

# EDUCATION COMMITTEE OF THE SOCIETY OF ACTUARIES (SOA)

## INTRODUCTORY STUDY NOTE

**EXAM SESSION:** FALL 2021

**EXAM:** INDIVIDUAL LIFE AND ANNUITIES—LIFE PRODUCT MANAGEMENT

**DATE:** Wednesday, November 10, 2021; Time scheduled with Prometric Test Center

1. The examination will consist of five hours and 15 minutes of written-answer questions worth 100 points.
2. The following link shows a recommended FSA module/exam sequence for each track:  
<http://www.soa.org/Education/Exam-Req/edu-new-fsa-recommended.aspx>  

This order is NOT mandated. Each candidate will determine the appropriate sequence based on factors including readiness to sit for an exam, exam administration schedules, or study time available. However, the Education committees believe that these recommendations provide the most effective guide for candidate success. An examination/module may assume familiarity with material that is covered in any requirement that is recommended to come before that examination or module.
3. The Syllabus material includes textbooks, online readings, and the study notes listed in the Appendix. The Appendix also may contain additional important information regarding this exam. A complete listing of the Syllabus and Learning Objectives is located in this exam's home page on the SOA Web site. Study notes listed with an asterisk (\*) will also be included in the Revision set of study notes.
4. Several book distributors carry some or all of the textbooks for the Society of Actuaries exams. A list appears on the SOA Web site: <http://www.soa.org/education/exam-req/resources/edu-txt-manuals.aspx>.
5. Any changes in the Syllabus for this exam will be published under "Updates" in this exam's home page on the SOA Web site.
6. Past exams, solutions and case studies are available at: <http://www.soa.org/education/exam-req/syllabus-study-materials/edu-multiple-choice-exam.aspx>
7. A case study will not be used for this examination.
8. The candidate should be very familiar with the Learning Objectives. These Learning Objectives are the first ingredient in developing the syllabus and also guide the examination committee when writing questions. The Learning Objectives set out the cognitive level needed to pass this exam. You will notice that the candidates are expected to "analyze," "explain," "calculate," "describe," "apply," etc. While studying the syllabus material, candidates may want to refer back to the Learning Objectives to remain focused on the goals of the exam.

9. The examination questions for this exam will be based on the required readings for this exam. If a conflict exists (in definitions, terminology, etc.) between the readings for this exam and the readings for other exams, the questions should be answered on the basis of the readings for this exam.
10. Candidates may ONLY use these battery or solar-powered Texas Instruments models: BA-35, BA II Plus\*, BAII Plus Professional\*, TI-30Xa, TI-30X II\* (IIS solar or IIB battery), and TI-30X MultiView\* (XS solar or XB battery). Candidates may use more than one of the approved calculators during the examination.

Calculator instructions may not be brought into the exam room. During the exam, the calculator must be removed from its carrying case so the supervisor can confirm that it is an approved model. Candidates using a calculator other than the approved models will have their exams disqualified.

Candidates can purchase calculators directly from: Texas Instruments, Attn: Order Entry, PO Box 650311, Mail Station 3962, Dallas, TX 75265, phone 800/842-2737 or <http://epsstore.ti.com>.

*\*The memory of the **BA II Plus, BA II Plus Professional, TI-30X II and TI-30X MultiView** calculators will need to be cleared by the examination supervisor upon the candidate's entrance to the examination room.*

11. A list of various seminars/workshops and study manuals appears on the SOA Web site <http://www.soa.org/education/exam-reg/resources/edu-sem-workshops.aspx> and <http://www.soa.org/education/exam-reg/resources/edu-txt-manuals.aspx>. These seminars/workshops and study manuals do not reflect any official interpretation, opinion, or endorsement of the Society of Actuaries or its Education Committee.

Please note that the Education Committee expects candidates to read the material cited in the *Syllabus* and to use other material as a complement to the primary sources rather than a substitution for them.

12. The Society of Actuaries provides study notes to persons preparing for this examination. They are intended to acquaint candidates with some of the theoretical and practical considerations involved in the various subjects. While varying opinions are presented where appropriate, limits on the length of the material and other considerations sometimes prevent the inclusion of all possible opinions. These study notes do not, however, represent any official opinion, interpretation or endorsement of the Society of Actuaries. The Society is grateful to the authors for their contributions in preparing study notes.

The American Academy of Actuaries, the Canadian Institute of Actuaries, the Conference of Consulting Actuaries, and the Society of Actuaries jointly sponsor various examinations administered by the Society of Actuaries.

## APPENDIX

Study notes for this exam

Code	Title	Former Code
LPM-107-07	Experience Assumptions for Individual Life Insurance and Annuities	LP-107-07
LPM-110-07	Policyholder Dividends	LP-110-07
LPM-113-09	The Economics of Insurance—How Insurers Create Value for Shareholders	LP-113-09
LPM-121-13	Life Insurance and Annuity Nonforfeiture Practices	LP-121-13
LPM-133-16	Testing for Adverse Selection in Life Settlements: The Secondary Market for Life Insurance Policies	LP-133-16
LPM-134-15	Digital Distribution in Insurance: A Quite Revolution	LP-134-15
LPM-142-16	Malcolm Life Enhances Its Variable Annuities	LP-142-16
LPM-147-17	Life Insurance: Focusing on the Consumer	LP-147-17
LPM-148-19	Chapter 9 of <i>Life Insurance Products and Finance</i>	
LPM-149-19	Chapter 11, pages 499-502 of <i>Life Insurance Products and Finance</i>	
LPM-150-19	Tax Reform Impacts on Life Insurance Pricing and Profitability	
LPM-151-19	Term Life: Understanding Post-Level Experience	
LPM-152-19	Field Notes: Lapse Supported Insurance	
LPM-153-19	Life In-Force Management: Improving Consumer Value and Long-Term Profitability	
LPM-154-19	Introduction to Source of Earning Analysis	
LPM-155-19	Understanding Profitability in Life Insurance	
LPM-156-19	The Impact of Stochastic Volatility on Pricing, Hedging, and Hedge Efficiency of Withdrawal Benefit Guarantees in Variable Annuities	
LPM-157-19	Diversification of Longevity and Mortality Risk	
LPM-159-19	New York State Department of Financial Services: 11 NYCRR 48 (Insurance Regulation 210)	
LPM-160-19	Strategic Reinsurance and Insurance: The Increasing Trend of Customised Solutions	
LPM-161-19	High-Yield Bond Market Primer	
LPM-162-19	Liquidity Risk Management—Best Risk Management Practices	
LPM-163-19	Managing Your Advisor: A guide to Getting the Most out of the Portfolio Management Process	
LPM-164-21*	Chapter 7.2–7.5 & 7A of <i>Derivatives Markets</i> , Third Edition	

<b>Code</b>	<b>Title</b>	<b>Former Code</b>
LPM-165-20	Life Products and Features	
LPM-166-20	Annuity Products and Features	
LPM-167-20	TransUnion's TrueRisk <sup>®</sup> Life—Creation and Validation of the Industry's Leading Credit-Based Insurance Score	
LPM-168-20	LexisNexis <sup>®</sup> Risk Classifier—Stratifying Mortality Risk Using Alternative Data Sources	
LPM-169-20	Secured Overnight Financing Rate (SOFR)?	
LPM-170-20	LIBOR's Demise and a \$200 Trillion	
LPM-171-21*	Excerpts from Chapter 12 and 18 of <i>Statutory Valuation of Individual Life and Annuity Contracts</i> , Fifth Edition	