DEPARTMENT OF LABOR AND REGULATION

DIVISION OF INSURANCE

REPLACEMENT AND LAPSE REPORTING FORM

Chapter 20:06:21

APPENDIX J

SEE: § 20:06:21:52

**Source:** 28 SDR 157, effective May 19, 2002.

**Long-Term Care Insurance**

**Replacement and Lapse Reporting Form**

*For the State of* \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ *For the Reporting Year of* \_\_\_\_\_\_\_\_\_\_

Company Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Due: June 30 annually

Company Address: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Company NAIC Number: \_\_\_\_\_\_\_\_\_

Contact Person: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Phone Number: (\_\_\_\_)\_\_\_\_\_\_\_\_\_\_\_

Instructions

The purpose of this form is to report on a statewide basis information regarding long-term care insurance policy replacements and lapses. Specifically, every insurer shall maintain records for each agent on that agent's amount of long-term care insurance replacement sales as a percent of the agent's total annual sales and the amount of lapses of long-term care insurance policies sold by the agent as a percent of the agent's total annual sales. The tables below should be used to report the ten percent (10%) of the insurer's agents with the greatest percentage of replacements and lapses.

**Listing of the 10% of Agents with the Greatest Percentage of Replacements**

|  |  |  |  |
| --- | --- | --- | --- |
| Agent's Name | Number of Policies Sold  By This Agent | Number of Policies  Replaced by This Agent | Number of Replacements As % of Number Sold By This Agent |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

**Listing of the 10% of Agents with the Greatest Percentage of Lapses**

|  |  |  |  |
| --- | --- | --- | --- |
| Agent's Name | Number of Policies Sold  By This Agent | Number of Policies  Lapsed By This Agent | Number of Lapses As % of Number Sold By This Agent |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

Company Totals

Percentage of Replacement Policies Sold to Total Annual Sales \_\_\_\_\_%

Percentage of Replacement Policies Sold to Policies in Force (as of the end of the preceding calendar year) \_\_\_\_\_%

Percentage of Lapsed Policies to Total Annual Sales \_\_\_\_\_%

Percentage of Lapsed Policies to Policies In Force (as of the end of the preceding calendar year) \_\_\_\_\_%