**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 lapse 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**

<table>
<thead>
<tr>
<th>Agent’s Name</th>
<th>Number of Policies Sold by This Agent</th>
<th>Number of Policies Replaced by This Agent</th>
<th>Number of Replacements as % of Number Sold by This Agent</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Agent’s Name</th>
<th>Number of Policies Sold by This Agent</th>
<th>Number of Policies Lapsed by This Agent</th>
<th>Number of Lapses as % of Number Sold by This Agent</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**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 Sold to Total Annual Sales ____%  
Percentage of Lapsed Policies Sold to Policies In Force (as of the end of the Preceding Calendar Year) ____%