Market Conduct Annual Statement 2018 Data Year Filings

Life & Annuity Data Elements & Validation



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MCAS Resources

Visit the MCAS Web page at: https://www.naic.org/mcas_main.htm

- Important Dates
- Participation Requirements
- Frequently Asked Questions
- Reporting Blanks
- Data Call and Definitions
- MCAS User Guide
- CSV Data Upload Instructions

Remember

The filing deadline is **April 30, 2019**

Remember

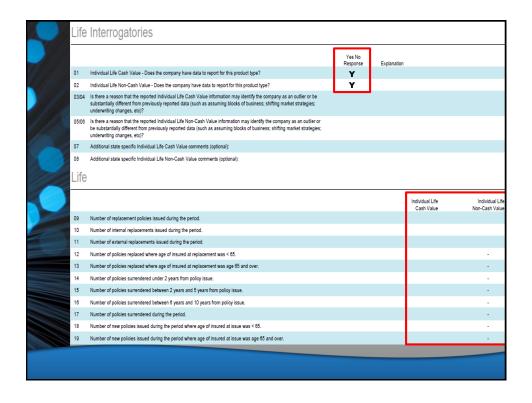
MCAS Threshold:

\$50,000 in direct written premium or considerations

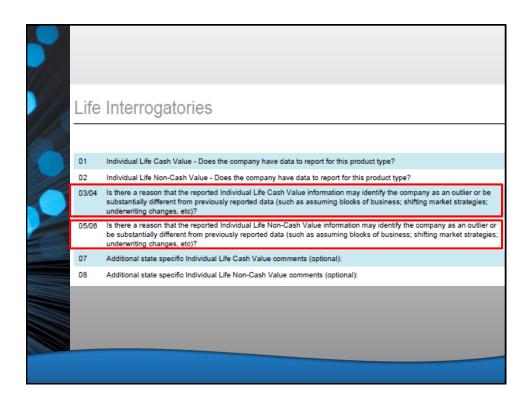
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11/1/2				
11	Life	Interrogatories		
			Yes No Response	Explanation
	01	Individual Life Cash Value - Does the company have data to report for this product type?		
	02	Individual Life Non-Cash Value - Does the company have data to report for this product type?		
	03/04	Is there a reason that the reported Individual Life Cash Value information may identify the company as an outlier or be substantially different from previously reported data (such as assuming blocks of business; shifting market strategies; underwriting changes, etc)?		
	05/06	is there a reason that the reported individual Life Non-Cash Value information may identify the company as an outlier or be substantially different from previously reported data (such as assuming blocks of business; shifting market strategies; underwriting changes, etc)?		
	07	Additional state specific Individual Life Cash Value comments (optional):		
	08	Additional state specific Individual Life Non-Cash Value comments (optional):		

L L	e Interrogatories					
			Yes No Response	Explanation		
01	Individual Life Cash Value - Does the company have data to report for this prod	uct type?				
02	Individual Life Non-Cash Value - Does the company have data to report for this	product type?				
03/	Is there a reason that the reported Individual Life Cash Value information may in substantially different from previously reported data (such as assuming blocks of underwriting changes, etc)?					
05	3 Is there a reason that the reported Individual Life Non-Cash Value information n be substantially different from previously reported data (such as assuming block underwriting changes, etc)?					
07	Additional state specific Individual Life Cash Value comments (optional):					
os Li	Additional state specific Individual Life Non-Cash Value comments (optional):					
					Individual Life Cash Value	Indivi Non-Cas
09	Number of replacement policies issued during the period.					
10	Number of internal replacements issued during the period.					
11	Number of external replacements issued during the period.					
12	Number of policies replaced where age of insured at replacement was < 85.					
13	Number of policies replaced where age of insured at replacement was age 65 a	and over.				

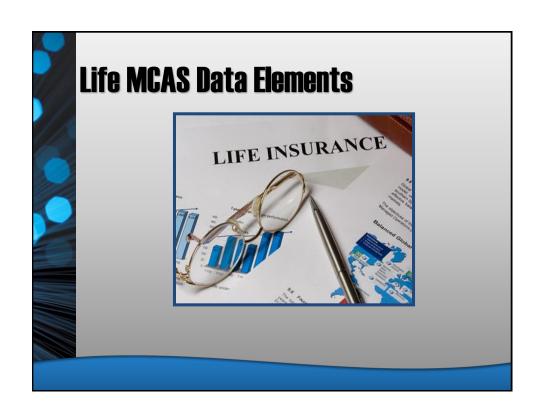
102 Individual Life Non-Cash Value - Does the company have data to report for this product type? 103:04 Is there a reason that the reported Individual Life Cash Value information may identify the company as an outlier or be substantially different from previously reported data (such as assuming blocks of business; shifting market strategies; underwriting changes, etc)? 105:08 Is there a reason that the reported Individual Life Non-Cash Value information may identify the company as an outlier or be substantially different from previously reported data (such as assuming blocks of business; shifting market strategies; underwriting changes, etc)? 107 Additional state specific Individual Life Cash Value comments (optional): 108 Additional state specific Individual Life Cash Value comments (optional): 109 Number of replacement policies issued during the period. 110 Number of internal replacements issued during the period. 111 Number of external replacements issued during the period. 112 Number of policies replaced where age of insured at replacement was < 85.			Explanation	
13/04 Is there a reason that the reported Individual Life Cash Value information may identify the company as an outlier or be substantially different from previously reported data (such as assuming blocks of business; shifting market strategies; underwriting changes, etc)? 15/06 Is there a reason that the reported Individual Life Non-Cash Value information may identify the company as an outlier or be substantially different from previously reported data (such as assuming blocks of business; shifting market strategies; underwriting changes, etc)? 17	01	Individual Life Cash Value - Does the company have data to report for this product type?		
substantially different from previously reported data (such as assuming blocks of business; shifting market strategies; underwriting changes, etc)? 0508 Is there a reason that the reported Individual Life Non-Cash Value information may identify the company as an outlier or be substantially different from previously reported data (such as assuming blocks of business; shifting market strategies; underwriting changes, etc)? 07 Additional state specific Individual Life Cash Value comments (optional): Life Individual Life Individual Life Individual Life Non-Cash Value comments (optional): Non-Cash Value N	02	Individual Life Non-Cash Value - Does the company have data to report for this product type?		
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10 Number of internal replacements issued during the period. 11 Number of external replacements issued during the period. 12 Number of policies replaced where age of insured at replacement was < 65.				
11 Number of external replacements issued during the period. 12 Number of policies replaced where age of insured at replacement was < 85.			Casil Value	
12 Number of policies replaced where age of insured at replacement was < 85.	09	Number of replacement policies issued during the period.	Casil Value	
			Cash value	
13 Number of policies replaced where age of insured at replacement was age 65 and over.	10	Number of internal replacements issued during the period.	Vasii Value	
	10 11	Number of internal replacements issued during the period. Number of external replacements issued during the period.	Casil value	
	10 11 12	Number of internal replacements issued during the period. Number of external replacements issued during the period. Number of policies replaced where age of insured at replacement was < 65.	Cash Yalue	



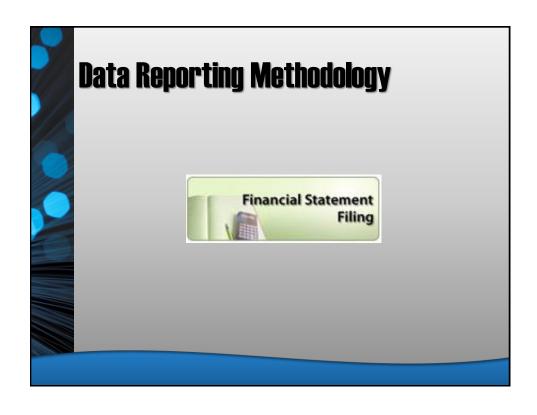
		Yes No Response	Explanation		
01	Individual Life Cash Value - Does the company have data to report for this product type?	Υ			
02	Individual Life Non-Cash Value - Does the company have data to report for this product type?	N			
03	4 Is there a reason that the reported Individual Life Cash Value information may identify the company as an outlier or be substantially different from previously reported data (such as assuming blocks of business; shifting market strategies; underwriting planness, etc)?				
08	16 Is there a reason that the reported individual Life Non-Cash Value information may identify the company as an outlier or be substantially different from previously reported data (such as assuming blocks of business; shifting market strategies; underwriting panages, etc)?				
07	Additional state specific Individual Life Cash Value comments (optional):				
08	Additional state specific Individual Life Non-Cash Value comments (optional):				
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				dividual Life Cash Value	Individua Non-Cash V
09	Number of replacement policies issued during the period.				
10	Number of internal replacements issued during the period.				
11	Number of external replacements issued during the period.				
12	Number of policies replaced where age of insured at replacement was < 65.				
13	Number of policies replaced where age of insured at replacement was age 65 and over.				
14	Number of policies surrendered under 2 years from policy issue.				
	Number of policies surrendered between 2 years and 5 years from policy issue.				
15	Number of policies surrendered between θ years and 10 years from policy issue.				
18					-
	Number of policies surrendered during the period.				-
16	Number of policies sumendered during the period. Number of new policies issued during the period where age of insured at issue was < 65. Number of new policies issued during the period where age of insured at issue was age 65 and over.				



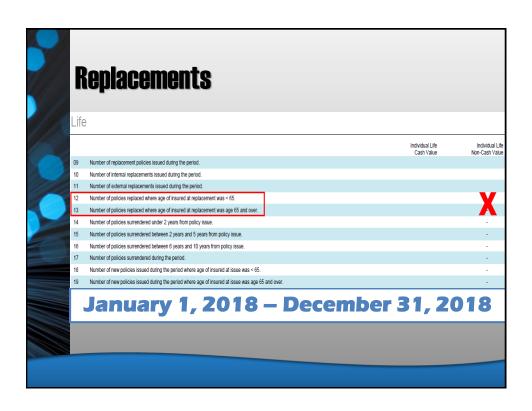




Market Conduct Data Life Policies Individual Life Cash Value Individual Life Non-Cash Value Do not include Accidental Death and Dismemberment policies



	R	eplacements		
1/1	_ife			
			Individual Life Cash Value	Individual Non-Cash V
	09	Number of replacement policies issued during the period.		
	10	Number of internal replacements issued during the period.		
	11	Number of external replacements issued during the period.		
	12	Number of policies replaced where age of insured at replacement was < 65.		
	13	Number of policies replaced where age of insured at replacement was age 65 and over.		
ALC: NO.	14	Number of policies surrendered under 2 years from policy issue.		
	15	Number of policies surrendered between 2 years and 5 years from policy issue.		
1	16	Number of policies surrendered between 6 years and 10 years from policy issue.		
	17	Number of policies surrendered during the period.		-
	18	Number of new policies issued during the period where age of insured at issue was < 65.		-
	19	January 1, 2018 — December	r 31, 2 (018
	_			



Replacement Policy

A policy and/or annuity contract application received by your company that is intended to replace an existing policy and/or annuity contract according to each states definition of a replacement. This may include both external and internal replacements according to each state's replacement law.

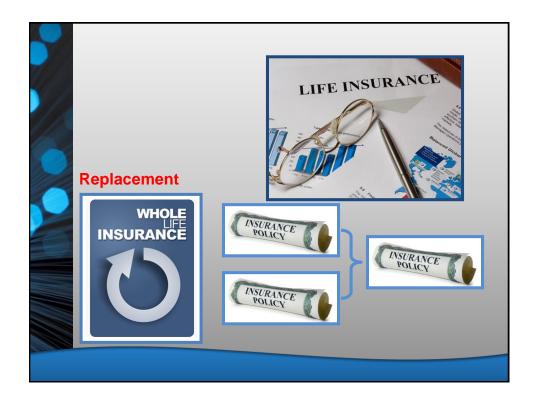
Life & Annuities Data Call & Definitions

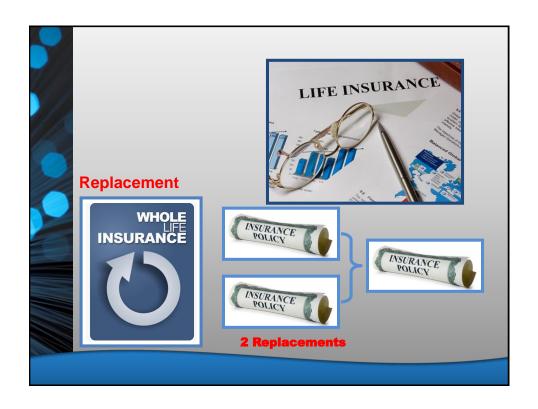
Replacements Include:

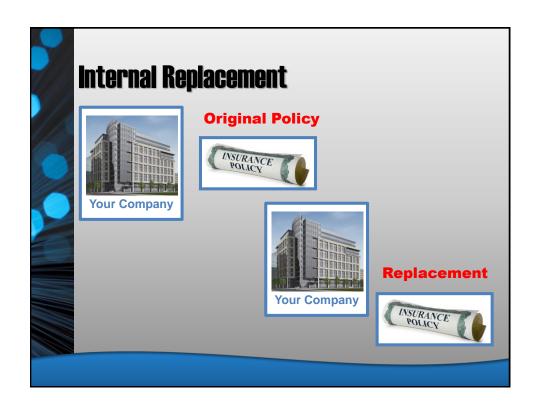
- loan purchases, if the original policy is surrendered,
- surrenders, if a replacement policy is issued in conjunction with the surrender
- > 1035 exchanges

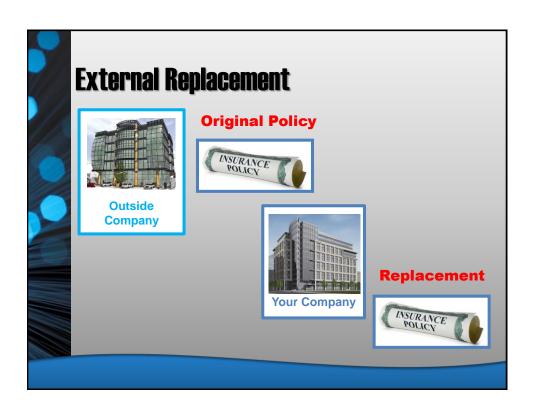
Replacements Do Not Include:

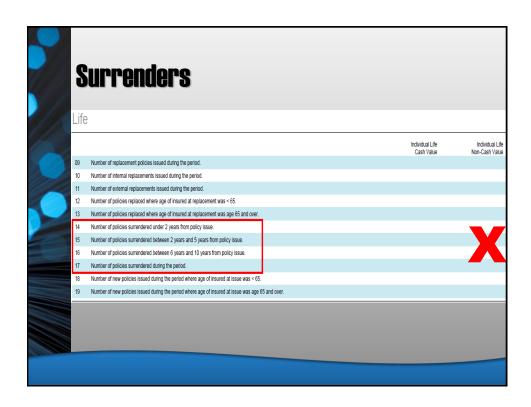
- policy conversions
- exchanges of a group policy for an individual policy





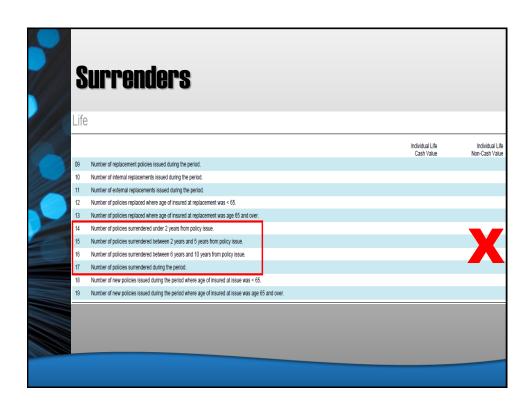


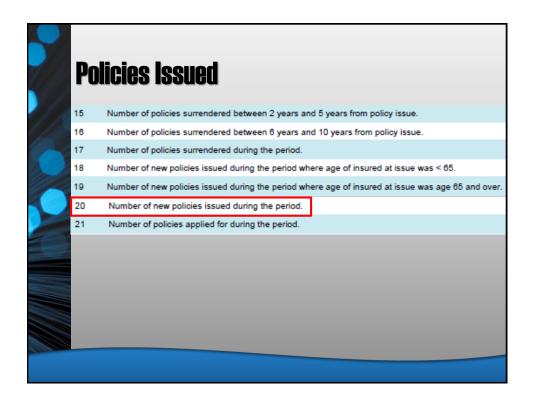


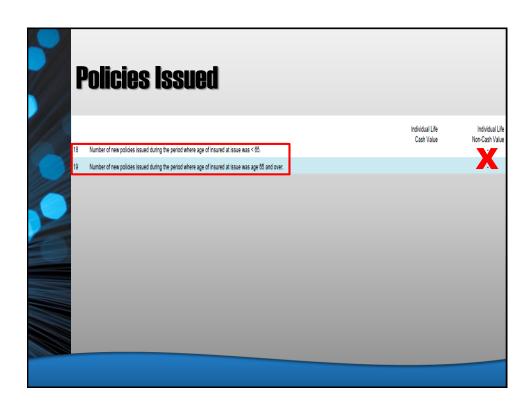


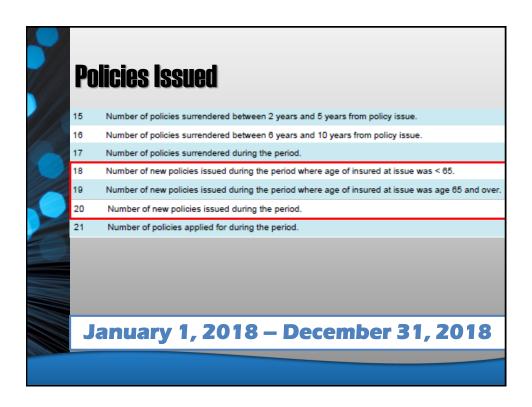


Life & Annuities Data Call & Definitions Surrenders Do Not Include: Life Insurance policies or annuity contracts not taken or cancelled during the free look period For annuities, systematic withdrawals and partial withdrawals









Policies Issued

- Joint policies Use the age of the oldest insured when reporting policies issued broken out by age
- Internal and External replacements should be reported as new policies/contracts issued during the reporting period, as well as reported in the numbers of internal and external replacements.

Policies Applied For Life Number of new policies issued during the period. 21 Number of policies applied for during the period. 22 Number of free looks during the period. 23 Number of policies in force at the end of the period. 24 Dollar amount of direct written premium during the period. 25 Face amount of insurance issued during the period. 26 Face amount of insurance in force at the end of the period. 27 Number of complaints received directly from any person or entity other than the DOI.

Policies/Contracts Applied For

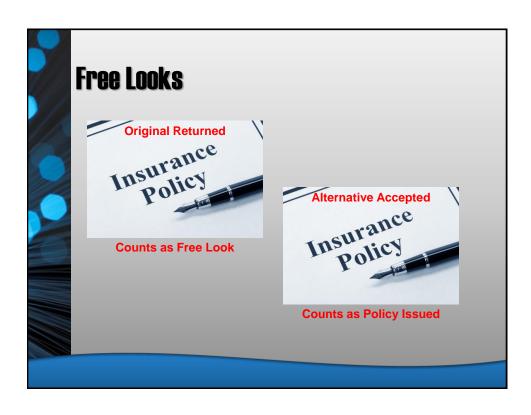
Applications for life insurance or annuities that are submitted to the company which have or will result in a formal offer of an insurance or annuity contract or a formal declination of the application by the company. Applications that are declined by a broker-dealer or producer and never reviewed by the company are not included in this count.

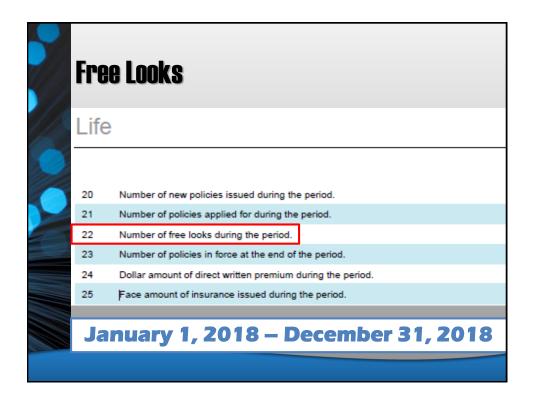
Free Looks Life Number of new policies issued during the period. 21 Number of policies applied for during the period. 22 Number of free looks during the period. 23 Number of policies in force at the end of the period. 24 Dollar amount of direct written premium during the period. 25 Face amount of insurance issued during the period. 26 Face amount of insurance in force at the end of the period. 27 Number of complaints received directly from any person or entity other than the DOI.

Free Look

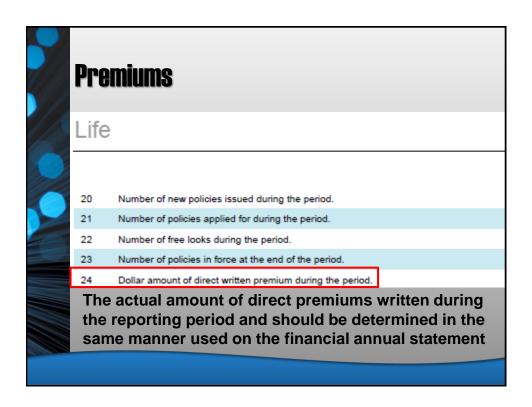
A set number of days provided in an insurance or annuity contract that allows time for the purchaser to review the contract provisions with the right to return the contract for a full refund of all monies paid. Report the number of policies or contracts that were returned by the owner under the free look provision during the period, regardless of the original issuance date.

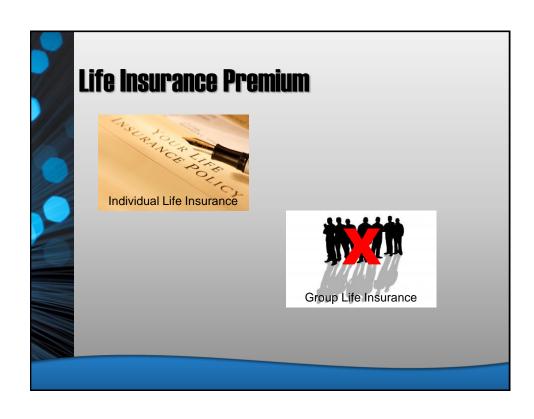


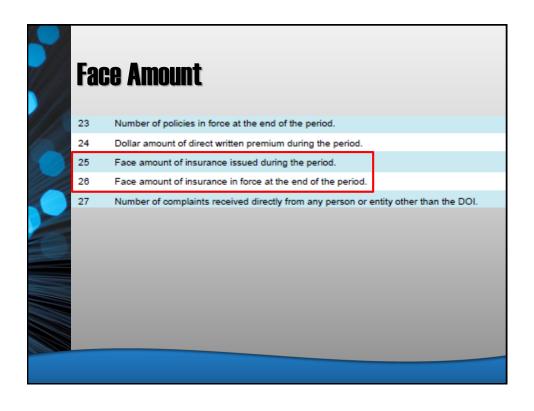




Poli	cies in Force
Life	
20	Number of new policies issued during the period.
21	Number of policies applied for during the period.
22	Number of free looks during the period.
23	Number of policies in force at the end of the period.
24	Dollar amount of direct written premium during the period.
25	Face amount of insurance issued during the period.
End	d of Reporting Period December 31, 2018











Complaint

Any written communication that expresses dissatisfaction with a specific person or entity subject to regulation under the state's insurance laws. An oral communication, which is subsequently converted to a written form in order to be analyzed and acted upon, will meet the definition of a complaint for this purpose.

Life & Annuities Data Call & Definitions

Complaints Include:

- Any complaint regardless of the subject of the complaint (claims, underwriting, marketing, etc.
- Complaints received from third parties

Number of death claims closed with payment, during the period, within 30 days from the date the claim was received (Include claims where the final decision was payment in full, and was made within 30 days from when the claim was received) Number of death claims closed with payment, during the period, within 31-60 days from the date the claim was received (Include claims where the final decision was payment in full, and full payment was made within 60 days from when the claim Number of death claims closed with payment, during the period, beyond 60 days from the date the claim was received (Include claims where the final decision was payment in full, and full payment was NOT made within 60 days from when the claim was received) 31 Number of death claims closed with payment, during the period, within 30 days from the date of due proof of loss (Include claims where the final decision was payment in full, and full payment was made within 30 days from when the date of due proof of loss occurred) Number of death claims closed with payment, during the period, within 31-60 days from the date of due proof of loss (Include claims where the final decision was payment in full, and full payment was made 31-60 days from when the date of due proof of 33 Number of death claims closed with payment, during the period, beyond 60 days from the date of due proof of loss (Include claims where the final decision was payment in full, and full payment was NOT made within 60 days from the date of due proof Number of death claims denied, resisted or compromised during the period. 35 Number of death claims closed with payment during the period, which occurred within the contestability period. 36 Number of death claims denied during the period, which occurred within the contestability period. 37 Number of death claims received during the period.

Claims Number of death claims closed with payment, during the period, within 30 days from the claims where the final decision was payment in full, and was made within 30 days from wh Number of death claims closed with payment, during the period, within 31-60 days from the date the claim was received (Include claims where the final decision was payment in full, and full payment was made within 60 days from when the claim 30 Number of death claims closed with payment, during the period, beyond 60 days from the date the claim was received (Include claims where the final decision was payment in full, and full payment was NOT made within 60 days from when the claim was received) Number of death claims closed with payment, during the period, within 30 days from the date of due proof of loss (Include claims where the final decision was payment in full, and full payment was made within 30 days from when the date of due proof of loss occurred) Number of death claims closed with payment, during the period, within 31-60 days from the date of due proof of loss (Include claims where the final decision was payment in full, and full payment was made 31-60 days from when the date of due proof of 33 Number of death claims closed with payment, during the period, beyond 60 days from the date of due proof of loss (Include claims where the final decision was payment in full, and full payment was NOT made within 60 days from the date of due proof of loss occurred) Number of death claims denied, resisted or compromised during the period. 35 Number of death claims closed with payment during the period, which occurred within the contestability period. Number of death claims denied during the period, which occurred within the contestability period. 37 Number of death claims received during the period.

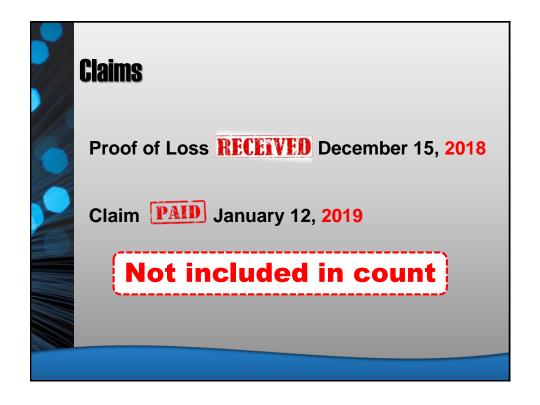
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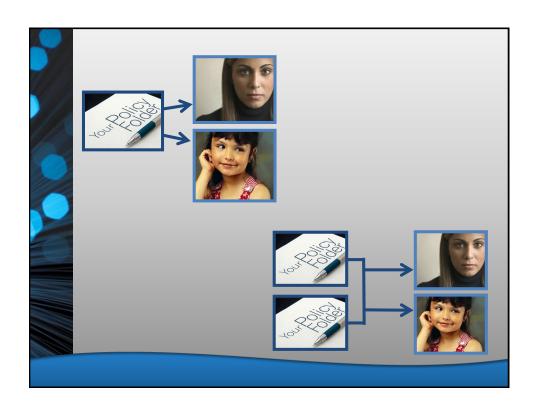
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Claims Proof of Loss RECEIVED December 15, 2017 Claim PAID January 12, 2018

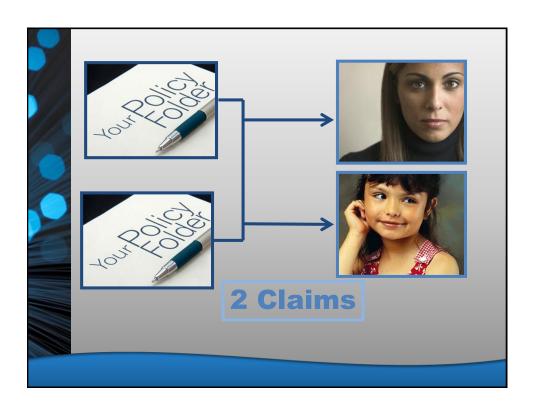


Claims Proof of Loss RECEIVED December 15, 2018 Claim PAID January 12, 2019



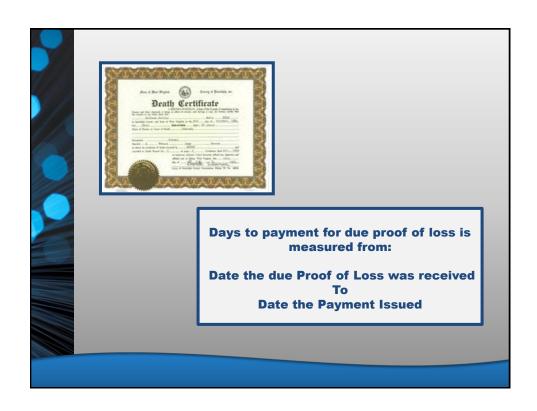


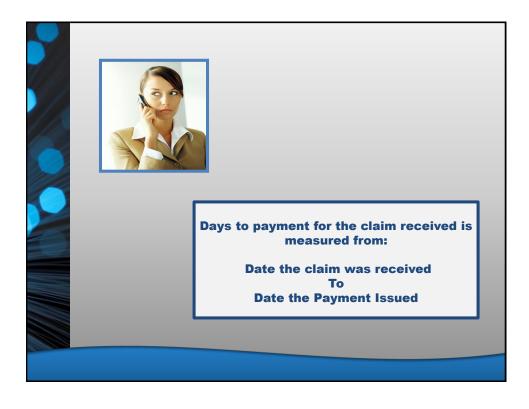


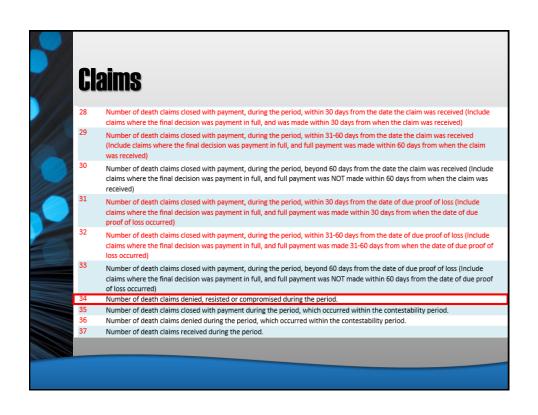




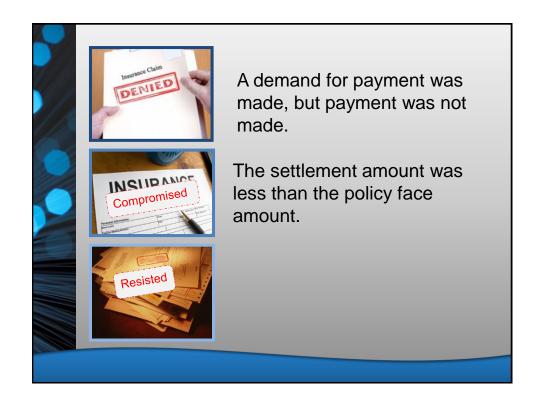


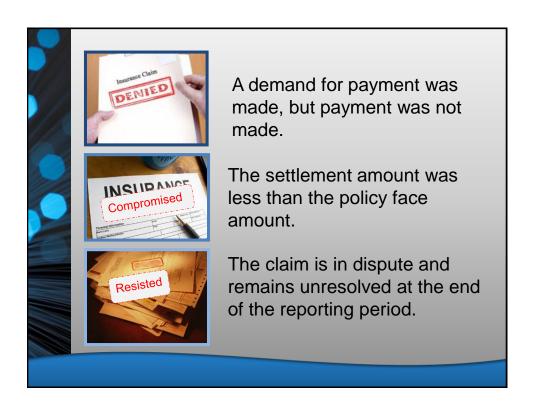


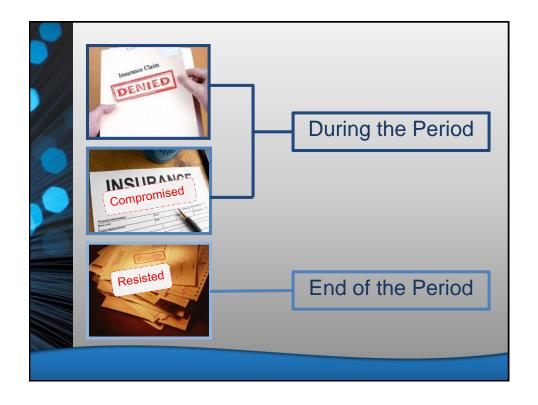










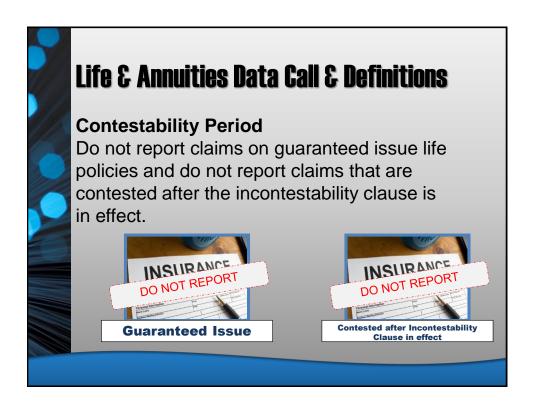


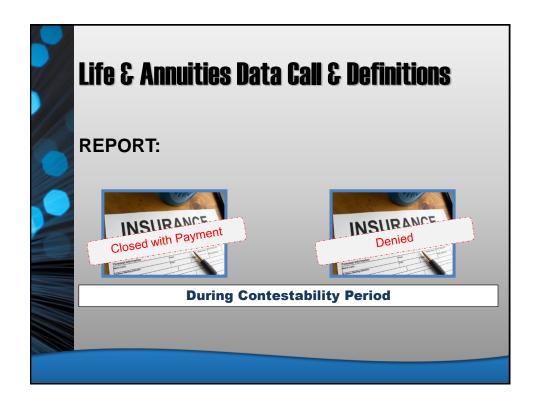
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Life & Annuities Data Call & Definitions

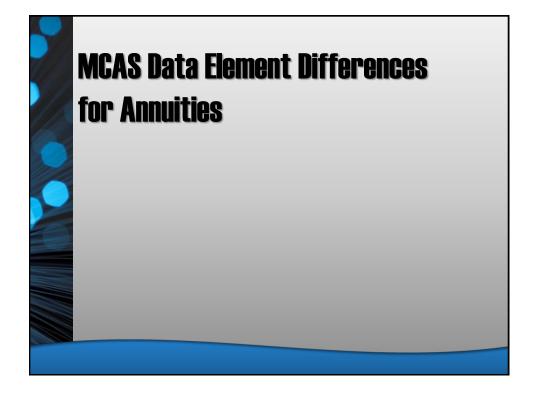
Contestability Period

The contestability period is the period of time before a policy's incontestability clause becomes effective. During this period, a company may contest a claim based upon material misrepresentation or concealment during the policy application process. The contestability period is usually 2 years.





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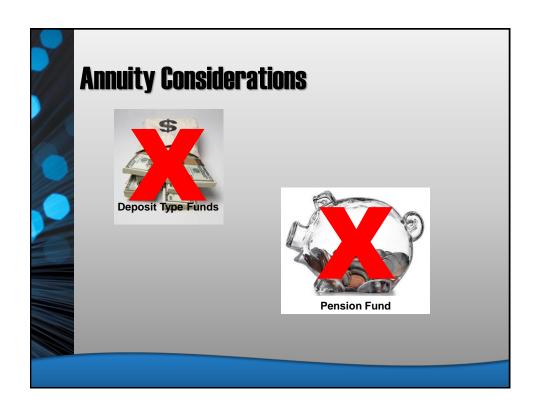
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9 Number of replacement contracts issued during the period. 0 Number of internal replacement contracts issued during the period.	
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Number of external replacement contracts issued during the period. Number of contracts replaced where age of annuitant at replacement was < 65.	
Number of contracts replaced where age of annuitant at replacement was < 65. Number of contracts replaced where age of annuitant at replacement was 65 to 80.	
Number of contracts replaced where age of annuitant at replacement was 5 to 50. Number of contracts replaced where age of annuitant at replacement was > 80.	
Number of new immediate contracts issued during the period.	
6 Number of new deferred contracts issued during the period where age of annuitant was < 65.	
7 Number of new deferred contracts issued during the period where age of annuitant was 65 to 80.	
Number of new deferred contracts issued during the period where age of annuitant was > 80.	
9 Number of new deferred contracts issued during the period.	

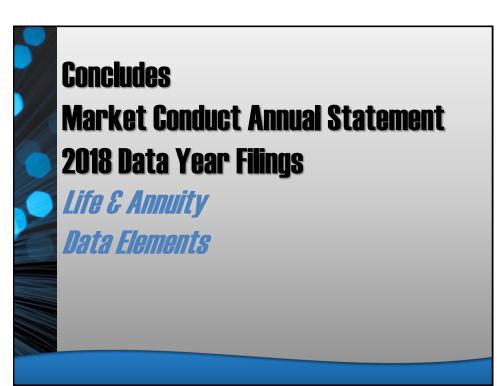


Annuity Considerations

Funds deposited to or used to purchase annuity contracts issued by the company.

- ➤ Do not report "Other Considerations" or "Deposit-Type Contract" considerations.
- MCAS requires that you report only allocated considerations on contracts that have a mortality or morbidity risk.







Validation and Review



MCAS Validations are data checks programmed within the MCAS data submission application.

- Errors Some validations are considered to be Errors and must be corrected before submission of data is allowed.
- Warnings Other validations are considered to be Warnings. Filings containing Warnings can be successfully submitted.

MCAS Validation Warnings

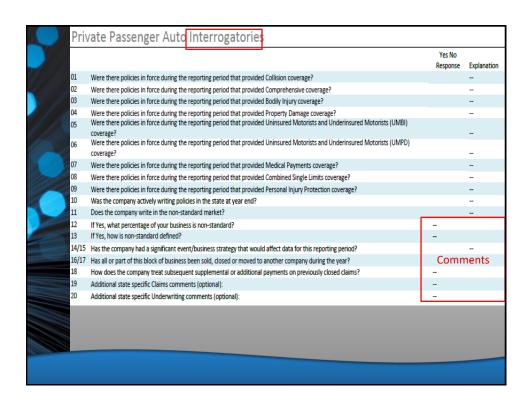
- MCAS Validations assist insurers in the review of their data within the MCAS application to ensure their data is accurate and entered as intended.
- MCAS Validations assist state insurance regulators and NAIC staff in reviewing submitted MCAS data.

MCAS Validation Warnings

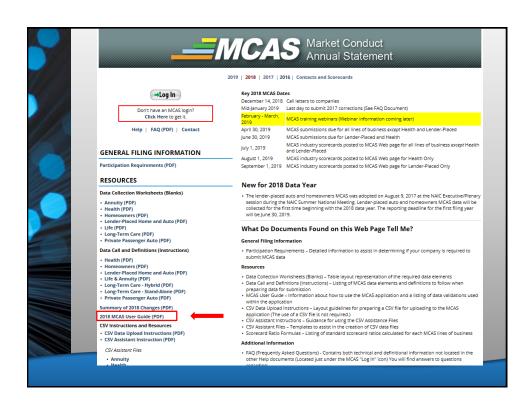
It is understood that some validation warning failures may be generated on accurate data that is the result of valid circumstances.



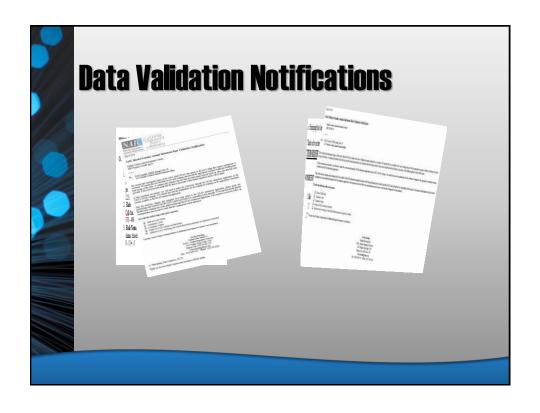
Filing Matrix for	Company	- 2018			
	Company	2010			
Alaska				4	Total Warnings: 4)
	STATUS	WARNINGS	ERRORS	WAIVER	EXTENSI
Homeowners	Filed	4	0	WATER .	Entertain
California					
	STATUS	WARNINGS	ERRORS	WAIVER	EXTENSI
Lender-Placed Insurance	Filed	0	0		
Maryland					
	STATUS	WARNINGS	ERRORS	WAIVER	EXTENS
Lender-Placed Insurance	Filed	0	0		

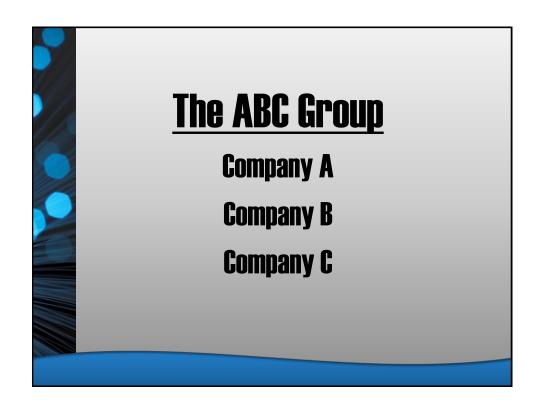


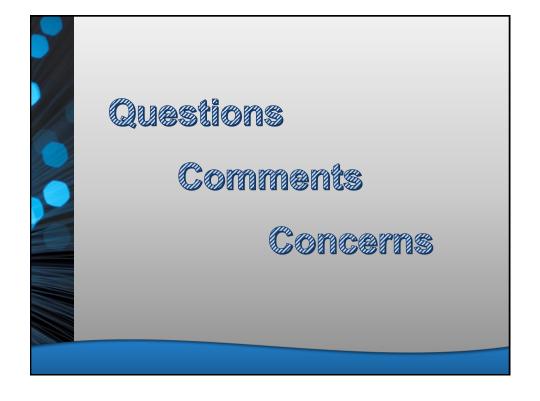
	uthorized to submi		Conduct Annual State	ment on behal	f of the named c	ompany and t
2. I am kn	nowledgeable of th	ne information	required to be provide	ded in the Mar	ket Conduct Ann	ual Statemen
	company and hav best of my knowle		s filing; f, this filing represent:	s a full and acc	urate statement	of the inform
require	ed to be provided i	n the Market (Conduct Annual State	ment pursuan	t to the applicabl	e instructions
			partment(s) receiving on if the data submit			•
	naterially false, mis			ted in the MCA	is in accurate, ii	ricomplete, or
			urately trace the data		o its source withi	n the compar
if neces	ssary recreate the	MCAS results	as reported in this fili	ng.		
□ I Attest	First name	MI	Last name	Suffix	Title	Clear
□ I Attest	First name	MI	Last name	Suffix	Title	Clear
NOTE: The co	mnany must nrow	ide the name t	for at least two individ	duals who are	able to attest the	at the criteria
			ill accuracy of the MC			
			ommend that one pe esponsible individual i			
			e a responsible IT pe		_	
the filing.						
Overall com	ments for the filin	g year 2018				











Concludes Market Conduct Annual Statement 2018 Data Year Filings

Validation and Review