

Alabama Department of Insurance
 Producer Examination Content Outline
 Life and Health Examinations

Description		Questions on Exam		
		L&H	Life	Health
Part I - General - Life and Health Insurance				
Chpt 1	Purpose of Insurance	8	8	6
	The Purpose of Life and Health Insurance; Dealing with Risk; The Law of Large Numbers; Insurance Company Structures; Domestic, Foreign and Alien Companies; Admitted and Nonadmitted Companies			
Chpt 2	Contract Law	11	10	7
	Introduction to the Law of Contracts; Contractual Terms and Concepts; Law of Agency; Powers of Producers			
Chpt 3	Underwriting and the Application	11	9	8
	Underwriting; Risk Classification; Premium Calculation; Mortality Risk Factors; Premium Mode; Conditional Receipt; Agent Responsibilities; Insurance Marketing Systems			
Total Part I - General - Life and Health Insurance		30	27	21
Part II - Life Insurance				
Chpt 4	Traditional Life Policies	11	18	0
	Term Life; Whole Life; Joint Life and Survivorship Life Policies; Modified Life and Graded Premium Whole Life			
Chpt 5	Flexible Feature Life Policies	3	5	0
	Adjustable Life; Universal Life; Variable Life and Variable Universal Life; Equity Indexed Life			
Chpt 6	Policy Provisions	15	22	0
	Entire Contract and Policyowner's Rights Clauses; Beneficiaries; Incontestable Clause; Misstatement of Age or Gender; Suicide Clause; Free Look; Grace Period; Reinstatement; Automatic Premium Loan; Assignment; Exclusions; Accelerated (Living) Benefit Options & Viatical Settlements			
Chpt 7	Policy Options	10	13	0
	Dividend Options; Nonforfeiture Options; Settlement Options			
Chpt 8	Policy Riders	5	8	0
	Waiver of Premium Rider; Disability Income Rider; Payor Rider; Accidental Death Rider; Guaranteed Insurability Rider; Term Riders; Other Insureds Rider; Cost of Living Rider			
Chpt 9	Annuities and Retirement Plans	5	6	0
	Annuity Basics; Fundamentals of Retirement Plans			
Chpt 10	Business and Group Life	4	6	0
	Business uses for Life Insurance; Group Life Insurance Characteristics			
Chpt 11	Social Security	2	2	0
	Purpose and Funding; Types of OASDI Benefits			
Total - Part II - Life Insurance		55	80	0

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Part III - Health Insurance				
Chpt 12	Health Foundations	10	0	12
	Health Insurance in General; Health Insurance Providers; Managed Care; High Deductible Plans; Flexible Spending Account; Common Provisions			
Chpt 13	Medical Expense Policies	7	0	9
	Major Medical Policies; Major Medical Claims; Medical Expense Policy Provisions			
Chpt 14	Disability Income Policies	6	0	10
	Disability Income Features; Unique Provisions; Business Uses; Riders; Income Replacement			
Chpt 15	Uniform Individual Health Policy Provisions Law	7	0	11
	Required Provisions; Optional Provisions			
Chpt 16	Group Health	5	0	7
	Group Health Generally; Group Health Provisions and Guidelines; Coordination of Benefits; Portability; COBRA; HIPAA			
Chpt 17	Medicare and Medicaid	3	0	4
	Medicare; Medicaid			
Chpt 18	Limited Health Insurance Policies	7	0	10
	Medicare Supplement Policies (MSP); Long Term Care Policies (LTC); Accidental Death & Dismemberment; Dread Disease and Critical Illness Policies; Miscellaneous Limited Benefit Policies			
	Total - Part III - Health Insurance	45	0	63
Part IV - Alabama Insurance Law				
Chpt 19	All Licensing Candidates	8	9	9
	Overview; Insurance Commissioner, Powers, Duties, Investigations, Hearings; Authorized Companies, Certificate Authority, etc.; Obtaining a Producer License; Keeping Your License; Continuing Education; Producer Appointment and Termination; Unfair Trade Practices Law; Other Prohibited Actions; Domestic Abuse Protection Act			
Chpt 20	Life Insurance Candidates	7	9	0
	Approval of Policies, Required Policy Provisions; Industrial Life Provisions; Nonforfeiture Laws; Life Insurance and Annuity Advertisements; Life Insurance Solicitations and Disclosures; Life Insurance Illustrations; Life and Annuity Replacement; Annuity Suitability and Disclosures; Minors and Insurance; Alabama Life and Disability Insurance Guaranty Association			
Chpt 21	Accident and Health (Disability) Insurance Candidates	5	0	7
	Individual Accident and Health Policies; Required Benefits of Certain Coverages in Alabama; Health Maintenance Organizations; General Accident and Health Plan Provisions; Medicare Supplement Insurance; Long Term Care Insurance			
	Total - Part IV - Alabama Insurance Law	20	18	16
	Total	150	125	100
	Maximum Time allowed to complete exam in minutes	180	150	120
	Minimum Correct for Passing Score	105	87	70

L&H = Combined Life & Health Exam
 Life = Life Only Exam
 Health = Health Only Exam
 Industry Advisory Committee review 8/8/2023