

Examination Content Outlines
Effective January, 2010

**Florida Examination for Florida Agent's Life (including Variable Annuity)
& Health Insurance**

Florida Insurance Supplement - Examination Content Outlines

Effective January, 2010

**1.0 Basic Principles of Life and Health
Insurance - 10%**

1.1 Role of Insurance –	Purpose of Life & Health	page 01
1.2 Industry Overview		
1.2.1 Types of Insurers -	The Insurance Industry	page 01
1.2.2 Distribution Systems	The Insurance Industry	page 14
1.2.3 Regulation	The Insurance Industry	page 18
1.3 Nature of Insurance		
1.3.1 Risk Pooling	Purpose of Life & Health	page 05
1.3.2 Law of Large Numbers	Purpose of Life & Health	page 05
1.4 Concept of Risk		
1.4.1 Speculative/Pure Risk	Purpose of Life & Health	page 10
1.4.2 Perils/Hazards	Purpose of Life & Health	page 08
1.4.3 Methods of Handling Risk	Purpose of Life & Health	page 14
1.4.4 Elements of Insurable Risk	Purpose of Life & Health	page 16

2.0 Legal Concepts of the Insurance Contract- 6%

2.1 Elements of the Contract	Law & the Insurance	page 01
2.2 Special Features of Insurance Contracts		
2.2.1 Aleatory	Law & the Insurance	page 10
2.2.2 Adhesion	Law & the Insurance	page 11
2.2.3 Unilateral	Law & the Insurance	page 11
2.2.4 Value versus Indemnity	Law & the Insurance	page 16
2.2.5 Insurable Interest	Law & the Insurance	page 07
2.3 Agents and Brokers	The Insurance Industry	page 14
2.4 Other Legal Concepts	Law & the Insurance	page 20

3.0 Life Insurance Policies — Provisions, Options and Riders - 12%

3.1 Categories

3.1.1 Term life	Life Insurance Policies	page 02
3.1.2 Whole Life	Life Insurance Policies	page 10
3.1.3 Special Uses Policies	Life Insurance Policies	page 25
3.1.4 Non-Traditional Policies	Life Insurance Policies	page 19
3.1.4.1 Adjustable Life	Life Insurance Policies	
3.1.4.2 Universal Life	Life Insurance Policies	page 29
3.1.4.3 Equity Indexed U.L.	Life Insurance Policies	
3.1.5.1 Variable Products		
3.1.5.1 Variable Universal Life	Life Insurance Policies	page 34
3.1.5.1 Variable Whole Life	Life Insurance Policies	page 33
3.2 Rights of ownership	Policy Provisions	page 01
3.3 Standard Policy Provisions	Policy Provisions	page 01
3.4 Exclusions	Policy Provisions	page 12
3.5 Nonforfeiture Values	Policy Provisions	page 13
3.6 Dividends	Policy Provisions	page 16
3.7 Policy Riders	Policy Provisions	page 18

4.0 Life Insurance Premiums, Proceeds & Beneficiaries - 5%

4.1 Primary Factors in Premium Calculations

4.1.1 Mortality Factor	Life Premiums	page 01
4.1.2 Interest Factor	Life Premiums	page 01
4.1.3 Level Premium Funding	Life Premiums	page 04
4.1.4 Reserves versus Cash Values	Life Premiums	page 05

4.2 Policy Proceeds

4.2.1 Settlement Options	Life Premiums	page 09
4.2.2 Viatical Settlements	Life Premiums	page 11

4.3 Tax Treatment of Proceeds

4.3.1 Proceeds Paid at Death	Life Premiums	page 09
4.3.2 1035 Exchange	Life Premiums	page 12

4.4 Beneficiaries

4.4.1 Qualifications	Ins. Beneficiary	page 01
4.4.2 Types of Designations	Ins. Beneficiary	page 03
4.4.3 Special Situations	Ins. Beneficiary	page 08
4.4.3.1 Uniform Simultaneous Death Act	Ins. Beneficiary	page 08
4.4.3.2 Common Disaster Provision	Ins. Beneficiary	page 09
4.4.3.3 Spendthrift Trust Clause	Ins. Beneficiary	page 10

5.0 Life Insurance Underwriting and Policy Issue-6%

5.1 Purpose of Underwriting

Life Underwriting	page 01
-----------------------------------	---------

5.2 Underwriting Process

Life Underwriting	page 01	
5.2.1 Application	Life Underwriting	page 01
5.2.2 Medical Information Bureau	Life Underwriting	page 03
5.2.3 Fair Credit Reporting Act of 1970	Life Underwriting	page 06

5.3 Field Underwriting Procedures

Life Underwriting	page 06	
5.3.1 Conditional Receipts	Life Underwriting	page 07
5.3.2 Binding Receipts	Life Underwriting	page 07
5.3.3 Policy Effective Date	Life Underwriting	page 11

5.4 Policy Issue and Delivery

Life Underwriting	page 12
-----------------------------------	---------

6.0 Group Life Insurance - 3%

6.1 Principles of Group Insurance	Group Life	page 01
6.1.1 Contributory	Group Life	page 01
6.1.2 Noncontributory	Group Life	page 01
6.2 Features of Group Insurance	Group Life	page 01
6.3 Eligible Groups	Group Life	page 02
6.4 Group Life Characteristics	Group Life	page 03
6.4.1 Taxation of Group Life Plans	Premiums	page 07
6.5 Other Forms of Life Insurance	Group Life	page 04

7.0 Annuities/Variable Annuities - 6%

7.1 Purpose and Function	Annuities	page 01
7.2 Annuity Basics	Annuities	page 01
7.3 Structure and Design	Annuities	page 01
7.3.1 Funding Method	Annuities	page 01
7.3.2 Date Income Payments Begin	Annuities	page 02
7.3.3 Payout Options	Annuities	page 04
7.3.4 Investment Configuration	Annuities	page 09
7.4 Income Tax Treatment of Benefits	Annuities	page 09
7.5 Uses of Annuities	Annuities	page 02
7.6 Suitability of Annuity to Seniors	Annuities	page 17
7.7 Fixed Annuities		
7.7.1 Traditional Fixed	Annuities	page 09
7.7.2 Equity Indexed Annuities	Annuities	page 13
7.7.3 Regulation & Licensing	Annuities	page 11
7.8 Variable Annuities		
7.8.1 Accumulation Units Defined	Annuities	page 11
7.8.2 Annuity Units Defined	Annuities	page 11
7.8.3 Regulation and Licensing	Annuities	page 11

8.0 Social Security - 2%

8.1 Purpose	Social Security	page 01
8.2 Who Is Covered	Social Security	page 01
8.3 How Benefits are Determined	Social Security	page 02
8.4 Types of OASDI Benefits	Social Security	page 02

9.0 Retirement Plans 2%

9.1 Qualified vs Nonqualified Plans	Retirement	page 01
9.2 Qualified Employer Plans	Retirement	page 01
9.2.1 Distributions	Retirement	page 05
9.3 Plans for Small Employers	Retirement	page 05
9.3.1 Keogh Plans	Retirement	page 05
9.3.2 SEP's	Retirement	page 05
9.4 Individual Retirement Plans	Retirement	page 06
9.5 401K	Retirement	page 04
9.6 403(b) & 457 Plans	Annuities	page 10

10.0 Uses of Life Insurance - 3%

10.1 Determining Needs	Uses of Life Insurance	page 01
10.1.1 Human Life Value Approach	Uses of Life Insurance	page 01
10.1.2 Needs Approach	Uses of Life Insurance	page 02
10.2 Individual Uses of Life Insurance	Uses of Life Insurance	page 04
10.3 Business Uses of Life Insurance	Uses of Life Insurance	page 04
10.3.1 Buy-Sell Plans	Uses of Life Insurance	page 04
10.3.2 Key-Person Insurance	Uses of Life Insurance	page 09
10.3.3 Employee Benefit Plans	Uses of Life Insurance	page 10

11.0 Health and Accident Insurance - 4%

11.1 Basic Forms	Intro to Health	page 01
11.2 Purchasing of Health Insurance	Intro to Health Ins.	page 01
11.3 Characteristics	Intro to Health Ins.	page 03
11.4 Uses of Health Insurance	Uses of Health Ins.	page 01
11.4.1 Individual Needs	Uses of Health Ins.	page 01
11.4.2 Business Needs	Uses of Health Ins.	page 02
11.5 Group Health Insurance		
11.5.1 Nature of group insurance	Group Health	page 01
11.5.2 Coverages	Group Health	page 04
11.5.3 Tax treatment of group plans	Group Health	page 08
11.5.4 COBRA Continuation of Benefits	Group Health	page 05

12.0 Health Insurance Providers - 7%

12.1 Commercial Ins Companies	Health Ins. Providers	page 01
12.2 Service Providers	Health Ins. Providers	page 01
12.2.1 Blue Cross/Blue Shield	Health Ins. Providers	page 01
12.2.2 Health Main. Organizations	HMOs	page 01
12.2.2.1 Purpose	HMOs	page 01
12.2.2.2 HMO Operation	HMOs	page 02
12.2.2.3 Florida Laws and Regulations	HMOs	page 03
12.2.3 Preferred Provider Organizations	Insurance Industry	page 12
12.3 Government Health Insurance Programs		
12.3.1 Medicare	Gov. Health Insurance	page 01
12.3.1.1 Parts A & B	Gov. Health Insurance	page 01
12.3.2 Medicare Advantage	Gov. Health Insurance	page 02
12.3.2.1 Part C	Gov. Health Insurance	page 02
12.3.3 Medicaid	Health Ins. Providers	page 02
12.3.4 Medicare Part D – Prescriptions	Gov. Health Insurance	page 02
12.3.5 Florida Healthy Kids	Gov. Health Insurance	page 02
12.4 Alternative Methods	Health Ins. Providers	page 02

13.0 Medical Expense Insurance - 4%

13.1 Purpose	Medical Expense	page 01
13.2 Basic Medical Expense Policy	Medical Expense	page 03
13.2.1 Hospital Expense	Medical Expense	page 03
13.2.2 Basic Surgical Expense	Medical Expense	page 04
13.2.3 Basic Physicians' (Nonsurgical)	Medical Expense	page 05
13.3 Major Medical Expense Plans	Medical Expense	page 06
13.3.1 Deductibles	Medical Expense	page 06
13.3.2 Coinsurance	Medical Expense	page 06
13.4 Other Types of Medical Expense Coverage		
13.4.1 Hospital Indemnity Policies	Medical Expense	page 14
13.4.2 Limited Risk Policies	Medical Expense	page 14

14.0 Disability Income Insurance - 3%

14.1 Purpose	Disability Income	page 01
14.2 Benefits	Disability Income	page 01
14.3 Policy Provisions	Disability Income	page 08
14.4 Policy Riders	Disability Income	page 09

15.0 Accidental Death and Dismemberment - 1%

15.1 Benefits	AD&D	page 01
15.2 Other Forms	AD&D	page 03

16.0 Private Insurance Plans for Seniors - 2%

16.1 Medicare Supplement Policies	Private Plans for Seniors	page 01
16.2 Long-Term Care Insurance	Private Plans for Seniors	page 02

17.0 Health Insurance Policy Provisions - 2%

17.1 NAIC Model Health Provisions	Health Ins. Provisions	page 01
17.1.1 Mandatory Provisions	Health Ins. Provisions	page 01
17.1.2 Optional Provisions	Health Ins. Provisions	page 01
17.2 Common Exclusions	Health Ins. Provisions	page 06
17.3 Renewability Provisions	Health Ins. Provisions	page 07

18.0 Health Insurance Underwriting - 3%

18.1 Major Risk Factors	Health Ins. Underwriting	page 01
18.2 Premium Factors	Health Ins. Underwriting	page 03
18.3 Tax Treatment of Premiums	Health Ins. Underwriting	page 04
18.4 Managed Care	Health Ins. Underwriting	page 07

19.0 Florida Laws and Rules Pertinent to Life and Health Insurance - 9%

19.1 Office of Insurance Regulation	Laws for Life & Health	page 01
19.2 Insurers	Laws for Life & Health	page 03
19.2.1 Unauthorized Entities	Laws for Life & Health	page 05
19.3 Marketing Practices	Laws for Life & Health	page 12
19.3.1 Agent Responsibilities	Laws for Life & Health	page 16
19.3.2 Notice of Replacement	Laws for Life	page 01
19.3.3 Free Look	Laws for Life	page 02
19.3.4 Buyer's Guide	Laws for Life	page 02
19.4 Chapter 4-215 Code of Ethics—Life Underwriters	Laws for Life & Health	page 20
19.4.1 Agent Ethics	Laws for Life & Health	page 20
19.5 Policy Clauses and Provisions	Laws for Health	page 03
19.6 Group Life	Laws for Life	page 06
19.6.1 Certificate	Group Health	page 01
19.6.2 Conversion/COBRA	Group Health	page 05
19.6.3 Eligibility	Group Health	page 01
19.7 Par and Non-par Life Policies	Laws for Life	page 07
19.8 Retirement Plans	Laws for Life	page 08
19.9 Flexible Life Products	Laws for Life	page 08
19.10 Medicare, Medicaid and Maternity Benefits	Laws for Health	page 07
19.11 Types of Health Plans	Laws for Health	page 08
19.12 FI Employee Health Care Acc Act	Laws for Health	page 11

20.0 Agent Licensing - 7%

20.1 Persons Required to be Licensed	Laws for Life & Health	page 18
20.2 Maintaining a License	Laws for Life & Health	page 22
20.2.1 Continuing Education	Laws for Life & Health	page 19
20.2.2 Change of Address	Laws for Life & Health	page 19
20.2.3 Fees/License Renewal	Laws for Life & Health	page 19
20.2.4 Appointments	Laws for Life & Health	page 17
20.2.5 Reportable Criminal Actions	Laws for Life & Health	page 16
20.3 Suspension, Termination, Revocation of License	Laws for Life & Health	page 13
20.4 Unfair Trade Practices	Laws for Life & Health	page 14
20.4.1 Sliding	Laws for Life & Health	page 18
20.4.2 Coercion	Laws for Life & Health	page 15
20.4.3 Misrepresentation	Laws for Life & Health	page 15
20.4.4 Defamation	Laws for Life & Health	page 02
20.4.5 Unfair Discrimination	Laws for Health	page 13
20.4.6 Unfair Claims Settlement	Laws for Life & Health	page 16
20.4.7 Fraud	Laws for Life & Health	page 16
20.4.8 Controlled business	Laws for Life & Health	page 18

21.0 Definitions - 3%

21.1 Insurance Transaction	Laws for Life & Health	page 10
21.2 Domestic, Foreign and Alien Companies	Laws For Life & Health	page 09
21.3 Authorized, Unauthorized, and Eligible Companies	Laws for Life & Health	page 04
21.4 Stock and Mutual Companies	Laws for Life & Health	page 09
21.5 Certificate of Authority	Laws for Life & Health	page 04
21.6 Florida Life and Health Guarantee Association	Laws for Life & Health	page 03