

EDUCATION COMMITTEE OF THE SOCIETY OF ACTUARIES (SOA)

INTRODUCTORY STUDY NOTE

EXAM SESSION: FALL 2024

EXAM: INDIVIDUAL LIFE AND ANNUITIES—LIFE PRODUCT MANAGEMENT

DATE: Wednesday, November 6, 2024; Time scheduled with Prometric Test Center

1. The examination will consist of three hours of written-answer questions worth 60 points.
2. The SOA has established a [recommended order for each fellowship track](#).

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.
5. Any changes to the syllabus after it is posted will be published on this exam's study page of the SOA Web site.
6. [Past exams, solutions and case studies](#) are available on the SOA Website.
7. A case study will be used as a basis for some questions on the examination. Be sure to answer the questions asked by referring to the case study. For example, if asked for advantages of a particular plan design to a company referenced in the case study, limit your response to the specifics for that company. Other advantages should not be listed as they are extraneous to the question and will result in no additional credit. Further, if they conflict with the applicable advantages, no credit will be given. Candidates are advised to familiarize themselves with the case study. An electronic copy will be included with the exam. Candidates will not be allowed to bring their study note copy of the case study into the examination room.
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.

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. 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
LPM-107-07	Experience Assumptions for Individual Life Insurance and Annuities
LPM-113-09	The Economics of Insurance—How Insurers Create Value for Shareholders
LPM-121-13	Life Insurance and Annuity Nonforfeiture Practices
LPM-142-16	Malcolm Life Enhances Its Variable Annuities
LPM-147-17	Life Insurance: Focusing on the Consumer
LPM-148-19	Chapter 9 of <i>Life Insurance Products and Finance</i>
LPM-149-22	Chapter 11, pages 499-512 of <i>Life Insurance Products and Finance</i>
LPM-152-19	Field Notes: Lapse Supported Insurance
LPM-153-19	Life In-Force Management: Improving Consumer Value and Long-Term Profitability
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-160-19	Strategic Reinsurance and Insurance: The Increasing Trend of Customized Solutions
LPM-165-20	Life Products and Features
LPM-166-20	Annuity Products and Features
LPM-168-20	LexisNexis® Risk Classifier—Stratifying Mortality Risk Using Alternative Data Sources
LPM-171-21	Excerpts from Chapter 12 and 18 of <i>Statutory Valuation of Individual Life and Annuity Contracts</i> , Fifth Edition
LPM-172-23	Canadian Life and Health Insurance Guidelines—Guideline G-6—Illustrations
LPM-173-23	NAIC Accelerated Underwriting in Life Insurance Educational Report