

**LIFE-GENERAL KNOWLEDGE  
CONTENT OUTLINE**

**Product Knowledge, Terms and Concepts**  
(50 scoreable questions plus 10 pretest questions)

- I. TYPES OF POLICIES ..... 9**
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    - 3. Adjustable life
  - B. Interest-sensitive life products**
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    - 2. Variable whole life
    - 3. Variable universal life
    - 4. Interest-sensitive whole life
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    - 2. Special features
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      - b. Convertible
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    - 2. Insuring clause
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      - b. Grace period

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- F. Tax treatment of insurance premiums,  
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- G. Accelerated Death Benefits—Living Benefits**
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**LIFE**  
**MONTANA SPECIFIC CONTENT OUTLINE**

**State, Statutes, Rules and Regulations**

(36 scoreable questions plus 7 pretest questions)

**I. MONTANA STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, DISABILITY (A&H), PROPERTY AND CASUALTY INSURANCE ..... 25**

**A. Insurance Commissioner/Department..... 3**

1. Broad powers and duties  
*Ref: 33-1-301 through 306; 33-18-1003 through 1005*
2. Examination of records  
*Ref: 33-1-311; 401 through 413; 33-17-1101*
3. Cease and desist orders  
*Ref: 33-1-313 through 316; 33-1-701 through 711*
4. Penalties  
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**B. General Definitions..... (4-5)**

1. Domestic, foreign, alien  
*Ref: 33-1-201*
2. Insurance transactions  
*Ref: 33-1-201*
3. Authorized/unauthorized companies and certificate of authority  
*Ref: 33-1-201; 33-2-104*
4. Fraternal and their producers  
*Ref: 33-7-525*

**C. Licensing Requirements..... (4-5)**

1. Definitions  
*Ref: 33-7-105; 33-17-102 through 103, 236; ARM 6.6.101 through 102, 105*
2. Nonresident/reciprocal producer  
*Ref: 33-17-401 through 411; 33-17-201 33-20-1303*
3. Consultant  
*Ref: 33-17-501 through 513*
4. Administrator  
*Ref: 33-17-602 through 618*
5. Surplus lines producer\*  
*Ref: 33-2-301*
6. Continuing education  
*Ref: 33-17-1203 through 1207*
7. Adjuster\*  
*Ref: 33-17-301; ARM 6.6.1601 through 1616*
8. Premium financing \*  
*Ref: 33-14-102 through 305*
9. Temporary licenses  
*Ref: 33-17-216 through 217; ARM 6.6.104*
10. Eligibility for license  
*Ref: 33-17-201, 211*
11. Termination of licenses  
*Ref: 33-17-1001 through 1004*
12. Producer appointment/contract cancellation  
*Ref: 33-17-231 through 232, 236*
13. Resident producer  
*Ref: 33-17-201; 33-17-220, 1005; 33-20-1303*

**D. Unfair Trade Practices .....(4-5)**

*Ref: 33-18-end + entries as noted*

1. False advertising
2. Rebating
3. Twisting
4. Misrepresentation
5. Defamation
6. Excess fees/charges  
*Ref: 33-2-306, 33-15-102, 33-18-212*
7. Unfair discrimination  
*Ref: 49-2-30-9 ARM 6.6.1201 through 1203*
8. Unfair claims practices  
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9. Political contributions  
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10. Penalties  
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**E. Licensee Responsibilities ..... 3**

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4. Principal producer relationship  
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2. Property and Casualty\*  
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**H. Insurance Information & Privacy Protection Act .(0-1)**

*Ref: 33-19-102 through 409; 103*

**I. Basic Contract Language.....(0-1)**

*Ref: 33-15-101 through 103*

**J. Insurance Fraud protection Act.....(0-1)**

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\*For Property and Casualty only

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**ACCIDENT & HEALTH  
GENERAL KNOWLEDGE CONTENT OUTLINE**

**Product Knowledge, Terms, and Concepts**

*(50 scoreable questions plus 10 pretest questions)*

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9. Flexible Spending Accounts (FSAs)	
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7. Proof of loss	
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10. Physical examination and autopsy	
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3. Consideration clause	
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  - G. Occupational vs. nonoccupational
  - H. Tax treatment of premiums and proceeds of insurance contracts (e.g., disability income and medical expenses, etc.)
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  - D. Submitting application (and initial premium if collected) to company for underwriting
  - E. Assuring delivery of policy and related documents to client
  - F. Explaining policy and its provisions, riders, exclusions, and ratings to clients
  - G. Replacement
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    - 1. Requirements of forming a contract
    - 2. Insurable interest
    - 3. Warranties and representations
    - 4. Unique aspects of the health contract
      - a. Conditional
      - b. Unilateral
      - c. Adhesion

- 1. Domestic, foreign, alien  
*Ref: 33-1-201*
  - 2. Insurance transactions  
*Ref: 33-1-201*
  - 3. Authorized/unauthorized companies and certificate of authority  
*Ref: 33-1-201; 33-2-104*
  - 4. Fraternal and their producers  
*Ref: 33-7-525*
- C. Licensing Requirements .....(4-5)
- 1. Definitions  
*Ref: 33-7-105; 33-17-102 through 103, 236; ARM 6.6.101 through 102, 105*
  - 2. Nonresident/reciprocal producer  
*Ref: 33-17-401 through 411; 33-17-201; 33-20-1303*
  - 3. Consultant  
*Ref: 33-17-501 through 513*
  - 4. Administrator  
*Ref: 33-17-602 through 618*
  - 5. Surplus lines producer\*  
*Ref: 33-2-301*
  - 6. Continuing education  
*Ref: 33-17-1203 through 1207*
  - 7. Adjuster\*  
*Ref: 33-17-301; ARM 6.6.1601 through 1616*
  - 8. Premium financing \*  
*Ref: 33-14-102 through 305*
  - 9. Temporary licenses  
*Ref: 33-17-216 through 217; ARM 6.6.104*
  - 10. Eligibility for license  
*Ref: 33-17-201, 211*
  - 11. Termination of licenses  
*Ref: 33-17-1001 through 1004*
  - 12. Producer appointment/contract cancellation  
*Ref: 33-17-231 through 232, 236*
  - 13. Resident producer  
*Ref: 33-17-201; 33-17-220, 1005; 33-20-1303*

**ACCIDENT & HEALTH  
MONTANA SPECIFIC CONTENT OUTLINE**

**State Statutes, Rules and Regulations**

*(42 scoreable questions plus 8 pretest questions)*

- I. MONTANA STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, DISABILITY (A&H), PROPERTY AND CASUALTY INSURANCE ..... 25
- A. Insurance Commissioner/Department..... 3
  - 1. Broad powers and duties  
*Ref: 33-1-301 through 306; 33-18-1003 through 1005*
  - 2. Examination of records  
*Ref: 33-1-311; 401 through 413; 33-17-1101*
  - 3. Cease and desist orders  
*Ref: 33-1-313 through 316; 33-1-701 through 711*
  - 4. Penalties  
*Ref: 33-1-104, 317*
- B. General Definitions..... (4-5)

- D. Unfair Trade Practices .....(4-5)  
*Ref: 33-18-end + entries as noted*
  - 1. False advertising
  - 2. Rebating
  - 3. Twisting
  - 4. Misrepresentation
  - 5. Defamation
  - 6. Excess fees/charges  
*Ref: 33-2-306, 33-15-102, 33-18-212*
  - 7. Unfair discrimination  
*Ref: 49-2-309  
ARM 6.6.1201 through 1203*
  - 8. Unfair claims practices  
*Ref: 33-1-1205(4); 33-18-201, 232*
  - 9. Political contributions  
*Ref: 33-18-305*
  - 10. Penalties  
*Ref: 33-18-1004 through 1005*
- E. Licensee Responsibilities .....3
  - 1. Fiduciary capacity

	<i>Ref: 33-17-1102</i>		<i>Ref: 33-22-904; ARM 6.6.503 through 507</i>
2.	Commission sharing <i>Ref: 33-17-1103</i>		2. Disclosure requirements <i>Ref: 33-22-908; ARM 6.6.509</i>
3.	Place of business/recordkeeping <i>Ref: 33-17-1101</i>		3. Replacement regulations <i>Ref: ARM 6.6.510</i>
4.	Principal producer relationship <i>Ref: 28-10-101 through 704</i>		4. Elder Abuse Prevention Act <i>Ref: MCA 53.5.501 through 525</i>
<b>F.</b>	<b>Rate and Form Regulations</b> ..... 1 <i>Ref: 33-1-501 through 502; 33-16-101 through 103, 201 through 204; ARM 6.6.2102</i>	<b>C.</b>	<b>Group Disability</b> .....2 1. Required coverages and provisions <i>Ref: 33-22-501 through 513</i>
<b>G.</b>	<b>Insurance Guaranty Fund</b> ..... 1 1. Life and Health <i>Ref: 33-10-201 through 205, 224, 227</i> 2. Property and Casualty* <i>Ref: 33-10-101 through 105, 115 through 117</i>		2. Coordination of benefits (COB) <i>Ref: ARM 6.6.2401 through 2405</i> 3. Tax Credits <i>Ref: 33-22-2001 through 2009</i>
<b>H.</b>	<b>Insurance Information &amp; Privacy Protection Act. (0-1)</b> <i>Ref: 33-19-102 through 409; 103</i>	<b>D.</b>	<b>Health Maintenance Organizations (HMO)</b> ..... 1 <i>Ref: 33-31-101 through 102, 301 through 303; ARM 6.6.2501 through 2509</i>
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<b>J.</b>	<b>Insurance Fraud protection Act</b> ..... (0-1) <i>Ref: 33-1-1201 through 1211</i>	<b>F.</b>	<b>Special Policies</b> ..... 1 1. Credit Disability <i>Ref: 33-21-102 through 207; ARM 6.6.1101 through 1111</i> 2. Blanket Disability <i>Ref: 33-22-601 through 604</i>
*For Property and Casualty only		<b>G.</b>	<b>Preferred Provider Agreements Act</b> ..... 1 <i>Ref: 33-22-1701 through 1706</i>
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**PROPERTY  
GENERAL KNOWLEDGE CONTENT OUTLINE  
Product Knowledge, Terms, and Concepts**

(50 scoreable questions plus 10 pretest questions)

**Note:** To the extent that the specific contracts, forms, and endorsements dealt with in this outline are available in standardized versions, outline references are to items developed by (1) Insurance Services Office; (2) National Council on Compensation Insurance; (3) Surety Association of America.

<b>I.</b>	<b>TYPES OF POLICIES</b> .....25
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	2. Homeowners (HO forms)
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<b>B.</b>	<b>Commercial lines</b>
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	b. Causes of loss forms

c. Business income	
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3. Equipment Breakdown Coverage	
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<b>B. Insuring agreement</b>	
<b>C. Conditions</b>	
<b>D. Exclusions</b>	
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<b>F. Duties of the insured</b>	
<b>G. Obligations of the insurance company</b>	
<b>H. Mortgagee rights</b>	
<b>I. Proof of loss</b>	
<b>J. Notice of claim</b>	
<b>K. Appraisal</b>	
<b>L. Other Insurance Provision</b>	
<b>M. Assignment</b>	
<b>N. Subrogation</b>	
<b>O. Elements of a contract</b>	
<b>P. Warranties, representations, and concealment</b>	
<b>Q. Binders</b>	
<b>R. Sources of insurability information</b>	
<b>S. Fair Credit Reporting Act</b>	

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<i>Ref: 33-2-301</i>	
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<i>Ref: 33-17-1203 through 1207</i>	
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<i>Ref: 33-17-301; ARM 6.6.1601 through 1616</i>	
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<i>Ref: 33-14-102 through 305</i>	
9. Temporary licenses	
<i>Ref: 33-17-216 through 217; ARM 6.6.104</i>	
10. Eligibility for license	
<i>Ref: 33-17-201, 211</i>	
11. Termination of licenses	
<i>Ref: 33-17-1001 through 1004</i>	
12. Producer appointment/contract cancellation	
<i>Ref: 33-17-231 through 232, 236</i>	
13. Resident producer	
<i>Ref: 33-17-201; 33-17-220, 1005</i>	

**D. Unfair Trade Practices ..... (4-5)**

*Ref: 33-18-end + entries as noted*

- 1. False advertising
- 2. Rebating
- 3. Twisting
- 4. Misrepresentation
- 5. Defamation
- 6. Excess fees/charges  
*Ref: 33-2-306, 33-15-102, 33-18-212*
- 7. Unfair discrimination  
*Ref: 49-2-309*  
*ARM 6.6.1201 through 1203*
- 8. Unfair claims practices  
*Ref: 33-1-1205(4); 33-18-201, 232*
- 9. Political contributions  
*Ref: 33-18-305*
- 10. Penalties  
*Ref: 33-18-1004 through 1005*

**E. Licensee Responsibilities..... 3**

- 1. Fiduciary capacity  
*Ref: 33-17-1102*
- 2. Commission sharing  
*Ref: 33-17-1103*
- 3. Place of business/recordkeeping  
*Ref: 33-17-1101*
- 4. Principal producer relationship  
*Ref: 28-10-101 through 704*

**F. Rate and Form Regulations ..... 1**

*Ref: 33-1-501 through 502; 33-16-101 through 103, 201 through 204; ARM 6.6.2102*

**G. Insurance Guaranty Fund ..... 1**

- 1. Life and Health  
*Ref: 33-10-201 through 205, 224, 227*
- 2. Property and Casualty\*  
*Ref: 33-10-101 through 105, 115 through 117*

**H. Insurance Information & Privacy Protection Act. (0-1)**

*Ref: 33-19-102 through 409*

**I. Basic Contract Language ..... (0-1)**

*Ref: 33-15-101 through 103*

**J. Insurance Fraud protection Act ..... (0-1)**

*Ref: 33-1-1201 through 1211*

\*For Property and Casualty only

**II. MONTANA STATUTES, RULES, AND REGULATIONS COMMON TO PROPERTY AND CASUALTY INSURANCE ONLY ..... (2-3)**

**A. Cancellation/Nonrenewal ..... (1-2)**

*Ref: 33-15-1101 through 1107, 1111, 1121; 33-23-401*

**B. Surplus Lines Insurance ..... (1-2)**

*Ref: 33-2-301 through 306, 308, 310 through 311, 313, 317*

**C. Montana Use of Credit Information in Personal Insurance ..... (0-1)**

*Ref: 33-18-601 through 611*

**III. MONTANA STATUTES, RULES, AND REGULATIONS PERTINENT TO PROPERTY INSURANCE ONLY ..... (4-5)**

**A. Property Insurance ..... (0-1)**

1. Defined

*Ref: 33-1-210*

2. Specific valuation

*Ref: 33-24-101 through 103*

3. Valued Policy Law

*Ref: 33-24-102 through 103*

**B. Inland/Ocean Marine Insurance ..... (0-1)**

1. Defined

*Ref: 33-1-209, 221 through 229*

2. Exceptions

*Ref: 33-1-229*

**C. Daycare/Homeowners ..... (0-1)**

*Ref: 33-15-1111; 1103*

**D. Crop-Hail Insurance ..... (0-1)**

*Ref: 80-2-201 through 205; ARM 6.6.1501 through 1505, .1507*

**CASUALTY**

**GENERAL KNOWLEDGE CONTENT OUTLINE**

**Product Knowledge, Terms, and Concepts**

*(50 scoreable questions plus 10 pretest questions)*

**Note:** To the extent that the specific contracts, forms and endorsements dealt with in this outline are available in standardized versions, outline references are to items developed by (1) Insurance Services Office; (2) National Council on Compensation Insurance; (3) Surety Association of America.

**I. TYPES OF POLICIES, BONDS, AND RELATED TERMS ..... 23**

**A. Commercial general liability**

- 1. Basic Hazards
  - a. Premises and Operations
  - b. Products and Completed Operations
  - c. Independent Contractors
  - d. Insured contracts
- 2. Commercial General Liability Coverage Forms
  - 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. Conditions (The candidate also should be familiar with ISO's Common Policy Conditions)
  - h. Definitions

**B. Automotive: personal auto and business auto**

- 1. Liability
- 2. Medical Payments
- 3. Physical damage (collision and other than collision/comprehensive)

- 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
  - 8. Garage Coverage Form, including Garagekeepers insurance
  - 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
    - 2. Work-related vs. non-work-related
    - 3. Other states' insurance
  - D. Crime**
    - 1. Employee Theft
    - 2. Inside the Premises-Theft of Money and Securities
    - 3. Inside the Premises-Robbery or Safe Burglary of Other Property
    - 4. Inside the Premises - Robbery or Burglary of Other Property
  - E. Surety Bonding**
    - 1. Definitions
      - a. Obligee
      - b. Principal
      - c. Surety
  - F. Professional liability**
    - 1. Errors and Omissions
  - G. Umbrella/Excess liability**
- II. INSURANCE TERMS AND RELATED CONCEPTS ..... 15**
- A. Risk**
  - B. Hazard**
  - C. Indemnity**
  - D. Insurable interest**
  - E. Actual cash value**
  - F. Negligence**
  - G. Liability**
  - H. Accident**
  - I. Occurrence**
  - J. Burglary**
  - K. Robbery**
  - L. Theft**
  - M. Mysterious disappearance**
  - N. Binders**
  - O. Warranties**
  - P. Representations**
  - Q. Concealment**
  - R. Bodily injury liability**
  - S. Property damage liability**
  - T. Personal injury liability**
  - U. Limits of liability**
  - V. Deductibles**
  - W. Insured contract**

- X. Deposit Premium/Audit**
  - Y. Certificate of Insurance**
- 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. Compliance with provisions of Fair Credit Reporting Act**
  - O. Claims made policy form**
  - P. Salvage**
  - Q. Loss settlement provisions including consent to settle a loss**

**CASUALTY**  
**MONTANA SPECIFIC CONTENT OUTLINE**

**State Laws, Rules and Regulations**

*(37 scoreable questions plus 8 pretest questions)*

- I. MONTANA STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, DISABILITY (A&H), PROPERTY AND CASUALTY INSURANCE.....25**
- A. Insurance Commissioner/Department .....3**
  - 1. Broad powers and duties  
*Ref: 33-1-301 through 306; 33-18-1003 through 1005*
  - 2. Examination of records  
*Ref: 33-1-311; 401 through 413; 33-17-1101*
  - 3. Cease and desist orders  
*Ref: 33-1-313 through 316; 33-1-701 through 711*
  - 4. Penalties  
*Ref: 33-1-104, 317*
- B. General Definitions .....(4-5)**
  - 1. Domestic, foreign, alien  
*Ref: 33-1-201*
  - 2. Insurance transactions  
*Ref: 33-1-201*
  - 3. Authorized/unauthorized companies and certificate of authority  
*Ref: 33-1-201; 33-2-104*
  - 4. Fraternal and their producers  
*Ref: 33-7-525*
- C. Licensing Requirements .....(4-5)**
  - 1. Definitions  
*Ref: 33-7-105; 33-17-102 through 103, 236; ARM 6.6.101 through 102, 105*
  - 2. Nonresident/reciprocal producer  
*Ref: 33-17-401 through 411; 33-17-201*

3. Consultant <i>Ref: 33-17-501 through 513</i>		<i>Ref: 33-19-102 through 409</i>	
4. Administrator <i>Ref: 33-17-602 through 618</i>		<b>I. Basic Contract Language.....(0-1)</b> <i>Ref: 33-15-101 through 103</i>	
5. Surplus lines producer* <i>Ref: 33-2-301</i>		<b>J. Insurance Fraud protection Act.....(0-1)</b> <i>Ref: 33-1-1201 through 1211</i>	
6. Continuing education <i>Ref: 33-17-1203 through 1207</i>		*For Property and Casualty only	
7. Adjuster* <i>Ref: 33-17-301; ARM 6.6.1601 through 1616</i>		<b>II. MONTANA STATUTES, RULES, AND REGULATIONS COMMON TO PROPERTY AND CASUALTY INSURANCE ONLY .....(2-3)</b>	
8. Premium financing * <i>Ref: 33-14-102 through 305</i>		<b>A. Cancellation/Nonrenewal .....(1-2)</b> <i>Ref: 33-15-1101 through 1107, 1111, 1121; 33-23-401</i>	
9. Temporary licenses <i>Ref: 33-17-216 through 217; ARM 6.6.104</i>		<b>B. Surplus Lines Insurance .....(1-2)</b> <i>Ref: 33-2-301 through 306, 308, 310 through 311, 313, 317</i>	
10. Eligibility for license <i>Ref: 33-17-201, 211</i>		<b>C. Montana Use of Credit Information in Personal Insurance .....(0-1)</b> <i>Ref: 33-18-601 through 611</i>	
11. Termination of licenses <i>Ref: 33-17-1001 through 1004</i>		<b>III. MONTANA STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY .....(9-10)</b>	
12. Producer appointment/contract cancellation <i>Ref: 33-17-231 through 232, 236</i>		<b>A. Casualty Insurance defined ..... 1</b> <i>Ref: 33-1-206</i>	
13. Resident producer <i>Ref: 33-17-201; 33-17-220, 1005</i>		<b>B. Automobile Insurance/Financial Responsibility.....(3-4)</b> <i>Ref: (Related Laws) 61-6-101 through 103, 124 through 139, 151, 201</i>	
<b>D. Unfair Trade Practices..... (4-5)</b> <i>Ref: 33-18-end + entries as noted</i>		1. Required limits BI/PD <i>Ref: 33-22-203 through 204; 61-6-301 through 304</i>	
1. False advertising		2. Uninsured Motorists-defined <i>Ref: 33-23-201</i>	
2. Rebating		3. Mature defensive Driving Act <i>Ref: 33-16-221 through 225</i>	
3. Twisting		4. Comparative negligence <i>Ref: 27-1-701 through 702</i>	
4. Misrepresentation		5. Cancellation/nonrenewal <i>Ref: 33-23-211 through 217</i>	
5. Defamation		6. Prohibited discrimination <i>Ref: 33-18-210</i>	
6. Excess fees/charges <i>Ref: 33-2-306, 33-15-102, 33-18-212</i>		7. Good Driver Discount <i>Ref: 33-18-210(9)</i>	
7. Unfair discrimination <i>Ref: 49-2-309</i> <i>ARM 6.6.1201 through 1203</i>		<b>C. Assigned Risk/Auto Insurance Plan ..... 1</b> <i>Ref: 61-6-144</i>	
8. Unfair claims practices <i>Ref: 33-1-1205(4); 33-18-201, 232</i>		<b>D. Worker's Compensation.....2</b>	
9. Political contributions <i>Ref: 33-18-305</i>		1. Plan 1, 2, and 3 <i>Ref: 39-71-116 through 119, 401, 405 through 409, 411 through 413, 501, 503</i>	
10. Penalties <i>Ref: 33-18-1004 through 1005</i>		2. Claims and benefits <i>Ref: 39-71-601 through 613, 701 through 704, 708, 721, 725, 736</i>	
<b>E. Licensee Responsibilities..... 3</b>		<b>E. Professional Liability Insurance ..... 1</b> <i>Ref: 33-9-101, 33-23-301 through 302</i>	
1. Fiduciary capacity <i>Ref: 33-17-1102</i>		<b>F. Unfair Claims Settlement Practices.....(0-1)</b> <i>Ref: 33-18-201</i>	
2. Commission sharing <i>Ref: 33-17-1103</i>			
3. Place of business/recordkeeping <i>Ref: 33-17-1101</i>			
4. Principal producer relationship <i>Ref: 28-10-101 through 704</i>			
<b>F. Rate and Form Regulations..... 1</b> <i>Ref: 33-1-501 through 502; 33-16-101 through 103, 201 through 204; ARM 6.6.2102</i>			
<b>G. Insurance Guaranty Fund ..... 1</b>			
1. Life and Health <i>Ref: 33-10-201 through 205, 224, 227</i>			
2. Property and Casualty* <i>Ref: 33-10-101 through 105, 115 through 117</i>			
<b>H. Insurance Information &amp; Privacy Protection Act. (0-1)</b>			

**MONTANA LIMITED LINES**  
**CREDIT INSURANCE**  
**CONTENT OUTLINE**

*(30 scoreable questions)*

- I. MONTANA STATUTES, RULES, AND REGULATIONS PERTINENT TO ALL LINES OF INSURANCE..... 16**
  - A. Insurance Commissioner/Department..... (2-3)**
    - 1. Broad powers and duties  
*Ref: 33-1-301 through 306; 33-18-1003 through 1005*
    - 2. Examination of records  
*Ref: 33-1-311, 401 through 413*
    - 3. Notice of hearings  
*Ref: 33-1-313 through 316; 33-1-318*
    - 4. Penalties  
*Ref: 33-1-104, 317*
  - B. General Definitions..... (1-2)**
    - 1. Authorized/unauthorized companies and certificate of authority  
*Ref: Ref: 33-1-201*
    - 2. Insurance transaction/policies  
*Ref: 33-1-201*
  - C. Licensing Requirements..... (3-4)**
    - 1. Definitions  
*Ref: 33-7-105; 33-17-102 through 103, 236; ARM 6.6.101 through 102,105*
    - 2. Eligibility for license  
*Ref: 33-17-201 through 211*
    - 3. Termination of license  
*Ref: 33-17-1001 through 1004*
    - 4. Producer appointment/contract cancellation  
*Ref: 33-17-231 through 232*
  - D. Unfair Trade Practices..... (5-6)**  
*Ref: 33-18 - end + entries as noted*
    - 1. False advertising
    - 2. Rebating
    - 3. Twisting
    - 4. Misrepresentation
    - 5. Unfair discrimination  
*Ref: ARM 6.6.1201-1203*
    - 6. Unfair claims practices  
*Ref: 33-1-1205(4); 33-18-201, 232*
    - 7. Political contributions  
*Ref: 33-18-305*
    - 8. Penalties  
*Ref: 33-18-1004, 1005*
  - E. Rate and Form Regulation..... (0-1)**  
*Ref: 33-1-501 through 502; 33-16-101 through 103, 201 through 204; ARM 6.6.2102*
  - F. Life and Health Insurance Guaranty Fund ..... (0-1)**  
*Ref: 33-10-201 through 205, 224, 227*
- II. MONTANA STATUTES, RULES, AND REGULATIONS PERTINENT TO CREDIT LIFE AND DISABILITY INSURANCE..... 14**

- A. Credit Life Insurance, GAP, IUI.....(6-8)**  
*Ref: 33-1-216 & 217; 33-21-102 through 207; ARM 6.6.1101, 1102, 1104, 1106-1111*
- B. Credit Disability Insurance, Mortgage Insurance, GAP, IUI..... (6-8)**  
*Ref: 33-1-216, 217, 219; ARM 6.6.1103-1111*

**MONTANA TITLE INSURANCE**  
**CONTENT OUTLINE**

*(35 scoreable questions)*

- I. MONTANA STATUTES, RULES, AND REGULATIONS COMMON TO ALL LINES OF INSURANCE ..... 10**
  - A. Insurance Commissioner/Department**
    - 1. Broad powers and duties  
*Ref: 33-1-301 through 306; 33-18-1003 through 1005*
    - 2. Examination of records  
*Ref: 33-1-311, 401 through 413*
    - 3. Cease and desist orders  
*Ref: 33-1-318*
    - 4. Penalties  
*Ref: 33-1-104, 313, 317*
  - B. Licensing Requirements**
    - 1. Eligibility for license  
*Ref: 33-17-202 through 204, 211 through 212*
    - 2. Termination of license  
*Ref: 33-17-1001 through 1004; 33-25-401*
  - C. Unfair Trade Practices**
    - 1. False advertising  
*Ref: 33-18-202 through 203*
    - 2. Rebating  
*Ref: 33-18-210; 33-25-401; ARM 6.6.2203*
    - 3. Twisting  
*Ref: 33-18-204*
    - 4. Misrepresentation  
*Ref: 33-18-202, 205*
    - 5. Defamation  
*Ref: 33-18-302*
    - 6. Unfair claims practices  
*Ref: 33-18-201, 232; 401*
    - 7. Boycotting  
*Ref: 33-18-303*
    - 8. Other prohibited practices  
*Ref: 33-25-202, 401 through 403*
    - 9. Penalties  
*Ref: 33-18-233, 1004 through 1005; 33-25-402*
  - D. Place of Business/Recordkeeping**  
*Ref: 33-17-1101; 33-25-214, 216; ARM 6.6.2202(14)*
  - E. Rates**  
*Ref: 33-25-105, 212*
  - F. Insurance Guaranty Fund**  
*Ref: 33-2-517, 851, 1303; 33-25-211*
- II. MONTANA STATUTES, RULES, AND REGULATIONS PERTINENT TO TITLE INSURANCE .7**
  - A. Definitions**

Ref: 33-24-105

**B. Powers and Duties of Title Insurance Companies**

Ref: 33-25-201, 213 through 216; ARM 6.6.2201

**C. Escrow, Closing, or Settlement Services**

Ref: ARM 6.6.2202

**III. TITLE INSURANCE TERMS AND RELATED CONCEPTS ..... 18**

**A. Terms/Concepts**

Ref: Standard insurance textbooks and policies

1. Encumbrance
2. Encroachment
3. Endorsement
4. Deed
  - a. Quitclaim deed
  - b. Deed on conveyance
  - c. Deed of trust
5. Lien
6. Tenancy in common
7. Riparian rights
8. Mortgagor/mortgagee
9. Subrogation
10. Fee simple
11. Simultaneous issue
12. Title defect
13. Real property
14. Survey of property
15. Loan policy
16. Easement

**B. Agent/Title Organizations**

**C. Premium Payments**

**D. Loss Payments**

**E. Description of a Property**

**F. Types of Title Policies**

1. Owner's policy
2. Standard Title policy
3. Mortgagee's policy

**G. Policy Contents**

1. Provisions
2. Exclusions
3. Exceptions
4. Covered risks
5. Schedule B-11

- c. Business income
- d. Extra expense
2. Commercial Package Policy (CPP)
3. Boiler and machinery coverage forms
4. Businessowners Policy (BOP)

**C. Inland marine**

1. Personal floaters
2. Commercial floaters
3. F.O.B
4. Valuable Papers

**D. Additional coverages and exclusions**

1. Flood
2. Personal Watercraft
3. Commercial Ocean Marine
4. Business Interruption
5. Time Element
6. Ordinance and Law exclusion
7. Ordinance and Law coverage
8. Valuable Paper and Records

**II. TYPES OF CASUALTY POLICIES ..... 15**

**A. Commercial general liability**

1. Premises and operations liability
2. Products and completed operations liability
3. Contractual liability
4. Medical payments
5. Owners and contractors protective liability

**B. Automobile: personal (family) auto and business (commercial) auto**

1. Liability
2. Physical damage (collision and comprehensive)
3. Uninsured motorists
4. Underinsured motorists
5. Named insureds
6. Insureds
7. Owned automobile
8. Nonowned automobile
9. Temporary substitute auto

**C. Commercial crime**

1. Coverage forms
  - a. Theft, disappearance, and destruction
  - b. Robbery and safe burglary
  - c. Premises burglary
  - d. Premises theft and robbery outside premises

**D. Professional liability**

**E. Umbrella/excess liability**

**III. BONDS ..... 3**

Ref: 33-1-211; 33-26-101 thru 108

**IV. INSURANCE TERMS AND RELATED CONCEPTS ..... 17**

**A. Insurance**

**B. Insurable interest**

**C. Risk**

**D. Hazard**

**E. Peril**

**F. Loss**

1. Direct
2. Indirect

**G. Proximate cause**

**H. Deductible**

**MONTANA ADJUSTER CONTENT OUTLINE**

(88 scoreable questions)

**I. TYPES OF PROPERTY POLICIES ..... 15**

**A. Personal lines**

1. Dwelling and contents (DP forms)
2. Personal liability
3. Homeowners (HO forms)
4. Mobile Homes

**B. Commercial lines**

1. Commercial property
  - a. Commercial building and personal property form
  - b. Causes of loss forms

I. Indemnity			
J. Actual cash value			
K. Fair market value			
L. Replacement cost			
M. Other Insurance			
N. Coinsurance/Insurance to value			
O. Pair and set clause			
P. Extensions of coverage			
Q. Additional coverages			
R. Accident			
S. Occurrence			
T. Cancellation			
U. Nonrenewal			
V. Vacancy and unoccupancy			
W. Right of salvage			
X. Abandonment			
Y. Liability			
Z. Negligence			
AA.Robbery			
BB.Burglary			
CC.Tariff liability			
DD. Independent Adjuster			
			<i>Ref.: 33-17-301</i>
			3. Definitions
			<i>Ref.:33-17-301, ARM 6.6.1611</i>
		<b>C. Trade practices</b>	
		1. Unfair claims practices	<i>Ref.: 33-18-201</i>
		2. Claim settlement practices	<i>Ref.: 33-18-232 through 233</i>
		3. Misrepresentation	<i>Ref.: 33-18-202</i>
		4. Unfair discrimination	<i>Ref.: 33-18-210</i>
		<b>D. Montana Insurance Guaranty Association</b>	<i>Ref.:33-10-101 through 105</i>
		<b>E. Insurance Information and Privacy Act</b>	<i>Ref.:33-19-102 through 306</i>
		<b>F. Basic contract language</b>	<i>Ref.:33-15-101 through 103</i>
		<b>G. Insurance Fraud Protection Act</b>	<i>Ref.:33-1-1201 through 1211</i>
		<b>H. Premium financing</b>	<i>Ref.:33-14-301, 303, 304</i>
V. POLICY PROVISIONS AND CONTRACT LAW ..... 14			
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. Arbitration			
P. Elements of a contract			
Q. Warranties, representations, and concealment			
R. Binders			
S. Loss settlement			
T. Claims made			
VI. MONTANA STATUTES, RULES, AND REGULATIONS PERTINENT TO ALL ADJUSTERS ... 8			
A. Commissioner of Insurance			
1. Broad powers and duties			<i>Ref.:33-1-301 through 306</i>
2. Examination of records			<i>Ref.:33-1-402</i>
3. Investigations/Notice of hearing			<i>Ref.:33-1-701</i>
4. Penalties			<i>Ref.:33-1-104, 317; 33-18-1003 through 1005</i>
B. Adjuster licensing			
1. License requirements			<i>Ref.:33-17-301</i>
2. License suspension and revocation			
VII. MONTANA STATUTES, RULES, AND REGULATIONS PERTINENT TO PROPERTY INSURANCE ONLY .....8			
A. Property insurance			
1. Defined			<i>Ref.: 33-1-210</i>
2. Specific valuation			<i>Ref.: 33-24-101 through 103</i>
3. Valued Policy Law			<i>Ref.: 33-24-102 through 103</i>
B. Inland/Ocean Marine Insurance			
1. Defined			<i>Ref.: 33-1-209, 221 through 229</i>
2. Exceptions			<i>Ref.: 33-1-229</i>
C. Cancellation/Nonrenewal			<i>Ref.: 33-15-1101 through 1107, 1111, 1121; 33-23-401</i>
D. Daycare/Homeowners			<i>Ref.: 33-15-1111</i>
E. Crop-Hail Insurance			<i>Ref.: 80-2-201 through 205; ARM 6.6.1501 through 1505</i>
VIII. MONTANA STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY .....8			
A. Casualty Insurance defined			<i>Ref.: 33-1-206</i>
B. Automobile Insurance/Financial Responsibility			<i>Ref.: (Related Laws) 61-6-101 through 103, 124 through 139, 151, 201</i>
1. Required limits BI/PD			<i>Ref.: 33-22-203 through 204; 61-6-301 through 304</i>
2. Uninsured Motorists-defined			<i>Ref.: 33-23-201</i>
3. Mature defensive Driving Act			<i>Ref.: 33-16-221 through 225</i>

4. Comparative negligence  
*Ref.: 27-1-701 through 702*
5. Cancellation/nonrenewal  
*Ref.: 33-23-211 through 217*

**C. Assigned Risk/Auto Insurance Plan**  
*Ref.: 61-6-144*

- D. Worker's Compensation**
1. Plan 1, 2, and 3  
*Ref.: 39-71-116 through 120*
  2. Claims and benefits  
*Ref.: 39-71-704, 710, 736*

**E. Professional liability insurance**  
*Ref.: 33-23-301*

**LIFE AND DISABILITY CONSULTANT  
CONTENT OUTLINE  
Product Knowledge, Terms and Concepts  
(100 scoreable questions)**

*Ref.: Standard insurance text. Suggested insurance courses: The American College's Chartered Life Underwriter (CLU) & Chartered Financial Consultant (ChFC) (HS 318,323,324, 325). Other materials may be used.*

**I. TYPES OF LIFE POLICIES**

*Ref.: Standard insurance text; HS 323*

**A. Traditional whole life products**

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

**B. Interest-sensitive life products**

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

**C. Term life**

1. Level, decreasing, and increasing term
2. Special features
  - a. Renewable
  - b. Convertible
  - c. Reentry

**D. Annuities**

1. Single, level, and flexible premium
2. Immediate and deferred
3. Fixed and variable
4. Installment refund
5. Cash refund
6. Deposit Administration Group

**E. Endowment**

**F. Combination plans and variations**

1. Family policy
2. Family income policy
3. Juvenile
4. Joint life
5. Survivorship life

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

*Ref.: Standard insurance text; HS 323 and 324*

**A. Policy riders**

1. Waiver of premium
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)

**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
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. Nonforfeiture options
11. Dividends and dividend options
12. Incontestability
13. Assignments
14. Suicide
15. Misstatement of age
16. Settlement options

**C. Policy exclusions**

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

*Ref.: Standard insurance text; HS 324*

**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

**B. Underwriting**

1. Insurable interest
2. Medical information and consumer reports
3. Fair Credit Reporting Act
4. Risk classification
5. Calculations

**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**

*Ref.: Standard insurance text; HS 318*

- 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. Business insurance (e.g., key employee, buy and sell agreement, split-dollar, Keough plan, etc.)**
  - E. Social Security benefits and taxes**
  - F. Tax treatment of insurance premiums, proceeds, dividends**
    - 1. Individual life
    - 2. Group life
    - 3. Gifts
    - 4. Modified Endowment Contracts (MECs)
    - 5. Tax Sheltered Annuity (TSAs)
  - G. Accelerated Death Benefits—Living Benefits**
- V. TYPES OF HEALTH/DISABILITY POLICIES**  
*Ref.: Standard insurance text; HS 325*
- A. Disability income**
    - 1. Individual disability income policy
    - 2. Business overhead expense policy
    - 3. Business disability buyout policy
    - 4. Group disability income policy
  - B. Accidental death and dismemberment**
  - C. Medical expense insurance**
    - 1. Basic hospital, medical, and surgical policies
    - 2. Major medical policies
    - 3. Comprehensive major medical policies
    - 4. Health Maintenance Organizations (HMOs)
    - 5. Preferred provider organizations (PPOs)
    - 6. Multiple Employer Trusts (METs)
    - 7. Multiple Employer Welfare Association (MEWAs)
    - 8. Service organizations (Blue Plans)
  - D. Medicare supplement policies**
  - E. Group insurance**
    - 1. Group conversion
    - 2. Differences between individual and group contracts
    - 3. General concepts
    - 4. COBRA
    - 5. HIPPA
  - F. Long Term Care**
- VI. POLICY PROVISIONS, CLAUSES, AND RIDERS**  
*Ref.: Standard insurance text; HS 324*
- 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
  - B. Optional provisions**
    - 1. Change of occupation
    - 2. Misstatement of age
    - 3. Illegal occupation
  - C. Other provisions and clauses**
    - 1. Insuring clause
    - 2. Free look (10-day, 20-day, etc.)
    - 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
  - D. Riders**
    - 1. Impairment rider
    - 2. Guaranteed insurability rider
    - 3. Multiple indemnity rider (double, triple)
  - E. Rights of renewability**
    - 1. Noncancelable
    - 2. Cancelable
    - 3. Guaranteed renewable
    - 4. Conditionally renewable
    - 5. Optionally renewable
    - 6. Period of time
- VII. SOCIAL INSURANCE**  
*Ref.: Standard insurance text; HS 318, 325*
- A. Medicare**
    - 1. Primary, secondary payor
  - B. Medicaid**
  - C. Social Security benefits**
- VIII. OTHER INSURANCE CONCEPTS**  
*Ref.: Standard insurance text; HS 323*
- 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. nonoccupational**
  - H. Tax treatment of premiums and proceeds of insurance contracts (e.g., disability income and medical expenses, etc.)**
  - I. Managed care**
- IX. FIELD UNDERWRITING PROCEDURES**  
*Ref.: Standard insurance text; HS 323*
- A. Completing application and obtaining necessary signatures**
  - B. Explaining sources of insurability information (e.g., MIB Report, Fair Credit Reporting**

- Act, etc.)
- C. Upon payment of initial premium, giving prospect conditional receipt and explaining the effect of that receipt (e.g., medical examination, etc.)
  - D. Submitting application (and initial premium if collected) to company for underwriting
  - E. Assuring delivery of policy to client
  - F. Explaining policy and its provisions, riders, exclusions, and ratings to clients
  - G. In cases where initial premium did not accompany application, obtaining signed statement of continued good health and obtaining premium for transmittal
  - H. Contract law
    - 1. Requirements of a contract
    - 2. Insurable interest
    - 3. Warranties and representations
    - 4. Unique aspects of the health contract
      - a. Conditional
      - b. Unilateral
      - c. Adhesion
- X. **MONTANA LAWS, RULES, AND REGULATIONS PERTINENT TO LIFE AND DISABILITY INSURANCE CONSULTANTS**  
*Ref.: 33-17-501-512; 33-17-1203*
- A. **Licensing requirements**
    - 1. Consultant
    - 2. Agreements
    - 3. License maintenance
    - 4. License revocation or suspension
  - B. **Consultant practices, responsibilities, and duties**  
*Ref.: Standard insurance text*
    - 1. Solicitation and disclosures
    - 2. Advertising
    - 3. Standard practices
    - 4. Cost comparison methods
  - C. **Unfair/Prohibited Practices**  
*Ref.: 33-18-end; ARM 6.6.1201-1203*
    - 1. Rebating
    - 2. Defamation
    - 3. Discrimination
    - 4. Misrepresentation
  - D. **Montana Life and Health Insurance Guaranty Association**  
*Ref.: 33-10-201, 202*

## **PROPERTY AND CASUALTY CONSULTANT CONTENT OUTLINE**

*(100 scoreable questions)*

*Ref.: Standard insurance/risk management text; Insurance Institute's Accredited Advisor in Insurance. Other materials may be used.*

### I. **PRINCIPLES OF RISK MANAGEMENT**

*Ref.: Standard insurance/risk management text; Insurance Institute's Accredited Advisor in Insurance (AAI 81, 82, 83)*

#### A. **Pure risk vs. speculative risk**

#### B. **Risk management process**

1. Identifying and analyzing loss exposures
2. Selecting method to handle each exposure
3. Implementing the risk management strategy
4. Monitoring the risk management system and making changes when appropriate

#### C. **Nature of property loss exposures**

1. Property exposed to loss
2. Causes of loss
3. Consequences of loss

#### D. **Nature of liability loss exposures**

1. Legal liability
2. Civil liability
  - a. Tort liability
    - (1) Intentional
    - (2) Negligence
    - (3) Strict
    - (4) Exemplary/punitive
    - (5) Immunity

#### E. **Contract law as it relates to insurance**

#### F. **Types of insurers**

#### G. **Reinsurance**

### II. **FUNDAMENTALS OF FINANCIAL ANALYSIS**

*Ref.: Standard text; Insurance Accounting and Systems Assn. text; NAIC accounting manual and supplements; Insurance Institute's Accredited Advisor in Insurance (AAI 81, 82, 83)*

#### A. **Financial statements**

1. Balance sheet
2. Income statement
3. Sources and uses of funds statement

#### B. **Ratio analysis**

1. Liquidity
2. Activity
3. Financial leverage
4. Profitability

#### C. **Inventory valuation methods**

### III. **PROPERTY INSURANCE POLICIES AND FORMS**

*Ref.: Standard insurance text; Insurance Institute's Accredited Advisor in Insurance (AAI 81, 82, 83)*

#### A. **Personal lines**

1. HO forms
2. DP forms

#### B. **Commercial lines**

1. Building and personal property coverage form
2. Causes of loss forms
3. Business income coverage form
4. Extra expense coverage form

- 5. Businessowners policy (BOP)
  - 6. Boiler and Machinery
  - 7. Commercial Package Policy (CPP)
  - 8. Commercial property policies
  - C. Inland marine**
    - 1. Coverages and policy provisions
    - 2. Commercial and Personal floaters
    - 3. Commercial inland marine
  - D. Ocean marine**
    - 1. Cargo
    - 2. Commercial ocean marine
  - E. Other insurance**
    - 1. Flood
    - 2. Aviation
- IV. CASUALTY INSURANCE POLICIES AND FORMS**  
*Ref.: Standard insurance text, Insurance Institute's Accredited Advisor in Insurance (AAI 81, 82, 83)*
- A. Commercial General Liability (CGL)**
    - 1. Premises and operations liability
    - 2. Products and completed operations liability
    - 3. Contractual liability
    - 4. Personal and advertising liability
    - 5. Medical payments
    - 6. Owners and contractors protective liability
    - 7. Occurrence coverage
    - 8. Claims made coverage
  - B. Auto: Personal and Commercial**
    - 1. Liability
    - 2. Physical damage (collision and comprehensive)
    - 3. Named insureds
    - 4. Garage coverage forms
    - 5. Lease Gap
    - 6. Owned auto
    - 7. Nonowned auto
    - 8. Temporary substitute auto
  - C. Workers Compensation/Employer's liability**  
*Ref.: Standard insurance text; 39-71-401-409; 411-413*
    - 1. Policy concepts
    - 2. Rating plans
    - 3. NCCI Experience modifications
  - D. Crime coverage**
    - 1. Employee dishonesty
    - 2. Theft, Disappearance, and Destruction
    - 3. Robbery and safe burglary
    - 4. Premises burglary
    - 5. Custodian
    - 6. Messenger
    - 7. Guard or watchperson
    - 8. Fidelity and surety bonds
  - E. Professional liability**
  - F. Umbrella/Excess liability**
  - G. Directors and Officers liability**
  - H. Employment Practices liability**
- V. PROPERTY AND CASUALTY POLICY PROVISIONS, TERMS, AND CONCEPTS**  
*Ref.: Standard insurance text; Insurance Institute's Accredited Advisor in Insurance (AAI 81, 82, 83)*
- A. Perils**

- B. Risk**
  - C. Coinsurance**
  - D. Appraisal**
  - E. Subrogation**
  - F. Premiums**
  - G. Actual cash value**
  - H. Duties of the insurer**
  - I. Cancellation**
  - J. Binders**
- VI. MONTANA LAWS, RULES, AND REGULATIONS PERTINENT TO PROPERTY AND CASUALTY INSURANCE CONSULTANTS**
- A. Licensing requirements**  
*Ref.: 33-17-501-512; 33-17-1203*
    - 1. Consultant
    - 2. Agreements
    - 3. License maintenance
    - 4. License revocation or suspension
  - B. Consultant practices, responsibilities, and duties**  
*Ref.: Standard insurance text; Insurance Institute's Accredited Advisor in Insurance (AAI 81, 82, 83)*
  - C. Unfair/prohibited practices**  
*Ref.: 33-18-end; ARM 6.6.1201-1203*
    - 1. Rebating
    - 2. Defamation
    - 3. Discrimination
    - 4. Misrepresentation
  - D. Surplus lines**  
*Ref.: 33-2-301, 307, 317*
  - E. Risk retention groups**  
*Ref.: 33-11-103, 104*
  - F. Montana Insurance Guaranty Association**  
*Ref.: 33-10-105*

**MONTANA SURETY  
CONTENT OUTLINE**

*(20 scoreable questions)*

*Ref: General Textbook Knowledge and 33-1-211 and 33-26-101 through 108*

- I. FIDELITY AND SURETY CONTRACTS .....8**
  - A. Definition of fidelity and surety**
  - B. Parties of a contract**
  - C. Obligation of the surety**
  - D. Parties to the surety**
    - 1. Principal
    - 2. Obligee
    - 3. Surety
  - E. Underwriting considerations**
  - F. Premiums and terms of obligations**
    - 1. Surety
  - G. Claims**
  - H. Power of attorney**
- II. PURPOSE AND TYPE OF SURETY BONDS .....6**

A. Public official	
B. Court	
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2. Fiduciary	
C. Miscellaneous	
D. Contract	
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B. Blanket	
C. Financial institutions	
IV. BAIL BONDS.....	4
A. Surety bail bond	
B. Surety bond fee	
C. Acceptable collateral	

## MONTANA CROP INSURANCE

*(50 scoreable questions)*

References for this examination can be found in the following sources:

- The Montana Risk Management Agency website at: [www.rma.usda.gov/publications](http://www.rma.usda.gov/publications)
- Montana Code books are available through the Legislative Council at: <http://leg.state.mt.us>
- The Montana codes are also available online at: [http://data.opi.state.mt.us/bills/mca\\_toc/33.htm](http://data.opi.state.mt.us/bills/mca_toc/33.htm)
- Individual Crop Insurance companies

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A. Insurable interest	
B. Risk	
C. Hazard	
D. Peril	
E. Loss	
1. Direct	
2. Indirect	
F. Indemnity	
G. Limits of Liability	
H. Occurrence	
I. Negligence	
J. Insuring Agreement	
K. Subrogation	
L. Binder	
II. CROP INSURANCE .....	18
A. Policy rates	
B. Coverages available	
C. Policy 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. Percentage plan	
5. Arbitration and appraisal	
6. Loss payment	
F. Cancellation and nonrenewal	
III. MULTIPLE PERIL INSURANCE .....	10
IV. MONTANA STATUTES, RULES, AND REGULATIONS PERTINENT TO ALL ADJUSTERS ....	8
A. Commissioner of Insurance	
1. Broad powers and duties	
<i>Ref.:33-1-301 through 306</i>	
2. Examination of records	
<i>Ref.:33-1-402</i>	
3. Investigations/Notice of hearing	
<i>Ref.:33-1-701</i>	
4. Penalties	
<i>Ref.:33-1-104, 315, 317; 33-18-1003 through 1005</i>	
B. Adjuster licensing	
1. License requirements	
<i>Ref.:33-17-301</i>	
2. License suspension and revocation	
<i>Ref.: 33-17-301, 1001</i>	
3. Definitions	
<i>Ref.:33-17-301, ARM 6.6.1611</i>	
C. Trade practices	
1. Unfair claims practices	
<i>Ref.: 33-18-201</i>	
2. Claim settlement practices	
<i>Ref.: 33-18-232 through 233</i>	
3. Misrepresentation	
<i>Ref.: 33-18-202</i>	
4. Discrimination	
<i>Ref: 33-18-210</i>	
D. Insurance Information and Privacy Act	
<i>Ref.:33-19-102 through 306</i>	