

LIFE – GENERAL KNOWLEDGE CONTENT OUTLINE

Product Knowledge, Terms, and Concepts

(50 scoreable questions plus 10 pretest questions)

I. TYPES OF POLICIES..... 12

A. Traditional whole life products

1. Ordinary (straight) life
2. Limited-pay and single-premium life
3. Adjustable life

B. Interest/market-sensitive life products

1. Universal life
2. Variable whole life
3. Variable universal life
4. Interest-sensitive whole life
5. Equity-indexed life

C. Term life

1. Types
 - a. Level
 - b. Decreasing
 - c. Return of premium
 - d. Annually renewable
 - e. Increasing term
2. Special features
 - a. Renewable
 - b. Convertible

D. Annuities

1. Single and flexible premium
2. Immediate and deferred
3. Fixed and variable
4. Indexed

E. Combination plans and variations

1. Joint life
2. Survivorship life (second to die)

II. POLICY RIDERS, PROVISIONS, OPTIONS, AND EXCLUSIONS 19

A. Policy riders

1. Waiver of premium and waiver of premium with disability income
2. Guaranteed insurability
3. Payor benefit
4. Accidental death and/or accidental death and dismemberment
5. Term riders
6. Other insureds (e.g., spouse, children, nonfamily)
7. Long term care
8. Return of premium

B. Policy provisions and options

1. Entire contract
2. Insuring clause
3. Free look

4. Consideration
5. Owner's rights
6. Beneficiary designations
 - a. Primary and contingent
 - b. Revocable and irrevocable
 - c. Changes
 - d. Common disaster
 - e. Minor beneficiaries
7. Premium Payment
 - a. Modes
 - b. Grace period
 - c. Automatic premium loan
 - d. Level or flexible
8. Reinstatement
9. Policy loans, withdrawals, partial surrenders
10. Non-forfeiture options
11. Dividends and dividend options
12. Incontestability
13. Assignments
14. Suicide
15. Misstatement of age and gender
16. Settlement options
17. Accelerated death benefits

C. Policy exclusions

III. COMPLETING THE APPLICATION, UNDERWRITING, AND DELIVERING THE POLICY 11

A. Completing the application

1. Required signatures
2. Changes in the application
3. Consequences of incomplete applications
4. Warranties and representations
5. Collecting the initial premium and issuing the receipt
6. Replacement
7. Disclosures at point of sale (e.g., HIPAA, HIV consent)
8. USA PATRIOT Act/anti-money laundering

B. Underwriting

1. Insurable interest
2. Medical information and consumer reports
3. Fair Credit Reporting Act
4. Risk classification
5. Stranger-originated life insurance (STOLI)
6. Investor-originated life insurance (IOLI)

C. Delivering the policy

1. When coverage begins
2. Explaining the policy and its provisions, riders, exclusions, and ratings to the client

IV. TAXES, RETIREMENT, AND OTHER INSURANCE CONCEPTS..... 8

A. Third-party ownership

B. Group life insurance

1. Conversion privilege
2. Contributory vs. noncontributory

C. Retirement plans

- 1. Tax-qualified plans
- 2. Nonqualified plans
- D. Life insurance needs analysis/suitability**
 - 1. Personal insurance needs
 - 2. Business insurance needs
 - a. Key person

E. Social Security benefits and taxes

F. Tax treatment of insurance premiums, proceeds, and dividends

- 1. Individual life
- 2. Group life
- 3. Modified Endowment Contracts (MECs)

**LIFE
COLORADO SPECIFIC
CONTENT OUTLINE
State Statutes, Rules and Regulations**

(30 scoreable questions plus 5 pretest questions)

I. COLORADO STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, SICKNESS AND ACCIDENT, PROPERTY (FIRE), AND CASUALTY INSURANCE.... 20

A. Insurance Commissioner..... 4

- 1. Power and duties
Ref: 10-1-104; 10-1-105; 10-1-108; 10-1-109; 10-1-201 through 204; 10-3-105; 10-3-208; 10-3-1106
- 2. Hearings and penalties
Ref: 10-2-801; 10-2-804; 10-3-1104; 10-3-1107 through 1109; 10-3-1111
- 3. License suspension and revocation
Ref: 10-2-401; 10-2-801 through 804; 10-3-904.6; 10-3-904.7; 10-3-1108

B. Licensing and producers' legal responsibility 8

- 1. Persons required to be licensed
Ref: 10-2-103(6); 10-2-105; 10-2-201; 10-2-401; 10-2-404; 10-2-407; 10-2-408; 10-2-412; 10-2-416; 10-2-701; 10-2-702; 10-2-801; Reg. 1-2-10
- 2. Payment and acceptance of commissions/fees
Ref: 10-2-401; 10-2-702; Reg. 1-2-9
- 3. Fiduciary/commingling
Ref: 10-2-704; Reg. 1-2-1
- 4. Continuing education
Ref: 10-2-301; Reg. 1-2-4
- 5. Unauthorized entities
Ref: 10-3-903 through 10-3-904.5, 10-3- 906, 10-3-908

C. Unfair competition and deceptive practices 8

- 1. Coercion
Ref: 10-3-1104(1)(d); 10-3-1105
- 2. Misrepresentation
Ref: 10-3-1104(1)(a); 10-1-128
- 3. Unfair discrimination
Ref: 10-3-1104(1)(f); 10-3-1104.5
- 4. Controlled business
Ref: 10-2-401(4)
- 5. Defamation
Ref: 10-1-116; 10-3-1104(1)(c)
- 6. Rebates

- Ref: 10-3-1104(1)(g)*
- 7. Unfair claims practices
Ref: 10-3-1104(1)(h); Reg. 5-1-14 (P&C only)
- 8. Colorado Fraud Statute
Ref: 10-1-128; 10-1-129

II. COLORADO STATUTES, RULES, AND REGULATIONS PERTINENT TO LIFE INSURANCE ONLY 10

A. Policy replacement(3-4)

- 1. Replacement forms
Ref: Reg. 4-1-4
- 2. Disclosure
Ref: 10-7-302; Reg. 4-1-4
- 3. Record keeping of replacements
Ref: Reg. 4-1-4

B. Group Life(2-3)

Ref: 10-7-106; 10-7-201 through 207

C. Suicide(0-1)

Ref: 10-7-109

D. Free Look period(0-1)

Ref: 10-7-302; Reg. 4-1-4

E. Interest on Proceeds.....(0-1)

Ref: 10-7-112

F. Sales and Marketing of Life and Annuities.....(2-3)

Ref: Reg. 1-2-18; 4-1-2; 4-1-11; 4-1-12

- 1. Unfair trade practices
- 2. Suitability requirements
- 3. Disclosures

G. Insurable Interest(0-1)

Ref: 10-7-701 through 710

**ACCIDENT & HEALTH – GENERAL KNOWLEDGE
CONTENT OUTLINE
Product Knowledge, Terms, and Concepts**

(50 scoreable questions plus 10 pretest questions)

I. TYPES OF POLICIES 14

A. Disability income

- 1. Individual disability income policy
- 2. Business overhead expense policy
- 3. Business disability buyout policy
- 4. Group disability income policy
- 5. Key employee/partner policies

B. Accidental death and dismemberment

C. Medical expense insurance

- 1. Basic hospital, medical, and surgical policies
- 2. Major medical policies
- 3. Health Maintenance Organizations (HMOs)
- 4. Preferred Provider Organizations (PPOs)
- 5. Point of Service (POS) plans
- 6. Flexible Spending Accounts (FSAs)
- 7. Health Reimbursement Accounts (HRAs)
- 8. High Deductible Health Plans (HDHPs) and related Health Savings Accounts (HSAs)
- 9. Stop loss

D. Medicare supplement policies

E. Group insurance

- 1. Group conversion
- 2. Differences between individual and group contracts
- 3. General concepts
- 4. COBRA
- 5. HIPAA
- F. Long Term Care (LTC)**
 - 1. Individual LTC contracts
 - 2. Group/voluntary LTC contracts
- G. Limited Benefit Plans**
 - 1. Cancer (or specified diseases) plans
 - 2. Critical illness plans
 - 3. Worksite (employer-sponsored) plans
 - 4. Hospital indemnity plans
 - 5. Dental
 - 6. Vision
- II. POLICY PROVISIONS, CLAUSES, AND RIDERS..... 20**
 - A. Mandatory provisions**
 - 1. Entire contract
 - 2. Time limit on certain defenses (incontestable)
 - 3. Grace period
 - 4. Reinstatement
 - 5. Notice of claim
 - 6. Claim forms
 - 7. Proof of loss
 - 8. Time of payment of claims
 - 9. Payment of claims
 - 10. Physical examination and autopsy
 - 11. Legal actions
 - 12. Change of beneficiary
 - 13. Misstatement of age
 - B. Optional provisions**
 - C. Other provisions and clauses**
 - 1. Insuring clause
 - 2. Free look
 - 3. Consideration clause
 - 4. Probationary period
 - 5. Elimination period
 - 6. Waiver of premium
 - 7. Exclusions
 - 8. Preexisting conditions
 - 9. Recurrent disability
 - 10. Coinsurance
 - 11. Deductibles
 - 12. Eligible expenses
 - 13. Copayments
 - 14. Pre-authorizations and prior approval requirements
 - 15. Usual, reasonable, and customary (URC) charges
 - 16. Lifetime, annual, or per cause maximum benefit limits
 - D. Riders**
 - 1. Impairment/exclusions
 - 2. Guaranteed insurability
 - 3. Multiple indemnity (double, triple)
 - E. Rights of renewability**
 - 1. Noncancellable
 - 2. Cancellable
 - 3. Guaranteed renewable

- 4. Conditionally renewable
- 5. Optionally renewable
- 6. Period of time for renewal
- III. SOCIAL INSURANCE..... 3**
 - A. Medicare**
 - 1. Primary, secondary payor
 - 2. Medicare Parts A, B, C, D
 - B. Medicaid**
 - C. Social Security benefits**
- IV. OTHER INSURANCE CONCEPTS 4**
 - A. Total, partial, and residual disability**
 - B. Owner's rights**
 - C. Dependent children benefits**
 - D. Primary and contingent beneficiaries**
 - E. Modes of premium payments (annual, semiannual, etc.)**
 - F. Nonduplication and coordination of benefits (e.g., primary vs. excess)**
 - G. Occupational vs. non-occupational**
 - H. Tax treatment of premiums and proceeds of insurance contracts (e.g., disability income and medical expenses, etc.)**
 - I. Managed care**
 - J. Workers Compensation**
 - K. Subrogation**
- V. FIELD UNDERWRITING PROCEDURES 9**
 - A. Completing application and obtaining necessary signatures**
 - B. Explaining sources of insurability information (e.g., MIB Report, Fair Credit Reporting Act, etc.)**
 - C. Initial premium payment and receipt and consequences of the receipt (e.g., medical examination, etc.)**
 - D. Submitting application (and initial premium if collected) to company for underwriting**
 - E. Ensuring delivery of policy and related documents to client**
 - F. Explaining policy and its provisions, riders, exclusions, and ratings to clients**
 - G. Replacement**
 - H. Contract law**
 - 1. Elements of a contract
 - 2. Insurable interest
 - 3. Warranties and representations
 - 4. Unique aspects of the health contract
 - a. Conditional
 - b. Unilateral
 - c. Adhesion

**ACCIDENT & HEALTH
COLORADO SPECIFIC
CONTENT OUTLINE**

State Statutes, Rules and Regulations
(30 scoreable questions plus 6 pretest questions)

I. COLORADO STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, SICKNESS AND ACCIDENT, PROPERTY (FIRE), AND CASUALTY INSURANCE 19

A. Insurance Commissioner..... 3

1. Power and duties
Ref: 10-1-104; 10-1-108; 10-1-109; 10-1-201 through 204; 10-3-105; 10-3-208; 10-3-1106
2. Hearings and penalties
Ref: 10-2-801; 10-2-804; 10-3-1104; 10-3-1107; 10-3-1111; 10-3-1108; 10-3-1109
3. License suspension and revocation
Ref: 10-2-801; 10-2-803; 10-3-1108

B. Licensing and producers' legal responsibility 8

1. Persons required to be licensed
Ref: 10-2-103(6); 10-2-105; 10-2-201; 10-2-401; 10-2-404; 10-2-407; 10-2-408; 10-2-412 10-2-416; 10-2-701; Reg. 1-2-10
2. Payment and acceptance of commissions/fees
Ref: 10-2-401; 10-2-702; Reg. 1-2-9
3. Fiduciary/commingling
Ref: 10-2-704; Reg. 1-2-1
4. Continuing education
Ref: 10-2-301; Reg. 1-2-4
5. Unauthorized entities
Ref: 10-3-903 through 904.5; 10-3-906; 10-3-908

C. Unfair competition and deceptive practices 8

1. Coercion
Ref: 10-3-1104(1)(d); 10-3-1105
2. Misrepresentation
Ref: 10-3-1104(1)(a); 10-1-128
3. Unfair discrimination
Ref: 10-3-1104(1)(f); 10-3-1104.5
4. Controlled business
Ref: 10-2-401(4)
5. Defamation
Ref: 10-1-116; 10-3-1104(1)(c)
6. Rebates
Ref: 10-3-1104(1)(g)
7. Unfair claims practices
Ref: 10-3-1104(1)(h); 10-16-214 Reg. 5-1-14 (P&C only)
8. Colorado Fraud Statute
Ref: 10-1-128; 10-1-129; Reg. 6-5-1

II. COLORADO STATUTES, RULES, AND REGULATIONS PERTINENT TO SICKNESS AND ACCIDENT INSURANCE ONLY 11

A. Common requirements for Sickness and Accident..... 2

1. Portability (Credit for preexisting conditions)
Ref: 10-16-102(13.7); 10-16-105; 10-16-118(1)(b); 10-16-214
2. Maternity/newborn coverage
Ref: 10-16-104(1); 10-16-104(3)
3. Complications of pregnancy
Ref: 10-16-104(2)
4. Mammography/prostate screenings
Ref: 10-16-104(10); 10-16-104(18)

5. Diabetes
Ref: 10-16-104(13)
6. Hospice/home health care offering
Ref: 10-16-104(8); Reg. 4-2-8
7. Guaranteed renewability
Ref: 10-16-201.5
8. Prompt pay
Ref: 10-16-103.5; 10-16-106.5
9. Utilization review
Ref: 10-16-113, 10-16-113.5; Reg. 4-2-17; 4-2-21
10. Mandated benefits
Ref: 10-16-104; Reg. 4-6-5; 4-2-28; 4-2-30
11. Commission disclosure
Ref: 10-16-133; Reg. 1-2-17

B. Individual coverage.....2

1. Required provisions
Ref: 10-16-202
2. Replacement
Ref: 10-16-202; Reg.4-2-1
3. Pre-existing condition limitations
Ref: 10-16-118(1)(a)
4. Sale to self-employed individuals
Ref: 10-16-102(6); 10-16-105; Reg. 4-2-19; 4-6-5

C. Group coverage.....2

1. Continuation
Ref: 10-16-108(1)(b); 10-16-108(1)(d)(XVII); 10-16-108(1)(e); 10-16-108(1)(f)
2. Conversion
Ref: 10-16-108(1)(a); 10-16-108(1)(c); 10-16-108(1)(d)
3. Maternity
Ref: 10-16-104(3)
4. Mental health
Ref: 10-16-104(5); 10-16-104 (5.5); Reg. 4-6-12
5. Preexisting condition limitation
Ref: 10-16-118(1)(a)
6. Leasing companies
Ref: 10-16-214(5); Reg. 4-6-10
7. Late enrollee
Ref: 10-16-102(26)

D. Small group coverage.....(2-3)

1. Definitions
Ref: 10-16-102, 10-16-102(6), 10-16-102(31), 10-16-102(40), 10-16-102(41), 10-16-102(42); 10-16-105.2; Reg. 4-6-8
 - a. small employer
 - b. eligible employee
 - c. business group of one
2. Guaranteed issue
Ref: 10-16-105(7.3)(a); 10-16-105(7.3)(c)
3. Underwriting restrictions
Ref: 10-16-105(7)
4. Rating factors
Ref: 10-16-105(8)(c); 10-16-105(8)(e); 10-16-105(13-15); 10-16-105(8.5); Reg. 4-6-7
5. Participation requirements
Ref: 10-16-102(40)(a); 10-16-105(7.4); Reg. 4-6-8
6. Basic and standard benefit health plans

Ref: 10-16-102(4); 10-16-102(43); 10-16-105(7.2); Reg.

4-6-5

7. Wellness programs

Ref: 10-16-136

E. Fair marketing standards..... (0-1)

Ref: 10-16-108.5; Reg. 4-2-20

F. Specified products (1-2)

1. Medicare Supplement

Ref: 10-18-101(4); 10-18-103; 10-18-106(1); 10-18-106(2); 10-18-107; 10-18-108; 10-18-109; Reg. 4-3-1

2. Long Term Care

Ref: 10-19-101 through 115; Reg. 4-4-1, 4-4-4

3. Basic and Standard Plans

Ref: 10-16-105 (7.2)(b); Reg. 4-6-5 Section (4)(A through L) and Policy Requirements section

4. Benefit Description Plan

Ref: 10-16-105; 10-16-108.5(11); Reg. 4-2-20

G. CoverColorado..... (0-1)

Ref: 10-3-1108; 10-8-501, 10-8-513, 10-8-516; 10-16-105.5; Reg. 4-6-3

H. Commission Disclosure..... (0-1)

Ref: 10-16-133; Reg. 1-2-17

**PROPERTY – GENERAL KNOWLEDGE
CONTENT OUTLINE**

Product Knowledge, Terms, and Concepts

(50 scoreable questions plus 10 pretest questions)

I. TYPES OF POLICIES..... 25

A. Homeowners

- 1. HO-2
- 2. HO-3
- 3. HO-4
- 4. HO-5
- 5. HO-6
- 6. HO-8

B. Dwelling policies

- 1. DP-1
- 2. DP-2
- 3. DP-3

C. Commercial lines

- 1. Commercial Package Policy (CPP)
- 2. Commercial property
 - a. Commercial building and business personal property form
 - b. Causes of loss forms
 - c. Business income
 - d. Extra expense
- 3. Business Owners Policy (BOP)
- 4. Builders Risk

D. Inland marine

- 1. Personal Articles floaters
- 2. Commercial Property floaters
- 3. Nationwide Definition

E. National Flood Insurance Program

F. Others

- 1. Earthquake
- 2. Mobile Homes
- 3. Watercraft
- 4. Farm Owners
- 5. Crop/hail
- 6. Windstorm

II. INSURANCE TERMS AND RELATED CONCEPTS..... 14

A. Insurance

- 1. Law of Large Numbers

B. Insurable interest

C. Risk

- 1. Pure vs. Speculative Risk

D. Hazard

- 1. Moral
- 2. Morale
- 3. Physical

E. Peril

F. Loss

- 1. Direct
- 2. Indirect

G. Loss Valuation

- 1. Actual cash value
- 2. Replacement cost
- 3. Market value
- 4. Stated value
- 5. Salvage value

H. Proximate cause

I. Deductible

J. Indemnity

K. Limits of liability

L. Coinsurance/Insurance to value

M. Occurrence

N. Cancellation

O. Nonrenewal

P. Vacancy and unoccupancy

Q. Liability

- 1. Absolute
- 2. Strict
- 3. Vicarious

R. Negligence

S. Binder

T. Endorsements

U. Medical Payments

V. Blanket vs. Specific

W. Burglary, Robbery, Theft, and Mysterious Disappearance

III. POLICY PROVISIONS AND CONTRACT LAW 11

A. Declarations

B. Insuring agreement

C. Conditions

D. Exclusions

E. Definition of the insured

F. Duties of the insured

G. Obligations of the insurance company

H. Mortgagee rights

- I. Proof of loss
- J. Notice of claim
- K. Appraisal
- L. Other Insurance Provision
- M. Assignment
- N. Subrogation
- O. Elements of a contract
- P. Warranties, representations, and concealment
- Q. Sources of underwriting information
- R. Fair Credit Reporting Act
- S. Privacy Protection (Gramm Leach Bliley)
- T. Policy Application
- U. Terrorism Risk Insurance Act (TRIA)

- 6. Rebates
Ref: 10-3-1104(1)(g)
- 7. Unfair claims practices
Ref: 10-3-1104(1)(h); Reg. 5-1-14
- 8. Colorado Fraud Statute
Ref: 10-1-128; Reg. 6-5-1

**PROPERTY-COLORADO SPECIFIC
CONTENT OUTLINE**

State Statutes, Rules and Regulations

(25 scoreable questions plus 5 pretest questions)

- I. COLORADO STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, SICKNESS AND ACCIDENT, PROPERTY (FIRE), AND CASUALTY INSURANCE.... 19
 - A. Insurance Commissioner..... 3
 - 1. Power and duties
Ref: 10-1-104; 10-1-108; 10-1-109; 10-1-201 through 204; 10-3-105; 10-3-208; 10-3-1106; 10-4-401
 - 2. Hearings and penalties
Ref: 10-2-801; 10-2-804; 10-3-1104; 10-3-1107; 10-3-1108; 10-3-1109; 10-3-1111
 - 3. License suspension and revocation
Ref: 10-2-108; 10-2-801; 10-2-803
 - B. Licensing and producers' legal responsibility 8
 - 1. Persons required to be licensed
Ref: 10-2-103(6); 10-2-105; 10-2-201; 10-2-401; 10-2-404; 10-2-407; 10-2-408; 10-2-412 10-2-416; 10-2-502; 10-2-701; Reg. 1-2-10
 - 2. Surplus Lines
Ref: 10-2-408; 10-5-103; 10-5-111; Reg. 2-4-1
 - 3. Payment and acceptance of commissions/fees
Ref: 10-2-702; Reg. 1-2-9
 - 4. Fiduciary/commingling
Ref: 10-2-704; Reg. 1-2-1
 - 5. Continuing education
Ref: 10-2-301; Reg. 1-2-4
 - 6. Unauthorized entities
Ref: 10-3-903 through 10-3-904.5; 10-3-906; 10-3-908
 - C. Unfair competition and deceptive practices 8
 - 1. Coercion
Ref: 10-3-1104(1)(d); 10-3-1105
 - 2. Misrepresentation
Ref: 10-3-1104(1)(a); 10-1-128
 - 3. Unfair discrimination
Ref: 10-3-1104(1)(f); 10-3-1104.5
 - 4. Controlled business
Ref: 10-2-401(4)
 - 5. Defamation
Ref: 10-1-116; 10-3-1104(1)(c)

- II. COLORADO STATUTES, RULES, AND REGULATIONS COMMON TO PROPERTY AND CASUALTY INSURANCE ONLY..... 4
 - A. Rate regulations 1
Ref: 10-4-401; 10-4-403; 10-4-416
 - 1. Misquotes
 - B. Summary disclosure form..... 1
Ref: 10-4-111; 10-4-636; Reg. 5-2-16
 - C. Commercial policy requirements 1
Ref: 10-4-109.5; 10-4-109.7; 10-4-110; 10-4-110.5; 10-4-1401 through 10-4-1404; Reg. 5-1-13
 - D. Use of Credit Information 1
Ref: 10-4-116
- III. COLORADO STATUTES, RULES, AND REGULATIONS PERTINENT TO PROPERTY INSURANCE ONLY 2
 - A. Fraudulent Claims and Arson Information Reporting Act
Ref: 10-4-1001 through 1008; 10-1-127; Reg. 6-5-1
 - B. Insurance and loans secured by real property
Ref: 10-4-114
 - C. Homeowners Cancellation and Nonrenewal
Ref: 10-4-110.7
 - D. Availability of Fire Insurance
Ref: 10-4-110.9; Reg. 5-1-1

7

**CASUALTY – GENERAL KNOWLEDGE
CONTENT OUTLINE**

Product Knowledge, Terms, and Concepts

(50 scoreable questions plus 10 pretest questions)

- I. TYPES OF POLICIES, BONDS, AND RELATED TERMS 23
 - A. Commercial general liability
 - 1. Exposures
 - a. Premises and Operations
 - b. Products and Completed Operations
 - 2. Coverage
 - a. Coverage A: Bodily Injury and Property Damage Liability
 - (1) Occurrence
 - (2) Claims made
 - (a) Extended Reporting Periods: Basic and Supplemental
 - (b) Retroactive Date
 - b. Coverage B: Personal Injury and Advertising Injury
 - c. Coverage C: Medical Payments

- d. Supplemental Payments
- e. Who is an insured
- f. Limits
- g. Damage to Property of Others
 - (1) Per occurrence
 - (2) Annual Aggregate

B. Automobile: personal auto and business auto

- 1. Liability
 - a. Bodily Injury
 - b. Property Damage
 - c. Split Limits
 - d. Combined Single Limit
- 2. Medical Payments
- 3. Physical Damage (collision; other than collision; specified perils)
- 4. Uninsured motorists
- 5. Underinsured motorists
- 6. Who is an insured
- 7. Types of Auto
 - a. Owned
 - b. Non-owned
 - c. Hired
 - d. Temporary Substitute
 - e. Newly Acquired Autos
 - f. Transportation Expense and Rental Reimbursement Expense
- 8. Garage Coverage Form, including Garagekeepers Insurance
- 9. Exclusions
- 10. Individual Insured and Drive Other Car (DOC)

C. Workers Compensation Insurance, Employers Liability Insurance, and Related Issues

(This section does not deal with specifics of state law, which are addressed elsewhere in this outline.)

- 1. Standard policy concepts
 - a. Who is an employee/employer
 - b. Compensation
 - (1) Loss of wages
 - (2) Medical
 - (3) Disability
 - (4) Vocational Rehabilitation
 - (5) Death/Survivor
- 2. Work-related vs. non-work-related
- 3. Other states' insurance
- 4. Employers Liability
- 5. Exclusive remedy
- 6. Premium Determination

D. Crime

- 1. Employee Dishonesty
- 2. Theft
- 3. Robbery
- 4. Burglary
- 5. Forgery and Alteration

E. Bonds

- 1. Surety
- 2. Fidelity

F. Professional liability

- 1. Errors and Omissions
- 2. Medical Malpractice
- 3. Directors and Officers (D&O)
- 4. Employment Practices Liability (EPLI)

G. Umbrella/Excess Liability

II. INSURANCE TERMS AND RELATED CONCEPTS..... 15

A. Risk

B. Hazards

- 1. Moral
- 2. Morale
- 3. Physical

C. Indemnity

D. Insurable interest

E. Actual cash value

F. Negligence

G. Liability

H. Occurrence

I. Binders

J. Warranties

K. Representations

L. Concealment

M. Deposit Premium/Audit

N. Certificate of Insurance

O. Law of Large Numbers

P. Pure vs. Speculative Risk

Q. Endorsements

R. Damages

- 1. Compensatory
 - a. General
 - b. Special
- 2. Punitive

S. Compliance with provisions of Fair Credit Reporting Act

III. POLICY PROVISIONS..... 12

A. Declarations

B. Insuring agreement

C. Conditions

D. Exclusions and Limitations

E. Definition of the insured

F. Duties of the insured after a loss

G. Cancellation and nonrenewal provisions

H. Additional (supplementary) payments

I. Proof of loss

J. Notice of claim

K. Arbitration

L. Other insurance

M. Subrogation

N. Loss settlement provisions including consent to settle a loss

O. Terrorism Risk Insurance Act (TRIA)

**CASUALTY
COLORADO SPECIFIC
CONTENT OUTLINE**

State Statutes, Rules and Regulations

(31 scoreable questions plus 5 pretest questions)

I. COLORADO STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, SICKNESS AND ACCIDENT, PROPERTY (FIRE), AND CASUALTY INSURANCE.... 19

A. Insurance Commissioner..... 3

1. Power and duties
Ref: 10-1-104; 10-1-108; 10-1-109; 10-1-201 through 204; 10-3-105; 10-3- 208; 10-3-1106

2. Hearings and penalties
Ref: 10-2-801; 10-2-804; 10-3-1104; 10-3-1107; 10-3-1108; 10-3-1109; 10-3-1111

3. License suspension and revocation
Ref: 10-2-801; 10-2-803

B. Licensing and producers' legal responsibility 8

1. Persons required to be licensed
Ref: 10-2-103(6); 10-2-105; 10-2-201; 10-2-401; 10-2-404; 10-2-407; 10-2-408; 10-2-412; 10-2-416; 10-2-701; Reg. 1-2-10

2. Surplus Lines
Ref: 10-2-408; 10-5-103; 10-5-111; Reg. 2-4-1

3. Payment and acceptance of commissions/fees
Ref: 10-2-702; Reg. 1-2-9

4. Fiduciary/commingling
Ref: 10-2-704; Reg. 1-2-1

5. Continuing education
Ref: 10-2-301; Reg. 1-2-4

6. Unauthorized entities
Ref: 10-3-903 through 10-3-904.5; 10-3-906; 10-3-908

C. Unfair competition and deceptive practices 8

1. Coercion
Ref: 10-3-1104(1)(d); 10-3-1105

2. Misrepresentation
Ref: 10-3-1104(1)(a); 10-1-128

3. Unfair discrimination
Ref: 10-3-1104(1)(f); 10-3-1104.5

4. Controlled business
Ref: 10-2-401(4)

5. Defamation
Ref: 10-1-116; 10-3-1104(1)(c)

6. Rebates
Ref: 10-3-1104(1)(g)

7. Unfair claims practices
Ref: 10-3-1104(1)(h); Reg. 5-1-14

8. Colorado Fraud Statute
Ref: 10-1-128; Reg. 6-5-1

II. COLORADO STATUTES, RULES, AND REGULATIONS COMMON TO PROPERTY AND CASUALTY INSURANCE ONLY 4

A. Rate regulations..... 1
Ref: 10-4-401; 10-4-403; 10-4-416

1. Misquotes

B. Summary disclosure form 1
Ref: 10-4-111; 10-4-636; Reg. 5-2-16

C. Commercial policy requirements 1
Ref: 10-4-109.7; 10-4-110; 10-4-110.4; 10-4-110.5; 10-4-1401 through 10-4-1404; 13-20-808; Reg. 5-1-13

D. Use of Credit Information 1
Ref: 10-4-116

III. COLORADO STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY 8

A. Workers compensation(2-3)

1. Who must be covered
Ref: 8-40-302; 8-40-102, 8-40-202, 8-40-203; 8-41-202

2. Sources of coverages
Ref: 8-44-101, 8-44-204, 8-44-205

3. Benefits
Ref: 8-42-102; 8-42-103; 8-42-106; 8-42-111; 8-42-114, 8-42-115; 8-42-123

4. Claims procedures
Ref: 8-43-103

B. Automobile insurance(4-5)

1. Cancellation/nonrenewal
Ref: 10-4-602, 10-4-603, 10-4-604; 10-4-626 through 629; Reg. 5-2-12

2. Excluded drivers
Ref: 10-4-629; 10-4-630; Reg. 5-2-2

3. Uninsured motorist/Underinsured motorist
Ref: 10-4-609; 10-4-620; 42-7-103(2), (7); 10-4-610

4. Financial responsibility
Ref: 10-4-619; 10-4-620; 42-7-103(2); 42-7-301

5. Required Coverages
Ref: 10-4-619 through 622

6. Medical Payment Coverage
Ref: 10-4-635, 10-4-636, 10-4-641; Reg. 5-2-16

C. Colorado Auto Insurance Plan.....(0-1)
Ref: 10-4-412

**PERSONAL LINES – GENERAL KNOWLEDGE
CONTENT OUTLINE
Product Knowledge, Terms, and Concepts**

(75 scoreable questions plus 11 pretest questions)

I. TYPES OF PROPERTY POLICIES 10

A. Homeowners

1. HO-2

2. HO-3

3. HO-4

4. HO-5

5. HO-6

6. HO-8

B. Dwelling policies

1. DP-1

2. DP-2

3. DP-3

C. Inland marine

1. Personal Articles floaters

2. Nationwide Definition

D. National Flood Insurance Program

E. Others

1. Earthquake	
2. Mobile Homes	
3. Watercraft	
4. Crop/hail	
5. Windstorm	
II. TYPES OF CASUALTY POLICIES	13
A. Automobile: personal auto	
1. Liability	
a. Bodily Injury	
b. Property Damage	
c. Split Limits	
d. Combined Single Limit	
2. Medical Payments	
3. Physical Damage (collision; other than collision; specified perils)	
4. Uninsured motorists	
5. Underinsured motorists	
6. Who is an insured	
7. Types of Auto	
a. Owned	
b. Non-owned	
c. Hired	
d. Temporary Substitute	
e. Newly Acquired Autos	
f. Transportation Expense and Rental Reimbursement Expense	
8. Exclusions	
B. Umbrella/Excess liability	
III. PROPERTY AND CASUALTY INSURANCE TERMS AND RELATED CONCEPTS	28
A. Insurance	
1. Law of Large Numbers	
B. Insurable interest	
C. Risk	
1. Pure vs. Speculative Risk	
D. Hazard	
1. Moral	
2. Morale	
3. Physical	
E. Peril	
F. Loss	
1. Direct	
2. Indirect	
G. Loss Valuation	
1. Actual cash value	
2. Replacement cost	
3. Market value	
4. Stated value	
5. Salvage value	
H. Proximate cause	
I. Deductible	
J. Indemnity	
K. Limits of liability	
L. Coinsurance/Insurance to value	
M. Occurrence	
N. Cancellation	
O. Nonrenewal	

P. Vacancy and unoccupancy	
Q. Liability	
1. Absolute	
2. Strict	
3. Vicarious	
R. Negligence	
S. Binder	
T. Endorsements	
U. Medical Payments	
V. Blanket vs. Specific	
W. Burglary, Robbery, Theft, and Mysterious Disappearance	
X. Warranties	
Y. Representations	
Z. Concealment	
AA. Deposit Premium/Audit	
BB. Certificate of Insurance	
CC. Damages	
1. Compensatory	
a. General	
b. Special	
2. Punitive	
DD. Compliance with Provisions of Fail Credit Reporting Act	
IV. PROPERTY AND CASUALTY POLICY PROVISIONS AND CONTRACT LAW	24
A. Declarations	
B. Insuring agreement	
C. Conditions	
D. Exclusions	
E. Definition of the insured	
F. Duties of the insured	
G. Obligations of the insurance company	
H. Mortgagee rights	
I. Proof of loss	
J. Notice of claim	
K. Appraisal	
L. Other Insurance Provision	
M. Assignment	
N. Subrogation	
O. Elements of a contract	
P. Warranties, representations, and concealment	
Q. Sources of underwriting information	
R. Fair Credit Reporting Act	
S. Privacy Protection (Gramm Leach Bliley)	
T. Policy Application	
U. Terrorism Risk Insurance Act (TRIA)	
V. Cancellation and nonrenewal provisions	
W. Additional (supplementary) payments	
X. Arbitration	

**PERSONAL LINES-COLORADO SPECIFIC
CONTENT OUTLINE
State Laws, Rules and Regulations
(29 questions plus 4 pretest questions)**

I. COLORADO STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, SICKNESS AND ACCIDENT, PROPERTY (FIRE), CASUALTY, AND PERSONAL LINES INSURANCE..... 19

A. Insurance Commissioner..... (1-3)

1. Power and duties
Ref: 10-1-104; 10-1-108; 10-1-109; 10-1-201 through 204; 10-3-105; 10-3-202 through 208; 10-3-1106
2. Hearings and penalties
Ref: 10-2-801, 10-2-804; 10-3-1104; 10-3-1107; 10-3-1111; 10-3-1108; 10-3-1109
3. License suspension and revocation
Ref: 10-2-801; 10-2-803

B. Licensing and producers' legal responsibility (8-9)

1. Persons required to be licensed
Ref: 10-2-103(6); 10-2-105; 10-2-201; 10-2-401; 10-2-404; 10-2-407; 10-2-408; 10-2-412; 10-2-416; 10-2-701; Reg. 1-2-10
2. Surplus Lines
Ref: 10-2-408; 10-5-103; 10-5-111; Reg. 2-4-1
3. Payment and acceptance of commissions/fees
Ref: 10-2-702; Reg. 1-2-9
4. Fiduciary/commingling
Ref: 10-2-704; Reg. 1-2-1
5. Continuing education
Ref: 10-2-301; 10-3-904.5; Reg. 1-2-4
6. Unauthorized entities
Ref: 10-3-903 through 10-3-904.5; 10-3-906; 10-3-908

C. Unfair competition and deceptive practices (8-9)

1. Coercion
Ref: 10-3-1104(1)(d); 10-3-1105
2. Misrepresentation
Ref: 10-3-1104(1)(a); 10-1-128
3. Unfair discrimination
Ref: 10-3-1104(1)(f); 10-3-1104.5
4. Controlled business
Ref: 10-2-401(4)
5. Defamation
Ref: 10-1-116; 10-3-1104(1)(c)
6. Rebates
Ref: 10-3-1104(1)(g)
7. Unfair claims practices
Ref: 10-3-1104(1)(h); 10-16-214; Reg. 5-1-14
8. Colorado Fraud Statute
Ref: 10-1-128; Reg. 6-5-1

II. COLORADO STATUTES, RULES, AND REGULATIONS, COMMON TO PROPERTY, CASUALTY, AND PERSONAL LINES INSURANCE ONLY 3

A. Rate regulations..... 1

- Ref: 10-4-401; 10-4-403; 10-4-416*
1. Misquotes

B. Summary disclosure form 1

- Ref: 10-4-111; 10-4-636; Reg. 5-2-16*

C. Use of Credit Information 1

- Ref: 10-4-116*

III. COLORADO STATUTES, RULES, AND REGULATIONS PERTINENT TO PROPERTY INSURANCE ONLY2

A. Fraudulent Claims and Arson Information Reporting Act

- Ref: 10-4-1001 through 1008; 10-1-128; Reg. 6-5-1*

B. Insurance and loans secured by real property

- Ref: 10-4-114*

C. Homeowners Cancellation and Nonrenewal

- Ref: 10-4-110.7*

D. Availability of Fire Insurance

- Ref: 10-4-110.7; 10-4-110.9; Reg. 5-1-17*

IV. COLORADO STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY 5

A. Automobile insurance(4-5)

1. Cancellation/nonrenewal
Ref: 10-4-602; 10-4-603; 10-4-604; 10-4-626 through 630; Reg. 5-2-12
2. Excluded drivers
Ref: 10-4-628; 10-4-629; 10-4-630; Reg. 5-2-2
3. Uninsured motorist/Underinsured motorist
Ref: 10-4-609; 10-4-610; 10-4-620; 42-7-103(2); 42-7-103(7)
4. Financial responsibility
Ref: 10-4-619; 10-4-620; 42-7-103(2); 42-7-301
5. Required coverages
Ref: 10-4-619 through 621
6. Medical Payment Coverage
Ref: 10-4-635; 10-4-636, 10-4-641; Reg. 5-2-16

B. Colorado Auto Insurance Plan.....(0-1)

- Ref: 10-4-412*

COLORADO CREDIT EXAMINATION CONTENT OUTLINE

(30 scoreable questions)

I. COLORADO STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, SICKNESS AND ACCIDENT, PROPERTY (FIRE), AND CASUALTY INSURANCE 5

A. Insurance Commissioner

1. Power and duties
Ref: 10-1-104; 10-1-108; 10-1-109; 10-1-201 through 204; 10-3-105; 10-3-202 through 208; 10-3-1106
2. Hearings and penalties
Ref: 10-2-804; 10-3-1104; 10-3-1107; 10-3-1111; 10-3-1108; 10-3-1109
3. License suspension and revocation
Ref: 10-2-801; 10-2-803

B. Licensing and producers' legal responsibility

1. Persons required to be licensed
Ref: 10-2-103(6); 10-2-106; 10-2-201; 10-2-401; 10-2-404; 10-2-407; 10-2-408; 10-2-412; 10-2-416; Reg. 1-2-10

- 2. Surplus Lines
Ref: 10-2-408; 10-5-103; 10-5-111; Reg. 2-4-1
- 3. Payment and acceptance of commissions/fees
Ref: 10-2-702; Reg. 1-2-9
- 4. Fiduciary/commingling
Ref: 10-2-704; Reg. 1-2-1
- 5. Continuing education
Ref: 10-2-301; Reg. 1-2-4
- 6. Unauthorized entities
Ref: 10-3-904.5; 10-3-906; 10-3-908; 10-3-104

C. Unfair competition and deceptive practices

- 1. Coercion
Ref: 10-3-1104(1)(d); 10-3-1105
- 2. Misrepresentation
Ref: 10-3-1104(1)(a)
- 3. Unfair discrimination
Ref: 10-3-1104(1)(f); 10-3-1104.5
- 4. Controlled business
Ref: 10-2-401(4)
- 5. Defamation
Ref: 10-1-120; 10-3-1104(1)(c)
- 6. Rebates
Ref: 10-3-1104(1)(g)
- 7. Unfair claims practices
Ref: 10-3-1104(1)(h); Reg. 5-1-14
- 8. Colorado Fraud Statute
Ref: 10-1-128; Reg. 6-5-1

II. COLORADO STATUTES, RULES, AND TITLE 10, ARTICLE 10, REGULATIONS PERTINENT TO CREDIT INSURANCE..... 25

Ref: Reg. 4-9-2 all sections

A. Definitions and general concepts

Ref: 10-10-103, 10-10-107

B. Policy Provisions

Ref: 10-10-108

C. Benefits and Rates

Ref: 10-10-108, 10-10-109

D. Claims procedures

Ref: 10-10-112

E. Delivery of policy/certificate

Ref: 10-10-108

COLORADO PUBLIC ADJUSTER EXAMINATION CONTENT OUTLINE

(55 scoreable questions)

I. GENERAL PROPERTY INSURANCE PRODUCT KNOWLEDGE PERTINENT TO ADJUSTERS

Ref: All topics make reference to general product knowledge, unless otherwise noted

A. Standard Fire Policy

Ref: New York Standard Fire Policy

- 1. Basic coverages, provisions, and clauses
- 2. Limitations and restrictions
- 3. Proof of Loss
- 4. Loss requirements and inventories

- 5. Appraisal
- 6. Company options
- 7. Cancellation
- 8. Additional coverages

B. Personal Lines coverage

Ref: ISO Homeowners policies

- 1. Dwelling and Contents
- 2. Homeowners and forms/coverages
 - a. Policy provisions
 - i. Duties after loss
 - ii. Loss settlement provisions
 - b. Replacement costs
 - c. Guaranteed replacement costs
 - d. Appraisal
 - e. Optional provisions
 - f. Special limits of liability
 - g. Proof of Loss
 - h. Additional Living Expense
- 3. General Property forms

C. Commercial Lines coverage

Ref: ISO Business Policies, Standard Boiler and Machinery policies

- 1. Commercial Property forms
 - a. Commercial property and buildings
 - b. Causes of Loss
 - c. Coinsurance
- 2. Commercial Package Policy (CPP)
- 3. Boiler and Machinery
- 4. Business owner policy
- 5. Commercial and Special Multi-peril
- 6. Business Interruption

D. Inland Marine

Ref: Personal Article Floaters, Personal Property Floaters, Commercial Property Floaters

- 1. Definitions
- 2. Policies
 - a. Personal floaters
 - b. Commercial floaters
 - c. Commercial Inland Marine policy
- 3. Free On Board (F.O.B.)

E. Additional Coverages and Exclusions

- 1. Business Interruption
- 2. Time Element
- 3. Law and Ordinance exclusion
- 4. Law and Ordinance coverage
- 5. Valuable Papers and Records
- 6. Debris removal

F. Bonds

II. INSURANCE TERMS AND CONCEPTS

A. Peril

- 1. Open peril
- 2. Named peril

B. Waiver/non-waiver agreement

C. Estoppel

D. Insurance contract and clauses

E. Proof of Loss

- F. Depreciation/Betterment
- G. Deductible
- H. Liability
- I. Valued policy
- J. Appraisal clause
- K. Actual Cash Value as opposed to Fair Market Value
- L. Robbery
- M. Burglary
- N. Agreed Value
- O. Replacement Cost
- P. National Flood Insurance
- Q. Indemnity
- R. Apportionment clause
- S. Coinsurance
- T. Insurable Interest
- U. Blanket coverage
- V. Subrogation
- W. Misrepresentation/Fraud
- X. Release
- Y. Insured

III. General Public Adjuster practices, responsibilities, and duties

IV. COLORADO LAWS AND REGULATIONS PERTINENT TO PUBLIC ADJUSTERS

- A. Regulation and licensing of Public Adjusters
Ref: 10-2-417; 10-2-801; Reg. 1-2-12
- B. Public Adjuster practices, responsibilities, and duties
Ref: Reg. 1-1-2; 1-2-12
- C. Unfair Claims Settlement and Trade Practices
Ref: 10-3-1104; 10-3-1107
- D. Claims Handling
 - 1. Fraudulent & Arson Reporting
Ref: 10-4-1001 to 10-4-1008
 - 2. Property damage – time of payment
Ref: 10-4-112
 - 3. Requirement on hazard insurance loans secured by real property
Ref: 10-4-114

COLORADO SURPLUS LINES BROKER CONTENT OUTLINE

(35 scoreable questions)

I. COLORADO SURPLUS LINES STATUTES AND REGULATIONS

- A. Purpose of Surplus Lines Regulation
Ref: 10-5-101.1; 10-5-112; 10-7-102; Reg. 2-4-1(7)
- B. Definitions
Ref: 10-1-102; 10-5-101.2; 10-5-103; 10-5-104; 10-5-106; 10-5-107; Reg. 2-4-1(6)
- C. Qualifications for Surplus Lines Insurers
Ref: 10-5-101; 10-5-108; 10-5-114; Reg. 2-4-1(8); 2-4-1(9); 2-4-1(10)

- 1. Syndicates
- 2. Alien
- 3. Foreign
- 4. Lloyd's
- 5. Non-admitted Surplus Lines Insurers
 - a. Approved List

D. Courtesy Filings

Ref: Reg. 2-4-1(11)

E. Exemptions

Ref: 10-5-101.5

F. Conditions/Procurement

Ref: 10-5-101; 10-5-103; Reg. 2-4-1

G. Disclosures

Ref: 10-5-104; 10-5-119; Reg. 2-4-1(4)

H. Affidavit

Ref: 10-5-103; Reg. 2-4-1(7)(B); 2-4-1(11)

I. Endorsement

Ref: 10-5-104; Reg. 2-5-1

J. Premium Rates

Ref: 10-4-401; 10-5-103; Reg. 2-4-1(5)

K. Premium Tax

Ref: 10-5-111; Reg. 2-4-1 (7)(A) (B)

- 1. Acceptable premium tax reporting forms and procedures

Ref: Bulletin-2.7(III)

L. Annual Statement

Ref: 10-5-110

M. Records

Ref: 10-5-109; 10-5-116; Reg. 2-4-1(6); 2-4-1(7)

N. Penalties

Ref: 10-5-108, 10-5-112, 10-5-113, 10-5-114, 10-5-116

TITLE-GENERAL KNOWLEDGE CONTENT OUTLINE

Product Knowledge, Terms, and Concepts

(35 scoreable questions)

I. TITLE INSURANCE TERMS AND CONCEPTS..... 8

- A. Commitment
- B. Policy
- C. Exception
- D. Requirement
- E. Endorsement
- F. Insurer/Underwriter
- G. Chain of Title
- H. Closing and Settlement
- I. Title Agent
- J. Fiduciary Responsibilities
- K. Search and Examination

II. TITLE INSURANCE POLICIES 7

- A. Types of Policies
 - 1. Owners
 - a. ALTA Forms
 - 2. Loan
 - 3. Construction Loan

B. Policy Provisions	
1. Insuring Clause	
2. Terms, Conditions, and Stipulations	
3. Exclusions	
III. REAL ESTATE OWNERSHIP	5
A. Joint Tenancy	
B. Tenants In Common	
C. Fee Simple	
D. Life Estate	
E. LeaseHold	
IV. RIGHTS AND INTERESTS	5
A. Easement and Right of Way	
B. Liens	
1. Voluntary	
2. Involuntary	
C. Covenants, Conditions, and Restrictions	
V. LEGAL DESCRIPTIONS	5
A. Platted and Unplatted	
B. Section, Township, and Range	
C. Metes and Bounds	
D. Lot and Block	
VI. METHODS OF TRANSFER/CONVEYANCES	5
A. Warranty Deeds	
B. Quitclaim Deeds	
C. Deed of Trust	
D. Foreclosure	
E. Probate	

	<i>Ref: 10-11-106; 10-11-116; Reg. 1-1-7; 1-1-8</i>
5. Closing Instructions	
	<i>Ref: Reg. 3-5-1</i>
6. Search and examination	
	<i>Ref: 10-11-106</i>
7. Privacy notices	
	<i>Ref: Reg. 6-4-1; 6-4-2</i>
E. Standards of Conduct/Licensing	10
1. Insurance Commissioner	
a. Power and duties	
	<i>Ref: 10-1-104; 10-1-108; 10-1-109; 10-1-201 through 204; 10-3-105; 10-3-202 through 208; 10-3-1106</i>
b. Hearings and penalties	
	<i>Ref: 10-2-801; 10-2-804; 10-3-104; 10-3-1107; 10-3-1108; 10-3-1109; 10-3-1111; Reg. 3-5-1</i>
c. License suspension and revocation	
	<i>Ref: 10-2-801; 10-2-802; 10-2-803; 10-2-804</i>
2. Licensing and producers' legal responsibility	
a. Persons required to be licensed	
	<i>Ref: 10-2-103(6); 10-2-105; 10-2-201; 10-2-401; 10-2-404; 10-2-407; 10-2-408; 10-2-412; 10-2-416; 10-11-116; Reg. 1-2-10</i>
b. Payment and acceptance of commissions/fees	
	<i>Ref: 10-2-702; Reg. 1-2-9; Reg. 3-5-1</i>
c. Fiduciary/commingling	
	<i>Ref: 10-2-704; Reg. 1-2-1; Reg. 3-5-1</i>
d. Unauthorized entities	
	<i>Ref: 10-2-401; 10-3-903 through 10-3-904.5; 10-3-906; 10-3-908</i>
e. Change of address	
	<i>Ref: 10-2-406; 10-2-412</i>
f. Assumed names	
	<i>Ref: 10-2-409; 10-2-701; 10-11-117; Reg. 1-2-10</i>
g. Responsible Producer	
	<i>Ref: 10-2-406; Reg. 1-2-10</i>
h. Agency Licensing	
	<i>Ref: 10-2-406; 10-11-116</i>
3. Unfair competition and deceptive practices	
a. Coercion	
	<i>Ref: 10-3-1104(1)(d); 10-3-1105</i>
b. Misrepresentation	
	<i>Ref: 10-3-1104(1)(a)</i>
c. Unfair discrimination	
	<i>Ref: 10-3-1104(1)(f)</i>
d. Controlled business	
	<i>Ref: 10-2-401(4); Reg. 3-5-1</i>
e. Defamation	
	<i>Ref: 10-3-1104(1)(c)</i>
f. Rebates/Remuneration	
	<i>Ref: 10-3-1104(1)(g); 10-11-108; Reg. 3-5-1</i>
g. Unfair claims practices	
	<i>Ref: 10-3-1104(1)(h)</i>

**TITLE-COLORADO SPECIFIC
CONTENT OUTLINE
State Laws, Rules and Regulations
(40 scoreable questions)**

I. COLORADO INSURANCE LAWS AND REGULATIONS	
A. Definitions	5
	<i>Ref: 10-1-102; 10-2-103; 10-11-102; Reg. 3-5-1</i>
B. Rates	5
1. Filing Requirements	
a. Closing/Settlement Fees	
	<i>Ref: 10-11-118; Reg.3-5-1</i>
b. Title Insurance Premiums	
	<i>Ref: 10-4-401; 10-4-403; 10-11-118; Reg.3-5-1</i>
2. Volume Discounts	
	<i>Ref: 10-3-1104; 10-4-415; Reg. 3-5-1</i>
C. Prohibited Practices	10
	<i>Ref: 10-3-1104; 10-11-108; Reg. 3-5-1</i>
D. Consumer Protections	10
1. Title Commitments	
	<i>Ref: 10-11-106; 10-11-122; Reg.3-5-1</i>
2. Mineral Estates	
	<i>Ref: 10-11-123</i>
3. Complaints to the Division	
	<i>Ref: 10-1-108</i>
4. Retention of Records/Response to Division Inquiries	

**COLORADO CROP HAIL
CONTENT OUTLINE
State Laws, Rules and Regulations
(35 scoreable questions)**

I. GENERAL INSURANCE TERMS AND CONCEPTS..... 11

- A. Actual cash value**
- B. Assignment**
- C. Binder**
- D. Coinsurance**
- E. Hazard**
- F. Indemnity**
- G. Insurable interest**
- H. Insuring Agreement**
- I. Limits of Liability**
- J. Loss**
 - 1. Direct
 - 2. Indirect
- K. Negligence**
- L. Occurrence**
- M. Peril**
- N. Pro-rata liability**
- O. Risk**
- P. Subrogation**
- Q. Tort Law**
- R. Crop Hail organizations**
- S. Federal Acts**

II. CROP INSURANCE 12

- A. Policy rates**
- B. Coverages available**
- C. Policy provisions**
 - 1. NCIS general provisions
 - 2. NCIS Special provisions
- D. Liability**
- E. Claim Settlement Practices**
 - 1. Claims site assessment
 - a. Site testing
 - b. Standard measures
 - c. Location
 - 2. Notice of loss
 - 3. Insured's duties
 - 4. Agent's duties
 - 5. Percentage Plan
 - 6. Arbitration and appraisal
 - 7. Loss payment
- F. Cancellation and nonrenewal**
- G. NCIS policies**

III. MULTIPLE PERIL CROP INSURANCE..... 7

- A. Fundamentals of Multiple Peril Crop Insurance (MPCI)**
 - 1. Actual Production History (APH)
 - 2. Production Reporting
 - 3. Acreage Reporting
 - 4. Important Dates
 - 5. Written Agreements
 - 6. High Risk Land

- 7. Actuarial Documents
- 8. Insured Eligibility
- 9. Units
- 10. Coverage Levels
- 11. Administrative Fees
- 12. Life of the Policy
- 13. Yield/Revenue Guarantees.

B. Plans of Insurance

- 1. Actual Production History (APH)
 - a. Buy-up Coverage
 - b. Catastrophic Risk Protection Endorsement (CAT)
- 2. Revenue Protection (RP)
- 3. Yield Protection (YP)
- 4. Income Protection (IP)
- 5. Group Risk Plan (GRP)
- 6. Group Risk Income Protection (GRIP)
- 7. Livestock Risk Protection (LRP)
- 8. Livestock Gross Margin (LGM)

C. Policy Provisions

- 1. Common/Basic Provisions
- 2. Coarse Grains Provisions
 - a. Replant
 - b. Prevented Planting
 - c. Late Planting
- 3. Catastrophic Risk Protection Coverage (CAT) Endorsement

D. Claims

- 1. Covered Perils
- 2. Loss Reporting Requirements
- 3. Duties After a Loss

IV. COLORADO LAWS, RULES, AND REGULATIONS PERTINENT TO CROP INSURANCE 5

A. Insurance Commissioner

- 1. Power and duties
Ref: 10-1-104; 10-1-108; 10-1-109; 10-1-201 through 204; 10-3-105; 10-3-208; 10-3-1106; 10-4-401
- 2. Hearings and penalties
Ref: 10-2-801; 10-2-804; 10-3-1104; 10-3-1107; 10-3-1108; 10-3-1109; 10-3-1111
- 3. License suspension and revocation
Ref: 10-2-108; 10-2-801; 10-2-803

B. Licensing and producers' legal responsibility

- 1. Licensing requirements
Ref: 10-2-103(6); 10-2-105; 10-2-201; 10-2-401; 10-2-404; 10-2-407; 10-2-408; 10-2-412; 10-2-416; 10-2-502; 10-2-701; Reg. 1-2-10
- 2. Fiduciary/commingling
Ref: 10-2-704; Reg. 1-2-1

C. Unfair competition and deceptive practices

- 1. Coercion
Ref: 10-3-1104(1)(d); 10-3-1105
- 2. Misrepresentation
Ref: 10-3-1104(1)(a)
- 3. Unfair discrimination
Ref: 10-3-1104(1)(f); 10-3-1104.5
- 4. Controlled business
Ref: 10-2-401(4)

- 5. Defamation
Ref: 10-1-116; 10-3-1104(1)(c)
- 6. Rebates
Ref: 10-3-1104(1)(g)
- 7. Unfair claims practices
Ref: 10-3-1104(1)(h); 10-16-214; Reg. 5-1-14
- 8. Colorado Fraud Statute
Ref: 10-1-128; Reg. 6-5-1

D. Colorado Crop Hail Insurance Law

- 1. Rate filings
Ref: 10-4-401; 10-4-403; 10-4-416

**COLORADO BAIL BONDING AGENT
Content Outline
(50 Questions)**

I. LICENSING APPOINTMENT AND TERMINATION REQUIREMENTS 7

*Ref: 10-2-103; 10-2-401 through 416; 10-2-701; 10-2-801
10-2-802; 10-16-415.7; 12-7-101 through 106; Reg. 1-2-6; 1-2-10;
1-2-16*

- A. Definitions**
- B. Examination**
- C. Licensing eligibility**
- D. Insurer relationships**
- E. Appointment and Termination**
 - 1. Contractual Requirements
 - 2. Termination for Cause
 - 3. Renewal

II. POWERS AND DUTIES OF THE INSURANCE COMMISSIONER 5

Ref: 10-1-102(7); 10-1-108; 10-1-204; 10-2-401; 10-2-413; 10-2-801 through 804; 10-2-704; 12-7-102; 12-7-105 through 109; 12-7-113; Reg. 1-2-10; 1-2-14

- A. Reporting requirements**
- B. Records retention**
- C. License denial, suspension, revocation**
- D. Administrative hearings**
- E. Examinations**

III. UNFAIR TRADE PRACTICES 6

*Ref: 10-2-401, 412; 10-2-702; 10-2-801, 804; 10-3-1104; 1108;
12-7-101, 106, 108, 109*

- A. Misrepresentation**
- B. Rebating and prohibited inducements**
- C. Prohibited activities and penalties**
- D. Employee supervision**
- E. Misappropriating**

IV. BAIL BOND PROCEDURES..... 5

*Ref: 10-2-102(6); 10-2-701; 12-7-101; 12-7-103; 12-7-105.5; 12-7-108; 12-7-109; 12-7-109(1)(l); 16-4-101 through 112; 16-4-201;
Reg. 1-2-14*

- A. Discharging bail**
- B. Recommitment of defendant**
- C. Forfeitures**
- D. General business practices**

V. RESPONSIBILITIES OF BAILBOND PRODUCERS 18

*Ref: 10-2-101; 10-2-407; 10-2-412; 10-2-701, 702, 704, 801;
10-4-404; 12-7-101; 12-7-103; 12-7-105 through 110.5; 111, 113;
16-3-503; 16-4-101 through 110; 16-4-112; 16-4-105; 16-4-201;
Reg. 1-2-1; 1-2-10; 1-2-14; 5-2-201; 5-6-202(1); 5-6-202 through
203; 5-6-203(1)(2) and (4)*

A. Record keeping

- 1. Daily Bond Register
- 2. Disclosure Statement
- 3. Indemnity Agreement
- 4. Prenumbered Receipts
- 5. Permanent Office Records
- 6. Audits/Market Conduct

B. Forfeitures

C. Exoneration

D. Bail Recovery

E. Reporting requirements

- 1. Self-disclosure
- 2. Failure to Disclose
- 3. Yearly Reports
- 4. Change of address

F. Fiduciary responsibility

- 1. Collateral
 - a. Release
- 2. Commissions, fees, and premiums
 - a. Uniform Consumer Credit Code
 - b. Premium Financing Fees/Tax
 - c. Splitting commissions
- 3. Taxes

G. Service of Process

VI. DEFINITIONS 9

*Ref: 10-2-407; 10-7-101; 12-7-101(1); 12-7-108; 12-7-109;
16-4-101; 16-4-103; 16-4-104; 16-4-112; 16-4-201; Black's Law
Dictionary; Dictionary of Insurance Terms*

- A. Bail**
- B. Bail bonds**
- C. Principal**
- D. Collateral**
- E. Forfeitures**
- F. Power of Attorney**
- G. Recognizance**
- H. Indemnitor**
- I.ailable offenses**
- J. Fiduciary**
- K. Premium**
- L. Extradition**
- M. Indemnity Agreement**
- N. Surety**