Long-Term Care Insurance
Replacement and Lapse Reporting Form

For the State of _________________________ For the Reporting Year of ________________
Due:    June 30 annually

Company Name:  ____________________________________________  Company NAIC Number:  ______________
Company Address:    ___________________________________________________________ City___________________ State_____ Zip_______
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

<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>
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</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>
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</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 to Total Annual Sales ____ %
Percentage of Lapsed Policies to Policies In Force (as of the end of the preceding calendar year) ____ %