**Section 2012.EXHIBIT K Replacement and Lapse Reporting Form**

Long-Term Care Insurance

Replacement and Lapse Reporting Form

|  |  |
| --- | --- |
| For the State of |  |
| 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 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 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) |  | % |
|  |

(Source: Added at 32 Ill. Reg. 7600, effective May 5, 2008)