

ALABAMA DEPARTMENT OF INSURANCE  
ADMINISTRATIVE CODECHAPTER 482-1-091  
LONG TERM CARE INSURANCE482-1-091-AG      Appendix G Replacement And Lapse Reporting Form.

## Appendix G

## Replacement and Lapse Reporting Form

## Long-Term Care Insurance

## Replacement and Lapse Reporting Form

For the State of \_\_\_\_\_ For the Reporting  
Year of \_\_\_\_\_Company Name: \_\_\_\_\_ Due: June 30  
annuallyCompany 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 percentages 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 Replace Number Sold By
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**Listing of the 10% of Agents with the Greatest Percentage of Lapses**

Agent's Name		Number of Policies	Number of Lapses And
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	Number of Policies Sold By This Agent	Lapsed By This Agent	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) \_\_\_\_\_%

**Author:** Reyn Norman, Associate Counsel

**Statutory Authority:** Code of Ala. 1975, §§27-2-17, 27-19-100, et seq.

**History:** New: December 21, 2005; effective July 1, 2006. Filed with LRS December 21, 2005. Rule is not subject to the Alabama Administrative Procedure Act.