	Consultant License Fee	\$100	\$
	License Fee	\$30	\$
	Appointment Fee (\$20 per line of authority). Fee is applicable only if appointment form is included with license application. All solicitor applicants require an appointment.	\$20 X # of appts.	\$
		Total Fee	\$

By filing this registration, you assume full responsibility for exam selection. If you are unsure which exam is needed for the license you are seeking, resolve this question **before** you register. Exam fees are valid for 90 days from receipt by Prometric.

Note: Do not include the license or appointment fees for a retake test.

	+		+		=	
Exam Fee Subtotal	+	License Fee Subtotal	+	Appointment Fee Subtotal	=	Total Fee

Please remit your total exam and license fees to Prometric. Fees may be paid by cashier's check, company check, money order, Amex, MasterCard or Visa. Make checks payable to Prometric. **Personal checks and cash are not accepted. Registration fees are not refundable.** To pay by credit card, please complete the information below. You must mail this completed exam registration form, your licensure application and all appropriate fees to:

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See Page 6 for details.

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