

Insurance Regulation 5% (5 items)

Counselor Regulation

Duties (500.1232)

Types of Compensation - Disclosures (500.1236)

Counselor Written Agreement (500.1236)

Maintenance and Duration

Change of Name and Address (500.1206(5), .1238(1))

Annual Fee (500.240)

Disciplinary Actions

Cease and Desist Order (500.1244, .2038)

Suspension, Revocation, Refusal to Issue or Renew (500.1200, .1242, .1244, .1379, .2029, .2043)

Penalties and Fines (500.1242, .1244, .1379, .2038, .2040, .2064, .2069)

Unfair and Prohibited Insurance Trade Practices (500.1244, .2003, .2006-.2014, .2016-.2021, .2026, .2029, .2059, .2062)

Misrepresentation (500.2005, .2005a, .2055, .2057, .2064, .2218)

False Information and Advertising (500.2001, .2002, .2005, .2005a, .2007, .2055, .2057, .2064; R500.651-.669)

Twisting (500.2005(f), .2064(2))

False Statement (500.1015, .2014, .2018, .2055, .2062, .2474, .2666)

Boycott, Coercion, and Intimidation (500.1242, .2012)

Rebating (500.2024, .2066, .2069, .2070)

Forgery (500.1200, .1234)

Insurance Fraud Regulation (500.2088, .4501, .4503, .4507)

Consumer Privacy Regulation (500.533; R500.551 -.560)

General Insurance 5% (5 items)

Concepts

Adverse Selection

Law of Large Numbers

Insurers

Types of Insurers

Mutual Companies

Private versus Government Insurers

Financial Status (Independent Rating Services)

Marketing (Distribution) Systems

Producers and General Rules of Agency

Responsibilities to the Applicant/Insured

Contracts

Elements of a Legal Contract

Offer and Acceptance

Consideration

Competent Parties

Legal Purpose

Distinct Characteristics of an Insurance Contract

Aleatory Contract

Personal Contract

Unilateral Contract

Conditional Contract

Ambiguities in a Contract of Adhesion

Reasonable Expectations

Utmost Good Faith

Legal Interpretations affecting Contracts

Indemnity

Warranties
Concealment
Fraud
Waiver and Estoppel
Accident and Health Insurance Basics 7% (8 items)
Definitions
Accidental Injury
Sickness
Considerations in Replacing Health Insurance
Credit for Previously Satisfied Pre-Existing Condition Exclusion (R500.657)
Benefits, Limitations, and Exclusions
Underwriting Requirements
Counselor Liability for Errors and Omissions
Principal Types of Losses and Benefits
Loss of Income from Disability
Hospital/Medical Expense
Ancillary Expenses
Long-Term Care Expense/Home Health Care
Classes of Health Insurance Policies
Individual versus Group
Limited versus Comprehensive
Limited Policies
Limited Benefits
Required Notice to Insured
Types of Limited Policies
Accident-Only
Critical Illness
Hospital Indemnity (Income)
Credit Disability
Prescription Drugs
Dental
Vision Care
Medicare Supplements
Common Exclusions from Coverage
Producer Responsibilities in Individual and Group Health Insurance
Marketing Requirements
Advertising (R500.651-.658, .660-.668)
Life and Health Insurance Guaranty Association (500.7702)
Sales Presentations
Outline of Coverage (R500.656-.658, .661)
Field Underwriting
Nature and Purpose
Application Procedures
Requirements at Delivery of Policy
Common Situations for Errors/Omissions
Individual Underwriting by the Insurer
Underwriting Criteria
Sources of Underwriting Information
Application
Unfair Discrimination (500.2020, .2027, .2082)
Classification of Risks
Preferred
Standard
Substandard

Consumer-Driven Health Plans
Health Savings Accounts (HSAs)
Individual Accident and Health Insurance Policy General Provisions 15% (17 items)
Required Provisions
Entire Contract; Changes (500.3407)
Time Limit on Certain Defenses (500.3408)
Grace Period (500.3410)
Reinstatement (500.3411)
Claim Procedures (500.2006, .3412-.3418)
Optional Provisions
Misstatement of Age (500.2218, .3434)
Other Insurance with Same Insurer (500.3436)
Insurance with other Insurers
Unpaid Premium (500.3446)
Conformity with State Statutes (500.3450)
Other General Provisions
Renewability Clause (500.2213b; R500.658)
Noncancelable
Guaranteed Renewable
Conditionally Renewable
Renewable at Option of Insurer
Disability Income and Related Insurance 9% (10 items)
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
Physical Examinations and Autopsy (500.3420)
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
Refund Provisions
Return of Premium
Exclusions
Unique Aspects of Individual Disability Underwriting
Benefit Limits
Group Disability Income Insurance
Group versus Individual Plans
Short-Term Disability (STD)
Long-Term Disability (LTD)
Business Disability Insurance
Key Person Disability Income
Business Overhead Expense

Workers' Compensation
Benefits
Provisions
Legal Actions (500.3422)
Illegal Occupation (500.3452)
Medical Plans 8% (9 items)
Medical Plan Concepts
Specified Coverages versus Comprehensive Care
Benefit Schedule versus Usual/Reasonable/Customary Charges
Preventive Care Services
Primary Care Physician versus Referral (Specialty) Physician
Emergency Care
Other Basic Services
Types of Plans
Major Medical Insurance
Characteristics
Common Limitations
Exclusions from Coverage
Health Maintenance Organizations (HMOs)
General Characteristics
Preferred Provider Organizations (PPOs)
General Characteristics
In-Network and Out-of-Network Provider Access
Point-of-Service (POS) Plans
General Characteristics
Cost Containment Features in Medical Plans
Utilization Review
Precertification Authorization (Prospective Review)
Concurrent Review
Michigan Eligibility Requirements (Individual and/or Group)
Dependent Child Age Limit (500.2264, .3402, .3406h)
Child Enrollment; Non-Custodial Parents (500.2264, .3406g, .3406h)
Newborn Child Coverage (500.3403)
Adopted Children
Health Insurance Portability and Accountability Act (HIPAA) Requirements
Eligibility
Pre-Existing Conditions
Creditable Coverage
Renewability
Group Health Insurance 19% (21 items)
Characteristics of Group Insurance
Group Contract
Certificate of Coverage (500.3608)
Experience Rating versus Community Rating
Employer Discrimination (Age Discrimination in Employment Act)
Types of Eligible Groups
Associations (alumni, professional, other)
Employer Group Health Insurance
Insurer Underwriting Criteria
Characteristics of Group
Plan Design Factors
Eligibility for Coverage
Annual Open Enrollment
Employee Eligibility

Dependent Eligibility
Coordination of Benefits Provision (500.3610a; 550.253)
Change of Insurers or Loss of Coverage
Coinsurance and Deductible Carryover
Events that Terminate Coverage
Extension of Benefits (500.3607)
Continuation of Coverage under COBRA and Michigan Specific Rules
Conversion Privilege (500.3612)
Small Employer Medical Plans
Definition of Small Employer (500.3701)
Eligibility of Employees (500.3701, .3707)
Renewability (500.3701, .3711)
Ancillary Insurance 5% (6 items)
Dental Insurance
Choice of Providers
Scheduled versus Nonscheduled Plans
Benefit Categories
Deductibles and Coinsurance
Exclusions
Limitations
Predetermination of Benefits
Insurance for Senior Citizens and Special Needs Individuals 22% (24 items)
Medicare
Financing and Administration
Part A - Hospital Insurance
Individual Eligibility Requirements
Enrollment
Part B - Medical Insurance
Individual Eligibility Requirements
Enrollment
Coverages, Deductibles, and Cost-Sharing
Part C - Medicare Advantage
Individual Eligibility Requirements
Enrollment
Initial Coverage Election Period (ICEP)
Open Enrollment Period (OEP)
Medicare HMOs
Medicare HMOs - POSs
Medicare PPOs
Medicare Private Fee-For-Service (PFFS)
Part D - Prescription Drug Insurance
Enrollment
Medicare Supplements (500.3803-.3836, .3838-.3861)
Coverages, Deductibles, and Cost-Sharing
Enrollment
Open Enrollment
Other Options for Individuals with Medicare
Employer Group Health Plans
Eligibility Requirements
Medicaid
Eligibility
Benefits
Long-Term Care (LTC) Insurance (500.3901-3955)
Eligibility for Benefits - Activities of Daily Living (ADLs)

Levels of Care
Skilled Nursing Care
Intermediate Care
Custodial Care
Home Health Care or Assisted Living (500.3913)
Adult Day Care
Respite Care
Benefit Periods
Benefit Amounts
Optional Benefits
Guarantee of Insurability
Return of Premium
Qualified LTC Plans (State and Federal)
Exclusions
Underwriting Considerations
Michigan Regulations and Required Provisions (500.3901-.3955)
Standards for Marketing (500.3942)
Shopper's Guide (500.3937)
Outline of Coverage (500.3933)
Required Disclosure Provisions (500.3923)
Replacement (500.3917)
Right to Return (500.3943)
Inflation Protection (500.3909)
Federal Tax Considerations for Accident and Health Insurance 5% (5 items)
Personally-Owned Health Insurance Premiums and Benefits
Employer Group Health Insurance
Accidental Death and Dismemberment
Medical Expense Coverage for Sole Proprietors, Partners, and Limited Liability Companies
Business Disability Insurance
Key Person Disability Income
Buy-Sell Policy
Health Savings Accounts (HSAs)