

## **11 NCAC 12 .1021        REPORTING**

Each insurer shall on a statewide basis:

- (1) Maintain records for each agent of that agent's amount of replacement sales as a percent of the agent's total annual sales.
- (2) Maintain records of the amount of lapses of long-term care insurance policies sold by agents as a percent of the agent's total annual sales.
- (3) Report annually by June 30th the 10 percent of its agents with the greatest percentages of lapses and replacements.
- (4) Report annually by June 30th the number of lapsed policies as a percent of its total annual sales and as a percent of its total number of policies in force as of the end of the preceding calendar year.
- (5) Report annually by June 30th the number of replacement policies sold as a percent of its total annual sales and as a percent of its total number of policies in force as of the end of the preceding calendar year.

*History Note: Authority G.S. 58-2-40(1); 58-55-30(a); 58-2-195(a);  
Eff. December 1, 1992;  
Pursuant to G.S. 150B-21.3A, rule is necessary without substantive public interest Eff. May 1,  
2018.*