Michigan Variable Life and Annuities Producer	Revised May 1, 2020
Series 16-83	Revised Ividy 1, 2020
60 Items - 1 Hour	
74% (44 Correct to Pass)	
Insurance Regulation 7% (4 items)	
Company Regulation	
Producer Appointment (500.1208a, .1208b, .1209, .1411)	
Termination of Appointment (500.1208b, .1209)	
Producer Regulation	
Duties (500.1201a, .1202)	
Commissions (500.1240, .2011)	
Types of Licensees (500.1206)	
Producer (500.240, 500.1201, .1201a, .1204, .1205, .1206, .1206b, .1240)	
Counselor (500.1232, .1234, .1236)	
Business Entity (500.1201, .1205)	
Maintenance and Duration	
Change of Name and Address (500.1206(5), .1238(1))	
Reporting of Actions (500.1208b, .1239, .1244, .1246, .1247)	
Assumed Names (500.1211a)	
Continuing Education Requirements (500.1204, .1204c, .1204f, .1206)	
Disciplinary Actions	
Cease and Desist Order (500.1244, .2038)	
Suspension, Revocation, Refusal to Issue or Renew (500.1200, .1209, .1239, .1244, .1379, .2029, .2043)	
Penalties and Fines (500.1242, .1244, .1379, .2038, .2040, .2064, .2069)	
Unfair and Prohibited Insurance Trade Practices (500.1207, .1216, 1239, .1244, .2003, .20062014, .20162021, .202	6, .2029, .2059, .2062)
Misrepresentation (500.2005, .2005a, .2055, .2057, .2064, .2218)	<u></u>
False Information and Advertising (500.2001, .2002, .2005, .2005a, .2007, .2055, .2057, .2064; R500.13711387)	
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)	
Illegal Inducement (500.2024, .2066, .2069, .2070)	
Fiduciary Responsibilities (500.1207)	
Forgery (500.1239)	
Insurance Fraud Regulation (500.2088, .4501, .4503, .4507, .4511, 752.1005)	
Consumer Privacy Regulation (500.533; R500.551560)	
General Insurance 8% (5 items)	
Concepts	
Risk Management Key Terms	
Risk	
Loss	
Insurers	
Types of Insurers	
Stock Companies	
Mutual Companies	
Private versus Government Insurers	
Financial Status (Independent Rating Services)	
Producers and General Rules of Agency	
Producer/Insurer Relationship	
Authority and Powers of Producers	
Express	
Implied	

Apparent Contracts Elements of a Legal Contract Offer and Acceptance Consideration Consideration Contract of Admision Personal Contract Unliteral Contract of Admision Legal Interpretations affecting Contracts Indemnity Utmost Good Faith Representations/Misregresentations Requestion of Variable Products 12% (7 tems) Securities Act of 1933 (15 U.S.C. § 78a et seq.) Satisfies of Variable Products 12% (7 tems) Securities Act of 1933 (15 U.S.C. § 78a et seq.) Satisfies Contract of Variable Products 12% (7 tems) Securities Exchange Act of 1934 (15 U.S.C. § 80a -1.80a -64) Satistic Regulation of Variable Products 30% (18 tems) Variable Life versus Variable Universal Life Fixed Value versus Datible Products 30% (18 tems) Variable Life versus Datible Payment Eace Value Variable Datible Payment Eace Value Variable Datible Payment Eace Value Variable Datible Payment Eace Value Values Saparta Accounts Charges and Fees Loares Ading Variable Annuities		
Elements of a Legal Contract Offer and Acceptance Consideration Competent Parties Distinct Characteristics of an insurance Contract Contract of Adhesion Personal Contract Unilateral Contract Unilateral Contract Legal Interpretations affecting Contracts Indemnity Utnost Good Faith Representations/Micropentations Regulation of Variable Products 12% (7 Iems) Securities Act of 1933 (15 U.S.C. § 77a et seq.) Sutability Compliance Investment Company Act of 1940 (15 U.S.C. § 78a et seq.) Sutability Compliance Investment Company Act of 1940 (15 U.S.C. § 78a et seq.) Sutability Compliance Fixed Prenum Payment versus Flexible Payment Face Value versus Variable Enducts 13% (18 Iems) Separate Accounts Charges and Fees Counts Charges and Benefit Cash Values Separate Accounts Charges and Benefit Coand Counters Single Erfer versus Annuity Period Owner, Annuitant, and Beneficary Insurance Aspects of Annuites Single Prenum Immediate Annuities (SPIAs) Deferred Annuities Single Prenum Immediate Annuities Single Ufer versus Multiple Life	Apparent	
Offer and Acceptance Consideration Competent Parties Distinct Characteristics of an Insurance Contract Contract of Adhesion Personal Contract Unilateral Contract Unilateral Contract Legal Interpretations affecting Contracts Indemnity Utnost Good Faith Representations/Micropresentations Regulation of Variable Products 2K (7 tens) Securities Act of 1933 (15 U.S.C. § 77a et seq.) Securities Exchange Act of 1934 (15 U.S.C. § 77a et seq.) Securities Exchange Act of 1934 (15 U.S.C. § 78a et seq.) Suitability Company Act of 1940 (15 U.S.C. § 78a et seq.) State Regulation of Variable Products Nature of Variable Products 30% (18 tens) Variable Life versus Variable Universal Life Fixed Premium Payment Versus Fixebile Payment Fixed Value warsus Detarts Benefit Cash Values Separate Accounts Charges and Fees Loans Annulty Principles and Concepts Accumulation Period versus Annulty Period Owner, Annultart, and Beneficiary Insurance Appets of Annuitites Insurance		
Consideration Competent Parties Distinct Characteristics of an Insurance Contract Contract of Adhesion Personal Contract Unilegral Contract Unilegral Contract Legal Interpretations affecting Contracts Indemnity Utimot Good Faith Representations/Misrepresentations Regulation of Variable Products 12% (7 items) Securities Act of 1934 (15 U.S.C. § 78a et seq.) Securities Act of 1934 (15 U.S.C. § 78a et seq.) Securities Act of 1934 (15 U.S.C. § 78a et seq.) Suitability Compliance Compliance Investment Company Act of 1940 (15 U.S.C. § 580a-180a-64) State Regulation of Variable Products Variable Universal Life Fixed Premium Payment versus Fixebible Payment Fixed Value versus Death Benefit Cash Values Separate Accounts Charges and Fees Loars Annulky Principles and Concepts Accumulation Period Variable State(S) Insurance Aspects of Annuities Insurance Aspects of Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Single Premium Immediate Annuities Single Premium Immediate Annuities Single Premium Immediate Annuities Single Premium Immediate Annuities Infered Premium Secure Manuaties Annulky (Renefit) Payment Universa Single Universa Intered Single Premium Immediate Annuities Single Premium Immediate Annuities Single Premium Immediate Annuities Annuity Represe Single Premium Immediate Annuities Annuity Represe Single Premium Immediate Annuities Annuity Represe Single Premium Immediate Annuities Annuity Represe Sin		
Competent Parties Distinct Characteristics of an insurance Contract Contract of Adhesion Personal Contract Unilateral Contract Unilateral Contract Legal Interpretations affecting Contracts Legal Interpretations affecting Contracts Legal Interpretations affecting Contracts Indemnity Utmost Good Faith Representations/Misrepresentations Regutation of Variable Products 12% (7 items) Securities Act of 1933 (15 U.S.C. § 77a et seq.) Securities Exchange Act of 1934 (15 U.S.C. § 78a et seq.) Securities Exchange Act of 1934 (15 U.S.C. § 78a et seq.) Securities Exchange Act of 1934 (15 U.S.C. § 78a et seq.) Securities Exchange Act of 1934 (15 U.S.C. § 78a et seq.) Securities Exchange Act of 1934 (15 U.S.C. § 580a-1-80a-64) State Regulation of Variable Products Nature of Variable Informations Face Variable Life Products 30% (18 items) Variable Life Products 30% (18 items) Variable Life Versus Variable Universal Life Face Value Nayment versus Flexible Payment Face Value Nayment versus Flexible Payment Face Value Seguration Accounts Charges and Fees Loans Annutites 25% (15 items) Annutites 25% (15 items) Annutites 25% (15 items) Annuties Principles and Concepts Accoundistion Period versus Annuty Period Owner, Annutiant, and Beneficiary Insurance Aspects of Annutites Insurance Aspects of Annutites Single Premium Immediate Annutites (SPIAs) Deferred Annutites Single Premium Immediate Annutites (SPIAs) Pare Life versus Steff Guaranteed Minimum Single Life versus Multiple Life		
Distinct Characteristics of an Insurance Contract Contract of Adhesion Personal Contract Unilateral Contract Legal Interpretations affecting Contracts Indemnity Utmost Good Faith Representations/Misrepresentations Regulation of Variable Products 12% (7 Items) Securities Eachange Act of 1934 (15 U.S.C. § 78 at seq.) Securities Eachange Act of 1934 (15 U.S.C. § 78 at seq.) Securities Eachange Act of 1940 (15 U.S.C. § 78 at seq.) Suttability Compliance Investment Company Act of 1940 (15 U.S.C. § 980a-1-80a-64) State Regulation of Variable Products 30% (18 items) Variable Life versus Variable Universal Life Fixed Premium Payment versus Flexible Payment Face Value versus Death Benefit Cash Values Separate Accounts Charges and Fees Leans Annulty Principles and Concepts Accoundation Period versus Annulty Period Owner, Annultan, and Beneficiary Insurance Aspects of Annuities S	Consideration	
Contract of Adhesion Personal Contract Unilateral Contract Unilateral Contract Unilateral Contract Legal Interpretations affecting Contracts Indemnity Utmost Good Faith Representations/Misrepresentations Regulation of Variable Products 12% (7 items) Securities Act of 1933 (15 U.S.C. § 77 et es eq.) Securities Actange Act of 1934 (15 U.S.C. § 78 et esq.) Securities Actange Act of 1934 (15 U.S.C. § 78 et esq.) Securities Actange Act of 1940 (15 U.S.C. § 78 et esq.) Suitability Compliance Investment Company Act of 1940 (15 U.S.C. § 58 0a-1:80a-64) State Regulation of Variable Products 12% (7 items) Variable Life Products 30% (18 items) Variable Life Active State Securities Schement Face Value versus Deskible Payment Accounts Charges and Fees Loans Annuites 25% (15 items) Annuity Principles and Concepts Accounts Charges Securities Single Premium Immediate Annuities Single Premium Immediate Annuities Single Premium Immediate Annuities Single Premium Immediate Annuities Deskin Benefits Annuities 24 (16 items) Deskin Benefits Annuities 24 (16 items) Deskin Benefits Annuities Deskin Benefit		
Personal Contract Legal Interpretations affecting Contracts Indemnity Utmost Good Faith Representations/Misrepresentations Regulation of Variable Products 12% (7 Items) Securities Act of 1933 (15 U.S.C. § 77a et seq.) Suitability Compliance Investment Company Act of 1940 (15 U.S.C. § 78a et seq.) Suitability Compliance Investment Company Act of 1940 (15 U.S.C. § 80a-1-80a-64) State Regulation of Variable Products Nature of Variable Life Products 30% (18 Items) Variable Life versus 30% (18 Items) Variable Life versus 30% (18 Items) Variable Life versus Variable Duiversal Life Fixed Premium Payment versus Flexible Payment Face Value versus Death Benefit Cash Values Separate Accounts Charges and Fees Leans Annuities 25% (15 Items) Annuities 25% (15 Items) Annuities 25% (15 Items) Annuities 25% (15 Items) Defered Annuities Single Premuin Immediate Annuities (SPIAs) Deferred Annuities Surender and Withdrawal Charges De	Distinct Characteristics of an Insurance Contract	
Unilateral Contract Legal Interpretations affecting Contracts Indemnity Utmost Good Faith Representations/Misrepresentations Regulation of Variable Products 12% (7 tems) Securities Kachange Act of 1934 (15 U.S.C. § 77a et seq.) Securities Kachange Act of 1934 (15 U.S.C. § 78a et seq.) Suitability Compliance Investment Company Act of 1940 (15 U.S.C. § 80a-1:80a-64) State Regulation of Variable Products 30% (18 items) Variable Life refoucts 30% (18 items) Separate Accounts Charges and Fees Loans Annuity Principles and Concepts Accumulation Period Owner, Annuitant, and BeneficiaY Insurance Aspects of Annuities Immediate versus Deferred Annuities Single Premium Immediate Annuities (SPIAS) Deferred Annuities Surrender and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Life contingency Options Life versus Multiple Life	Contract of Adhesion	
Legal Interpretations affecting Contracts Indemnity Utmost Good Faith Representations/Misrepresentations Regulation of Variable Products 12% (7 items) Securities Exchange Act of 1934 (15 U.S.C. § 77a et seq.) Securities Exchange Act of 1934 (15 U.S.C. § 78a et seq.) Suitability Compliance Investment Company Act of 1940 (15 U.S.C. § 580a-1-80a-64) State Regulation of Variable Products Nature of Variable Life Products 30% (18 items) Variable Life versus Variable Universal Life Fixed Premium Payment versus Flexible Payment Tace Value versus Death Benefit Cash Values Separate Accounts Charges and Concepts Accumulation Period versus Annuity Period Owmer, Annuitant, and Beneficiary Insurance Aspects of Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Surender and Withdrawal Charges Deterred Annuities Surender and Withdrawal Charges Deterred Nutities (SPIAs) Deterred Annuities Surender extris Ut With Guaranteed Minimum Single Life versus Multiple Life	Personal Contract	
Indemnity Indemnity Representations/Misrepresentations Reguiation of Variable Products 12% (7 items) Securities Act of 1933 (15 U.S.C. § 77a et seq.) Suitability Compliance Compliance Investment Company Act of 1940 (15 U.S.C. § 80a-1-80a-64) State Regulation of Variable Products Nature of Variable Froducts 30% (18 items) Variable Life Products 30% (18 items) Variable Life versus Variable Universal Life Fixed Premium Payment versus Flexible Payment Face Value versus Death Benefit Cash Values Separate Accounts Charges and Fees Loans Manuittes 25% (15 items) Annuitte of versus Annuity Period Owner, Annuitant, and Beneficary Insurance Aspects of Annuities Immediate versus Deferred Annuities Immediate versus Deferred Annuities Surance Aspects of Annuities Surance Aspects of Annuities Deferred annuities Nonforfeiture Surrender and Withdrawal Charges Death Benefits Annuity (Benefity Payment Options <td>Unilateral Contract</td> <td></td>	Unilateral Contract	
Utmost Good Faith Representations/Mirrepresentations Regulation of Variable Products 12% (7 items) Securities Act of 1933 (15 U.S.C. § 78 et seq.) Suitability Compliance Investment Company Act of 1940 (15 U.S.C. § 80a-1-80a-64) State Regulation of Variable Products Nature of Variable Infe Products 30% (18 items) Variable Life Products 30% (18 items) Variable Life Products 30% (18 items) Variable Life versus Variable Universal Life Fixed Premium Payment versus Flexible Payment Face Value versus Death Benefit Cash Values Separate Accounts Charges and Fees Leans Annuite 25% (15 items) Annuity Principles and Concepts Accumulation Period versus Annuity Period Owner, Annuitant, and Beneficary Insurance Aspects of Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Sureneder and Withdrawal Charges <	Legal Interpretations affecting Contracts	
Representations/Misrepresentations Regulation of Variable Products 12% (7 items) Securities Exchange Act of 1934 (15 U.S.C. § 78a et seq.) Suitability Compliance Investment Company Act of 1940 (15 U.S.C. §§ 80a-1-80a-64) State Regulation of Variable Products Nature of Variable Irfe Products 30% (18 items) Variable Life Products 30% (18 items) Variable Life versus Variable Universal Life Fixed Premium Payment versus Flexible Payment Face Value versus Death Benefit Cash Values Separate Accounts Charges and Fees Loans Annuity Principles and Concepts Accumulation Period versus Annuity Period Owrer, Annuitant, and Beneficiary Insurance Aspects of Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Surger Premium Immediate Annuities (SPIAs) Deferred Annuities Surger Premium Immediate Annuities (SPIAs) Deferred Annuities Surger Premium Immediate Annuities (SPIAs) Deferred Annuities Nonforfeiture Surger Premium Immediate Annuities (SPIAs) Deferred Priveus Life wersus L	Indemnity	
Regulation of Variable Products 12% (7 items) Securities Act of 1933 (15 U.S.C. § 77a et seq.) Securities Exchange Act of 1934 (15 U.S.C. § 78a et seq.) Suitability Compliance Investment Company Act of 1940 (15 U.S.C. § 80a-1-80a-64) State Regulation of Variable Products Nature Of Variable Life Products 30% (18 items) Variable Life versus Variable Universal Life Fixed Premium Payment versus Flexible Payment Face Value versus Death Benefit Cash Values Separate Accounts Charges and Fees Loars Annuities 25% (15 items) Annuities 25% (15 items) Annuities 25% (15 items) Manue Deriod versus Annuity Period Owner, Annuitant, and Beneficiary Insurance Aspects of Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Nonforfeiture Surrender and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Life with Guaranteed Minimum Single Life versus Multipie Life	Utmost Good Faith	
Securities Act of 1933 (15 U.S.C. § 77a et seq.) Securities Exchange Act of 1934 (15 U.S.C. § 78a et seq.) Suitability Compliance Compliance Compliance Company Act of 1940 (15 U.S.C. §§ 80a-1-80a-64) State Regulation of Variable Products Nature of Variable Life Products 30% (18 items) Variable Life versus Variable Universal Life Fixed Premium Payment versus Hexible Payment Face Value versus Death Benefit Cash Values Separate Accounts Anuuites 25% (15 items) Annuity Principles and Concepts Accumulation Period versus Annuity Period Owner, Annuitant, and Beneficiary Insurance Aspects of Annuitles Single Premium Immediate Annuities (SPIAs) Deferred Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Surrender and Withdrawal Charges Loacute Life Contingency Options Life Contingency Options Life Contingency Options Life Contingency Options Parce Life versus Multiple Life Single Life versus Multiple Life	Representations/Misrepresentations	
Securities Exchange Act of 1934 (15 U.S.C. § 78a et seq.) Suitability Compliance Investment Company Act of 1940 (15 U.S.C. §§ 80a-1-80a-64) State Regulation of Variable Products Nature of Variable Life Products 30% (18 items) Variable Life Products 30% (18 items) Variable Life versus Variable Universal Life Fixed Premium Payment versus Flexible Payment Face Value versus Death Benefit Cash Values Separate Accounts Charges and Fees Loans Annuity Principles and Concepts Accumulation Period versus Annuity Period Owner, Annuitant, and Beneficiary Insurance Aspects of Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Surrender and Withdrawal Charges Death Benefit Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Multiple Life		
Suitability Compliance Investment Company Act of 1940 (15 U.S.C. §§ 80a-1-80a-64) State Regulation of Variable Products Nature of Variable Life Products 30% (18 items) Variable Life versus Variable Universal Life Fixed Premium Payment versus Flexible Payment Face Value versus Death Benefit Cash Values Separate Accounts Charges and Fees Loans Annuites 25% (15 items) Annuity Principles and Concepts Accumulation Period versus Annuity Period Owner, Annuitan, and Beneficiary Insurance Aspects of Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Surrender and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contigency Options Pure Life versus Multiple Life		
Compliance Investment Company Act of 1940 (15 U.S.C. §§ 80a-1-80a-64) State Regulation of Variable Products Nature of Variable Life Products 30% (18 items) Variable Life versus Variable Universal Life Fixed Premium Payment versus Flexible Payment Face Value versus Death Benefit Cash Values Separate Accounts Charges and Fees Loans Annuity Principles and Concepts Accumulation Period versus Annuity Period Owner, Annuitan, and Beneficiary Insurance Aspects of Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Surrender and Withdrawal Charges Death Benefits Annuity Benefit Payment Options Life versus Multiple Life	Securities Exchange Act of 1934 (15 U.S.C. § 78a et seq.)	
Investment Company Act of 1940 (15 U.S.C. §§ 80a-1-80a-64) State Regulation of Variable Products Nature of Variable Life Products 30% (18 items) Variable Life versus Variable Universal Life Fixed Premium Payment versus Flexible Payment Face Value versus Death Benefit Cash Values Separate Accounts Charges and Fees Loans Annuities 25% (15 items) Annuities 25% (15 items) Annuities 25% (15 items) Annuities 25% (15 items) Annuities 25% (15 items) Insurance Aspects of Annuities Immediate versus Deferred Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Nonforfeiture Surrender and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Multiple Life	Suitability	
State Regulation of Variable Products Nature of Variable Life Products 30% (18 items) Variable Life versus Variable Universal Life Fixed Premium Payment versus Flexible Payment Face Value versus Death Benefit Cash Values Separate Accounts Charges and Fees Loans Annuites 25% (15 items) Annuity Principles and Concepts Accumulation Period versus Annuity Period Owner, Annuitant, and Beneficiary Insurance Aspects of Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Nonforfeiture Surrender and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Life with Guaranteed Minimum Single Life versus Multiple Life	Compliance	
Nature of Variable Life Products 30% (18 items) Variable Life versus Variable Universal Life Fixed Premium Payment versus Flexible Payment Face Value versus Death Benefit Cash Values Separate Accounts Charges and Fees Loans Annuites 25% (15 items) Annuites Principles and Concepts Accumulation Period versus Annuity Period Owner, Annuitant, and Beneficiary Insurance Aspects of Annuities Insurance Aspects of Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Single Premium Immediate Annuities (SPIAs) Deferred and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Life with Guaranteed	nvestment Company Act of 1940 (15 U.S.C. §§ 80a-1-80a-64)	
Variable Life versus Variable Universal Life Fixed Premium Payment versus Flexible Payment Face Value versus Death Benefit Cash Values Separate Accounts Charges and Fees Loans Annuities 25% (15 items) Annuities 25% (15 items) Annuity Principles and Concepts Accumulation Period versus Annuity Period Owner, Annuitant, and Beneficiary Insurance Aspects of Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Surrender and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Life with Guaranteed Minimum Single Life versus Multiple Life	State Regulation of Variable Products	
Fixed Premium Payment versus Flexible Payment Face Value versus Death Benefit Cash Values Separate Accounts Charges and Fees Loans Annuities 25% (15 items) Annuity Principles and Concepts Accumulation Period versus Annuity Period Owner, Annuitant, and Beneficiary Insurance Aspects of Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Surender and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Life with Guaranteed Minimum Single Life versus Multiple Life	Nature of Variable Life Products 30% (18 items)	
Face Value versus Death Benefit Cash Values Separate Accounts Charges and Fees Loans Annuites 25% (15 items) Annuity Principles and Concepts Accumulation Period versus Annuity Period Owner, Annuitant, and Beneficiary Insurance Aspects of Annuities Immediate versus Deferred Annuities Single Premium Immediate Annuities Single Premium Immediate Annuities Single Premium Immediate Annuities Deferred Annuities Deferred Annuities Nonforfeiture Surrender and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Life with Guaranteed Minimum Single Life versus Multiple Life	Variable Life versus Variable Universal Life	
Cash Values Separate Accounts Charges and Fees Loans Annuities 25% (15 items) Annuity Principles and Concepts Accumulation Period versus Annuity Period Owner, Annuitant, and Beneficiary Insurance Aspects of Annuities Immediate versus Deferred Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Surrender and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Life with Guaranteed Minimum Single Life versus Multiple Life	Fixed Premium Payment versus Flexible Payment	
Separate Accounts Charges and Fees Loans Annuites 25% (15 items) Annuity Principles and Concepts Accumulation Period versus Annuity Period Owner, Annuitant, and Beneficiary Insurance Aspects of Annuities Immediate versus Deferred Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Surrender and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Life with Guaranteed Minimum Single Life versus Multiple Life	Face Value versus Death Benefit	
Charges and Fees Loans Annuites 25% (15 items) Annuity Principles and Concepts Accumulation Period versus Annuity Period Owner, Annuitant, and Beneficiary Insurance Aspects of Annuities Immediate versus Deferred Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Surrender and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Life with Guaranteed Minimum Single Life versus Multiple Life	Cash Values	
Loans Annuities 25% (15 items) Annuity Principles and Concepts Accumulation Period versus Annuity Period Owner, Annuitant, and Beneficiary Insurance Aspects of Annuities Immediate versus Deferred Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Nonforfeiture Surrender and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Life with Guaranteed Minimum Single Life versus Multiple Life	Separate Accounts	
Annuities 25% (15 items) Annuity Principles and Concepts Accumulation Period versus Annuity Period Owner, Annuitant, and Beneficiary Insurance Aspects of Annuities Immediate versus Deferred Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Nonforfeiture Surrender and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Life with Guaranteed Minimum Single Life versus Multiple Life	Charges and Fees	
Annuity Principles and Concepts Accumulation Period versus Annuity Period Owner, Annuitant, and Beneficiary Insurance Aspects of Annuities Immediate versus Deferred Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Nonforfeiture Surrender and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Life with Guaranteed Minimum Single Life versus Multiple Life	Loans	
Accumulation Period versus Annuity Period Owner, Annuitant, and Beneficiary Insurance Aspects of Annuities Immediate versus Deferred Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Nonforfeiture Surrender and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Life with Guaranteed Minimum Single Life versus Multiple Life	Annuities 25% (15 items)	
Owner, Annuitant, and Beneficiary Insurance Aspects of Annuities Immediate versus Deferred Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Nonforfeiture Surrender and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Life with Guaranteed Minimum Single Life versus Multiple Life	Annuity Principles and Concepts	
Insurance Aspects of Annuities Immediate versus Deferred Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Nonforfeiture Surrender and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Life with Guaranteed Minimum Single Life versus Multiple Life	Accumulation Period versus Annuity Period	
Immediate versus Deferred Annuities Single Premium Immediate Annuities (SPIAs) Deferred Annuities Nonforfeiture Surrender and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Life with Guaranteed Minimum Single Life versus Multiple Life	Owner, Annuitant, and Beneficiary	
Single Premium Immediate Annuities (SPIAs) Deferred Annuities Nonforfeiture Surrender and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Life with Guaranteed Minimum Single Life versus Multiple Life	Insurance Aspects of Annuities	
Deferred Annuities Nonforfeiture Surrender and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Life with Guaranteed Minimum Single Life versus Multiple Life	mmediate versus Deferred Annuities	
Nonforfeiture Surrender and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Life with Guaranteed Minimum Single Life versus Multiple Life	Single Premium Immediate Annuities (SPIAs)	
Surrender and Withdrawal Charges Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Life with Guaranteed Minimum Single Life versus Multiple Life	Deferred Annuities	
Death Benefits Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Life with Guaranteed Minimum Single Life versus Multiple Life	Nonforfeiture	
Annuity (Benefit) Payment Options Life Contingency Options Pure Life versus Life with Guaranteed Minimum Single Life versus Multiple Life	Surrender and Withdrawal Charges	
Life Contingency Options Pure Life versus Life with Guaranteed Minimum Single Life versus Multiple Life	Death Benefits	
Pure Life versus Life with Guaranteed Minimum Single Life versus Multiple Life	Annuity (Benefit) Payment Options	
Single Life versus Multiple Life	Life Contingency Options	
	Pure Life versus Life with Guaranteed Minimum	
Annuities Certain (Types)	Single Life versus Multiple Life	
	Annuities Certain (Types)	
Variable Annuities	Variable Annuities	
Free Look	Free Look	
Contract Charges	Contract Charges	
Sales Charge	Sales Charge	
Deferred Sales Charge	Deferred Sales Charge	
Annual Contract Fee	Annual Contract Fee	
Mortality and Expense Charge	Mortality and Expense Charge	

Investment Management Charge
Investment Management Charge Accumulation Period - Units
Annuity Period - Units
Assumed Interest Rate (AIR)
Combination Annuities - Contracts with Fixed and Variable Accounts
Riders (Living Benefits and Death Benefits)
Uses of Annuities
Lump-Sum Settlements
Qualified Retirement Plans
Group versus Individual Annuities
Personal Uses
Individual Retirement Accounts (IRAs)
Retirement Income
Federal Tax Considerations for Life Insurance and Annuities 10% (6 items)
Taxation of Personal Life insurance
Amounts Available to Policyowner
Cash Value Increases
Surrenders
Amounts Received by Beneficiary
General Rule and Exceptions
Values included in Insured's Estate
Modified Endowment Contracts (MECs)
Modified Endowment versus Life insurance
Seven-Pay Test
Taxation of Non-Qualified Annuities
Individually-Owned
Annuity Phase and the Exclusion Ratio
Distributions at Death
Taxation of individual Retirement Accounts (IRAs)
Traditional IRAs
Premature Distributions (including Taxation Issues)
Annuity Phase Benefit Payments
Values included in the Annuitant's Estate
Amounts Received By Beneficiary
Required Minimum Distributions
Roth IRAs
Contributions and Limits
Rollovers and Transfers (IRAs and Qualified Plans)
Section 1035 Exchanges
Qualified Plans 8% (5 items)
General Requirements
Federal Tax Considerations
Tax Advantages for Employers and Employees
Taxation of Distributions (Age-Related)
Plan Types, Characteristics, and Purchasers
Simplified Employee Pensions (SEPs)
SIMPLE Plans
Loans