

Course Outline

Life and Accidental Death & Dismemberment (AD&D) Insurance *Two-Credit Course*

What Is Life Insurance?

- I. Introduction
- II. Term Life Insurance
- III. Potential Candidates for Term Insurance
- IV. Permanent Life Insurance
- V. Whole Life Insurance
- VI. Universal Life Insurance
- VII. Variable Life Insurance
- VIII. Return-of-Premium Life Insurance
- IX. Policy Provisions
- X. Policy Riders

Estimated Time to Complete: 30 minutes

Group and Business-Oriented Policies

- I. Group Life Insurance
- II. Group Term Life (GTL) Insurance
- III. GTL: Economies of Scale
- IV. GTL: Contributory vs. Noncontributory
- V. GTL: Conversion
- VI. GTL: Guaranteed Issue
- VII. Corporate-Owned Life Insurance (COLI)
- VIII. COLI: Key Person Insurance
- IX. COLI: Funding Deferred Compensation Plans
- X. COLI: Buy-Sell Agreements

Estimated Time to Complete: 30 minutes

Underwriting and Eligibility

- I. The Basics of Underwriting
- II. Information Gathered in Individual Underwriting
- III. Contestability Period for Individual Underwriting
- IV. How Determinations Are Made for Individual Underwriting
- V. GTL Underwriting
- VI. GTL Group Eligibility
- VII. Common Eligibility Requirements for Employees to Participate in GTL Insurance

Estimated Time to Complete: 30 minutes

Accidental Death and Dismemberment (AD&D) Insurance

- I. Principles of AD&D
- II. Dismemberment
- III. Special Benefits
- IV. Common Exclusions

Estimated Time to Complete: 20 minutes

Things to Consider

- I. Tax Implications for GTL: Carrying a Policy
- II. Tax Implications for GTL: Carrying Multiple Policies
- III. Tax Implications for GTL: Straddling Costs
- IV. Considerations for Individual Policies
- V. Voluntary GTL Insurance
- VI. Employer Considerations When Providing GTL Insurance as an Employee Benefit

Estimated Time to Complete: 30 minutes

NOTE: The estimated time to complete each lesson is based on word count and assumes uninterrupted consumption of the course. Actual time to complete each lesson can vary widely based on familiarity with the topics and other factors. Time required to complete the course final exam is not counted in these estimates.