

**LIFE
CONTENT OUTLINE**
Life—General Section;
Life—State Section

**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)

- d. Limited lines
Ref: 26-9-202
- e. Surplus lines broker
Ref: 26-9-208, 26-11-103, 26-11-112
- f. Nonresident
Ref: 26-9-208, 215, 230
- g. Service representatives
Ref: 26-9-218
- h. Temporary license
Ref: 26-9-210

2. Agent appointment/termination of contract
Ref: 26-9-213 and 214
3. Obtaining a license
 - a. Qualifications
Ref: 26-9-206, Reg. Ch. 18
 - b. Exemptions/exceptions
Ref: 26-9-204, 26-9-209
 - c. License denial
Ref: 26-9-211
4. Maintaining a license
 - a. Continuing education
Ref: 26-9-231, Reg. Ch. 20
 - b. Change of address
Ref: 26-9-207, 26-9-228
 - c. Fees/renewal
Ref: 26-9-207; 26-4-101
 - d. License expiration/termination
Ref: 26-9-207, 26-9-232
 - e. Suspension or revocation of licenses
Ref: 26-9-211
 - f. Reporting of actions
Ref: 26-9-216
 - g. Penalties
Ref: 26-1-107

D. Producer responsibilities

1. Fiduciary capacity
Ref: 26-9-229, Reg. Ch. 46
 - a. Premium accountability
 - b. Separate account requirements
2. Commissions and compensation
Ref: 26-9-212
3. Place of business of licensees/display of licenses/records
Ref: 26-9-228
4. Agency vs. individual licensee
Ref: Title 18 Chapter 17

E. Unfair trade practices

1. Boycott, coercion, intimidation
Ref: 26-13-108
2. Controlled business
Ref: 26-9-226
3. Defamation
Ref: 26-13-107
4. False advertising
Ref: 26-13-103
5. False financial statements
Ref: 26-13-106
6. Fraud
Ref: 26-13-201 and 202

**LIFE-WYOMING SPECIFIC
CONTENT OUTLINE
State Statutes, Rules, and Regulations
(35 scoreable questions plus 5 pretest questions)**

I. WYOMING STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, ACCIDENT AND HEALTH, PROPERTY, AND CASUALTY INSURANCE.....15

A. Insurance Commissioner

1. Appointment
Ref: 26-2-102
2. General powers and duties
Ref: 26-2-109 and 110
3. Examinations
Ref: 26-2-116 and 117
4. Orders and hearings
Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130
5. Penalties
Ref: 26-1-107, 26-2-112, 26-9-211

B. Definitions
Ref: 26-1-102; 26-3-101, 26-3-105, 26-29-201, 210

1. Domestic company
2. Foreign company
3. Alien company
4. Stock and mutual companies and reciprocals
5. Reciprocal
6. Fraternal benefit society
7. Certificate of authority

C. Licensing

1. Persons required to be licensed
 - a. Producer/business entity
Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233
 - b. Producer acting as broker
Ref: 26-1-102, 26-9-224 and 225
 - c. Consultant
Ref: 26-9-220, Reg. Ch. 18

- 7. Misrepresentation
Ref: 26-13-103
- 8. Rebates/illegal inducements
Ref: 26-13-110, 112
- 9. Unfair discrimination
Ref: 26-13-109, 112(c)
- 10. Twisting (Life and AH only)
Ref: 26-13-105
- 11. Unfair claims settlement practices
Ref: 26-13-124

F. Wyoming Insurance Guaranty Association

*Ref: 26-31-103, 26-31-106; 26-42-116(a);
Reg. Ch. 43*

G. Consumer privacy regulation

Ref: Reg. Ch. 54

II. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO LIFE INSURANCE ONLY20

A. Policy replacement

Ref: Reg. Ch. 12

- 1. Purpose
- 2. Definitions
- 3. Exemptions
- 4. Duties of agent and broker
- 5. Duties of replacing insurer

B. Individual life and annuity contracts

Ref: 26-15-122; 26-16-101 through 120

- 1. Standard provisions
 - a. Assignment
 - b. Grace period
 - c. Incontestability
 - d. Misstatement of age
 - e. Policy loan
 - (1) Interest rates
 - f. Reinstatement
 - g. Prohibited provisions
- 2. Policy settlement

Ref: 26-16-112

C. Group Life

- 1. Standard provisions/required provisions

Ref: 26-17-101 through 130

- 2. Conversion rights
Ref: 26-17-119
- 3. Types of groups/eligible groups
Ref: 26-17-102
- 4. Dependent coverage
Ref: 26-17-108

5. Assignment
Ref: 26-17-126

D. Variable products

Ref: 26-9-207; Reg. Ch. 27

- 1. Separate accounts (5)
- 2. Variable contracts (7)
- 3. Reinstatement (7)
- 4. Required reports (8)
- 5. Producer licensing requirements

E. Credit Life

Ref: 26-21-101 through 114

**ACCIDENT, HEALTH, SICKNESS, & DISABILITY
CONTENT OUTLINE**
Accident & Health—General Section;
Accident & Health, Sickness, & Disability—State
Section

**ACCIDENT & HEALTH—GENERAL KNOWLEDGE
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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 RIDERS20

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. Noncancelable
- 2. Cancelable
- 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

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Ref: Reg. Ch. 54

II. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO ACCIDENT AND HEALTH INSURANCE ONLY 20

A. Policy clauses and provisions (Individual and Group)

- 1. General requirements for policies
Ref: 26-18-103
- 2. Required and optional coverages
 - a. Dependent children
Ref: 26-22-401, 26-18-103(a)(iii)
 - b. Diabetes
Ref: 26-20-201
 - c. Grace period
Ref: 26-18-107
 - d. Newborns and adopted children
Ref: 26-20-101 through 102
 - e. Non-custodial parents
Ref: 26-15-135
 - f. Substance abuse treatment
Ref: 26-18-123
- 3. Benefit standards
- 4. Prohibited provisions

B. Group health insurance

- 1. Eligible groups
Ref: 26-19-102
- 2. Continuation of coverage
Ref: 26-19-113
- 3. Conversion
Ref: 26-19-113(a)(viii)
- 4. Payable benefits
Ref: 26-19-109

C. Marketing methods and practices

- 1. Advertising
Ref: Reg. Ch. 21
 - a. Purpose
 - b. Definitions
 - c. Disclosure
 - d. Testimonials and endorsement

D. Medicare supplement Insurance

- 1. Advertising
Ref: Reg. Ch. 21, Sec. 7

2. Marketing standards
Ref: Reg. Ch. 35, Sec. 19
3. Disclosure
Ref: Reg. Ch. 35, Sec. 17
4. Buyer's Guide
Ref: Reg. Ch. 35, Sec. 17(a) (vi) (A)
5. Outline of coverage
Ref: Reg. Ch. 35, Sec. 17(d)
6. Preexisting conditions
Ref: Reg. Ch. 35, Sec. 8(a)(i)
7. Free look
Ref: Reg. Ch. 35, Sec. 17(a)(v)
8. Replacement/replacement forms
Ref: Reg. Ch. 35, Sec. 18 and 22

E. Long-term care policies

1. Outline of coverage
Ref: 26-38-105(k); Reg. Ch. 37, Sec. 19
2. Buyer's Guide
Ref: Reg. Ch. 32, Sec. 20
3. Free look
Ref: 26-38-105(j)
4. Replacement
Ref: Reg. Ch. 37, Sec. 11
5. Policy standards
Ref: 26-38-105
6. Protection against unintentional lapse
Ref: 26-38-108
7. Preexisting conditions
Ref: 26-38-105(c-f)
8. Nonforfeiture benefits
Ref: 26-38-109
9. Required provisions
 - a. Marketing renewable
 - b. Mental/emotional disorders
 - c. Levels of care
 - d. Zero-day hospital
 - e. Preexisting conditions
10. Other provisions
 - a. Waiver of premium
 - b. Inflation adjustments
 - c. Spousal discount
 - d. Reinstatement of used benefits
11. Terminology
 - a. Skilled (primary) care
 - b. Home health care vs. home care
 - c. Community care
 - d. Alternate care
 - e. Case management
 - f. Activities of daily living (ADL) and cognitive impairment
 - g. Medically necessary or appropriate
 - h. Plan of care
 - i. Adult day care

F. Requirements for small employers

1. Definitions
Ref: 26-19-302(a)(xxii)
2. Benefit plans offered
Ref: 26-19-306
3. Availability of coverage

- Ref: 26-19-306*
4. Renewability
Ref: 26-19-305
5. Guaranteed issue
Ref: Reg. Ch. 49, Sec. 8

G. Wyoming Child Health Insurance Program

Ref: 35-25-101 through 108

H. Wyoming Health Insurance Pool

Ref: 26-43-103; Reg. Ch. 41, Sec. 3 and Appendix

I. Health Care Services and Health Maintenance Organizations (HMOs)

1. Definitions
Ref: 26-34-102
2. Information to enrollees
Ref: 26-34-111
3. Evidence of coverage
Ref: 26-34-109

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C. Social Security benefits

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J. Workers Compensation

K. Subrogation

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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

**LIFE, ACCIDENT, HEALTH, SICKNESS
& DISABILITY
WYOMING SPECIFIC
CONTENT OUTLINE**

State Statutes, Rules, and Regulations

(35 scoreable questions plus 5 pretest questions)

I. WYOMING STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, ACCIDENT AND HEALTH, PROPERTY, AND CASUALTY INSURANCE..... 15

A. Insurance Commissioner

1. Appointment
Ref: 26-2-102
2. General powers and duties
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3. Examinations
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4. Orders and hearings
Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130
5. Penalties
Ref: 26-1-107, 26-2-112, 26-9-211

B. Definitions

Ref: 26-1-102; 26-3-101, 26-3-105, 26-29-201, 210

- 1. Domestic company
- 2. Foreign company
- 3. Alien company
- 4. Stock and mutual companies and reciprocals
- 5. Reciprocal
- 6. Fraternal benefit society
- 7. Certificate of authority

C. Licensing

- 1. Persons required to be licensed
 - a. Producer/business entity
Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233
 - b. Producer acting as broker
Ref: 26-1-102, 26-9-224 and 225
 - c. Consultant
Ref: 26-9-220, Reg. Ch. 18
 - d. Limited lines
Ref: 26-9-202
 - e. Surplus lines broker
Ref: 26-9-208, 26-11-103, 26-11-112
 - f. Nonresident
Ref: 26-9-208, 215, 230
 - g. Service representatives
Ref: 26-9-218
 - h. Temporary license
Ref: 26-9-210
- 2. Agent appointment/termination of contract
Ref: 26-9-213 and 214
- 3. Obtaining a license
 - a. Qualifications
Ref: 26-9-206, Reg. Ch. 18
 - b. Exemptions/exceptions
Ref: 26-9-204, 26-9-209
 - c. License denial
Ref: 26-9-211
- 4. Maintaining a license
 - a. Continuing education
Ref: 26-9-231, Reg. Ch. 20
 - b. Change of address
Ref: 26-9-207, 26-9-228
 - c. Fees/renewal
Ref: 26-9-207; 26-4-101
 - d. License expiration/termination
Ref: 26-9-207, 26-9-232
 - e. Suspension or revocation of licenses
Ref: 26-9-211
 - f. Reporting of actions
Ref: 26-9-216
 - g. Penalties
Ref: 26-1-107

D. Producer responsibilities

- 1. Fiduciary capacity
Ref: 26-9-229, Reg. Ch. 46
 - a. Premium accountability
 - b. Separate account requirements
- 2. Commissions and compensation

Ref: 26-9-212

- 3. Place of business of licensees/display of licenses/records
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Ref: 26-9-228

- 4. Agency vs. individual licensee
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Ref: Title 18 Chapter 17

E. Unfair trade practices

- 1. Boycott, coercion, intimidation
Ref: 26-13-108
- 2. Controlled business
Ref: 26-9-226
- 3. Defamation
Ref: 26-13-107
- 4. False advertising
Ref: 26-13-103
- 5. False financial statements
Ref: 26-13-106
- 6. Fraud
Ref: 26-13-201 and 202
- 7. Misrepresentation
Ref: 26-13-103
- 8. Rebates/illegal inducements
Ref: 26-13-110, 112
- 9. Unfair discrimination
Ref: 26-13-109, 112(c)
- 10. Twisting (Life and AH only)
Ref: 26-13-105
- 11. Unfair claims settlement practices
Ref: 26-13-124

F. Wyoming Insurance Guaranty Association

Ref: 26-31-103, 26-31-106; 26-42-116(a); Reg. Ch. 43

G. Consumer privacy regulation

Ref: Reg. Ch. 54

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

A. POLICY REPLACEMENT

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- 1. Purpose
- 2. Definitions
- 3. Exemptions
- 4. Duties of agent and broker
- 5. Duties of replacing insurer

B. Individual life and annuity contracts

Ref: 26-15-122; 26-16-101 through 120

- 1. Standard provisions
 - a. Assignment
 - b. Grace period
 - c. Incontestability
 - d. Misstatement of age
 - e. Policy loan
 - (1) Interest rates
 - f. Reinstatement
 - g. Prohibited provisions
- 2. Policy settlement
Ref: 26-16-112

C. Group Life

- 1. Standard provisions/required provisions

Ref: 26-17-101 through 130

2. Conversion rights

Ref: 26-17-119

3. Types of groups/eligible groups

Ref: 26-17-102

4. Dependent coverage

Ref: 26-17-108

5. Assignment

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D. Variable products

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1. General requirements for policies

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2. Required and optional coverages

a. Dependent children

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c. Grace period

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d. Newborns and adopted children

Ref: 26-20-101 through 102

e. Non-custodial parents

Ref: 26-15-135

f. Substance abuse treatment

Ref: 26-18-123

3. Benefit standards

4. Prohibited provisions

B. Group health insurance

1. Eligible groups

Ref: 26-19-102

2. Continuation of coverage

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C. Marketing methods and practices

1. Advertising

Ref: Reg. Ch. 21

a. Purpose

b. Definitions

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d. Testimonials and endorsement

D. Medicare supplement Insurance

1. Advertising

Ref: Reg. Ch. 21, Sec. 7

2. Marketing standards

Ref: Reg. Ch. 35, Sec. 19

3. Disclosure

Ref: Reg. Ch. 35, Sec. 17

4. Buyer's Guide

Ref: Reg. Ch. 35, Sec. 17(a) (vi) (A)

5. Outline of Coverage

Ref: Reg. Ch. 35, Sec. 17(d)

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Ref: Reg. Ch. 35, Sec. 8(a)(i)

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1. Outline of coverage

Ref: 26-38-105(k); Reg. Ch. 37, Sec. 19

2. Buyer's Guide

Ref: Reg. Ch. 32, Sec. 20

3. Free look

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4. Replacement

Ref: Reg. Ch. 37, Sec. 11

5. Policy standards

Ref: 26-38-105

6. Protection against unintentional lapse

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7. Preexisting conditions

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8. Nonforfeiture benefits

Ref: 26-38-109

9. Required provisions

a. Marketing renewable

b. Mental/emotional disorders

c. Levels of care

d. Zero-day hospital

e. Preexisting conditions

10. Other provisions

a. Waiver of premium

b. Inflation adjustments

c. Spousal discount

d. Reinstatement of used benefits

11. Terminology

a. Skilled (primary) care

b. Home health care vs. home care

c. Community care

d. Alternate care

e. Case management

f. Activities of daily living (ADL) and cognitive impairment

g. Medically necessary or appropriate

h. Plan of care

i. Adult day care

F. Requirements for small employers

1. Definitions

Ref: 26-19-302(a)(xxii)

2. Benefit plans offered

Ref: 26-19-306

3. Availability of coverage

Ref: 26-19-306

- 4. Renewability

Ref: 26-19-305

- 5. Guaranteed issue

Ref: Reg. Ch. 49, Sec. 8

G. Wyoming Child Health Insurance program

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H. Wyoming Health Insurance Pool

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- 1. Definitions

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- 2. Information to enrollees

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- 5. Term riders
- 6. Other insureds (e.g., spouse, children, nonfamily)
- 7. Long term care
- 8. Return of premium

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- 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
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- 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
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- 3. Consequences of incomplete applications
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**CONSULTANT'S
LIFE, ACCIDENT, HEALTH, SICKNESS
& DISABILITY
CONTENT OUTLINE**
Life—General Section;
Health—General Section;
Consultant's Life & Health—State Section

**LIFE—GENERAL KNOWLEDGE
CONTENT OUTLINE**
Product Knowledge, Terms, and Concepts
(50 scoreable questions plus 5 pretest questions)

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- 3. Adjustable life

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- 1. Universal life
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- 3. Variable universal life
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- 1. Types
 - a. Level
 - b. Decreasing
 - c. Return of premium
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- 2. Special features
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 - b. Convertible

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- 1. Single and flexible premium
- 2. Immediate and deferred
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- 4. Indexed

E. Combination plans and variations

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E. Social Security benefits and taxes

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2. Group life
3. Modified Endowment Contracts (MECs)

2. Group/voluntary LTC contracts

G. Limited Benefit Plans

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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

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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

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2. Guaranteed insurability
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Product Knowledge, Terms, and Concepts

(50 scoreable questions plus 5 pretest questions)

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4. Group disability income policy
5. Key employee/partner policies

B. Accidental death and dismemberment

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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
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 - B. Owner's rights
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 - 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.)
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 - J. Workers Compensation
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 - B. Explaining sources of insurability information (e.g., MIB Report, Fair Credit Reporting Act, etc.)
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 - 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

**CONSULTANT'S
LIFE, ACCIDENT, HEALTH, SICKNESS, &
DISABILITY
WYOMING SPECIFIC
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State Statutes, Rules, and Regulations
(35 scoreable questions plus 5 pretest questions)**

- I. WYOMING STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, ACCIDENT AND HEALTH, PROPERTY, AND CASUALTY INSURANCE.....15
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Ref: 26-2-116 and 117
 - 4. Orders and hearings
Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130

- 5. Penalties
Ref: 26-1-107, 26-2-112, 26-9-211
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Ref: 26-1-102, 26-3-101, 26-3-105, 26-29-201, 210
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 - 3. Alien company
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 - 5. Reciprocal
 - 6. Fraternal benefit society
 - 7. Certificate of authority
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 - 1. Persons required to be licensed
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 - b. Producer acting as broker
Ref: 26-1-102, 26-9-224 and 225
 - c. Consultant
Ref: 26-9-220, Reg. Ch. 18
 - d. Limited lines
Ref: 26-9-202
 - e. Surplus lines broker
Ref: 26-9-208, 26-11-103, 26-11-112
 - f. Nonresident
Ref: 26-9-208, 215, 230
 - g. Service representatives
Ref: 26-9-218
 - h. Temporary license
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 - 2. Agent appointment/termination of contract
Ref: 26-9-213 and 214
 - 3. Obtaining a license
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Ref: 26-9-206, Reg. Ch. 18
 - b. Exemptions/exceptions
Ref: 26-9-204, 26-9-209
 - c. License denial
Ref: 26-9-211
 - 4. Maintaining a license
 - a. Continuing education
Ref: 26-9-231, Reg. Ch. 20
 - b. Change of address
Ref: 26-9-207, 26-9-228
 - c. Fees/renewal
Ref: 26-9-207; 26-4-101
 - d. License expiration/termination
Ref: 26-9-207, 26-9-232
 - e. Suspension or revocation of licenses
Ref: 26-9-211
 - f. Reporting of actions
Ref: 26-9-216
 - g. Penalties
Ref: 26-1-107
- D. Producer responsibilities
 - 1. Fiduciary capacity
Ref: 26-9-229, Reg. Ch. 46
 - a. Premium accountability

- b. Separate account requirements
- 2. Commissions and compensation
Ref: 26-9-212
- 3. Place of business of licensees/display of licenses/records
Ref: 26-9-228
- 4. Agency vs. individual licensee
Ref: Title 18 Chapter 17

E. Unfair trade practices

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- 2. Controlled business
Ref: 26-9-226
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Ref: 26-13-107
- 4. False advertising
Ref: 26-13-103
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Ref: 26-13-106
- 6. Fraud
Ref: 26-13-201 and 202
- 7. Misrepresentation
Ref: 26-13-103
- 8. Rebates/illegal inducements
Ref: 26-13-110, 112
- 9. Unfair discrimination
Ref: 26-13-109, 112(c)
- 10. Twisting (Life and AH only)
Ref: 26-13-105
- 11. Unfair claims settlement practices
Ref: 26-13-124

F. Wyoming Insurance Guaranty Association

Ref: 26-31-103, 26-31-106; 26-42-116(a); Reg. Ch. 43

G. Consumer privacy regulation

Ref: Reg. Ch. 54

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

A. Policy replacement

Ref: Reg. Ch. 12

- 1. Purpose
- 2. Definitions
- 3. Exemptions
- 4. Duties of agent and broker
- 5. Duties of replacing insurer

B. Individual life and annuity contracts

Ref: 26-15-122; 26-16-101 through 120

- 1. Standard provisions
 - a. Assignment
 - b. Grace period
 - c. Incontestability
 - d. Misstatement of age
 - e. Policy loan
 - (1) Interest rates
 - f. Reinstatement
 - g. Prohibited provisions
- 2. Policy settlement
Ref: 26-16-112

C. Group life

- 1. Standard provisions/required provisions
Ref: 26-17-101 through 130
- 2. Conversion rights
Ref: 26-17-119
- 3. Types of groups/eligible groups
Ref: 26-17-102
- 4. Dependent coverage
Ref: 26-17-108
- 5. Assignment
Ref: 26-17-126

D. Variable products

Ref: 26-9-207; Reg. Ch. 27

- 1. Separate accounts (5)
- 2. Variable contracts (7)
- 3. Reinstatement (7)
- 4. Required reports (8)
- 5. Producer licensing requirements

E. Credit life

Ref: 26-21-101 through 114

III. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO ACCIDENT AND HEALTH INSURANCE ONLY 10

A. Policy clauses and provisions (Individual and Group)

- 1. General requirements for policies
Ref: 26-18-103
- 2. Required and optional coverages
 - a. Dependent children
Ref: 26-22-401, 26-18-103(a)(iii)
 - b. Diabetes
Ref: 26-20-201
 - c. Grace period
Ref: 26-18-107
 - d. Newborns and adopted children
Ref: 26-20-101 through 102
 - e. Non-custodial parents
Ref: 26-15-135
 - f. Substance abuse treatment
Ref: 26-18-123
- 3. Benefit standards
- 4. Prohibited provisions

B. Group health insurance

- 1. Eligible groups
Ref: 26-19-102
- 2. Continuation of coverage
Ref: 26-19-113
- 3. Conversion
Ref: 26-19-113(a)(viii)
- 4. Payable benefits
Ref: 26-19-109

C. Marketing methods and practices

- 1. Advertising
Ref: Reg. Ch. 21
 - a. Purpose
 - b. Definitions
 - c. Disclosure
 - d. Testimonials and endorsement

D. Medicare supplement insurance

1. Advertising
Ref: Reg. Ch. 21, Sec. 7
2. Marketing standards
Ref: Reg. Ch. 35, Sec. 19
3. Disclosure
Ref: Reg. Ch. 35, Sec. 17
4. Buyer's Guide
Ref: Reg. Ch. 35, Sec. 17(a) (vi) (A)
5. Outline of Coverage
Ref: Reg. Ch. 35, Sec. 17(d)
6. Preexisting conditions
Ref: Reg. Ch. 35, Sec. 8(a)(i)
7. Free look
Ref: Reg. Ch. 35, Sec. 17(a)(v)
8. Replacement/replacement forms
Ref: Reg. Ch. 35, Sec. 18 and 22

E. Long-term care policies

1. Outline of coverage
Ref: 26-38-105(k); Reg. Ch. 37, Sec. 19
2. Buyer's guide
Ref: Reg. Ch. 32, Sec. 20
3. Free look
Ref: 26-38-105(j)
4. Replacement
Ref: Reg. Ch. 37, Sec. 11
5. Policy standards
Ref: 26-38-105
6. Protection against unintentional lapse
Ref: 26-38-108
7. Preexisting conditions
Ref: 26-38-105(c-f)
8. Nonforfeiture benefits
Ref: 26-38-109
9. Required provisions
 - a. Marketing renewable
 - b. Mental/emotional disorders
 - c. Levels of care
 - d. Zero-day hospital
 - e. Preexisting conditions
10. Other provisions
 - a. Waiver of premium
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11. Terminology
 - a. Skilled (primary) care
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 - d. Alternate care
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 - f. Activities of daily living (ADL) and cognitive impairment
 - g. Medically necessary or appropriate
 - h. Plan of care
 - i. Adult day care

F. Requirements for small employers

1. Definitions
Ref: 26-19-302(a)(xxii)
2. Benefit plans offered

- Ref: 26-19-306*
3. Availability of coverage
Ref: 26-19-306
4. Renewability
Ref: 26-19-305
5. Guaranteed issue
Ref: Reg. Ch. 49, Sec. 8

G. Wyoming Child Health Insurance program

Ref: 35-25-101 through 108

H. Wyoming Health Insurance Pool

Ref: 26-43-103; Reg. Ch. 41, Sec. 3 and Appendix

I. Health Care Services and Health Maintenance Organizations (HMOs)

1. Definitions
Ref: 26-34-102
2. Information to enrollees
Ref: 26-34-111
3. Evidence of coverage
Ref: 26-34-109

**PROPERTY
CONTENT OUTLINE**
Property—General Section;
Property—State Section

**PROPERTY—GENERAL KNOWLEDGE
CONTENT OUTLINE**
Product Knowledge, Terms, and Concepts
(50 scoreable questions plus 10 pretest questions)

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 - b. Causes of loss forms
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1. Pure vs. Speculative Risk

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1. Actual cash value
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I. Deductible

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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)

**PROPERTY
WYOMING SPECIFIC
CONTENT OUTLINE**
State Statutes, Rules, and Regulations
(35 scoreable questions plus 5 pretest questions)

I. WYOMING STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, ACCIDENT AND HEALTH, PROPERTY, AND CASUALTY INSURANCE.....28

A. Insurance Commissioner

1. Appointment
Ref: 26-2-102
2. General powers and duties
Ref: 26-2-109 and 110
3. Examinations
Ref: 26-2-116 and 117
4. Orders and hearings
Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130
5. Penalties
Ref: 26-1-107, 26-2-112, 26-9-211

B. Definitions

- Ref: 26-1-102; 26-3-101, 26-3-105, 26-29-201, 210*
1. Domestic company
 2. Foreign company
 3. Alien company
 4. Stock and mutual companies and reciprocals
 5. Reciprocal
 6. Fraternal benefit society
 7. Certificate of authority

C. Licensing

1. Persons required to be licensed
 - a. Producer/business entity
Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233
 - b. Producer acting as broker
Ref: 26-1-102, 26-9-224 and 225
 - c. Consultant
Ref: 26-9-220, Reg. Ch. 18
 - d. Limited lines
Ref: 26-9-202
 - e. Surplus lines broker
Ref: 26-9-208, 26-11-103, 26-11-112
 - f. Nonresident
Ref: 26-9-208, 215, 230
 - g. Service representatives
Ref: 26-9-218

- h. Temporary license
Ref: 26-9-210
- 2. Agent appointment/termination of contract
Ref: 26-9-213 and 214
- 3. Obtaining a license
 - a. Qualifications
Ref: 26-9-206, Reg. Ch. 18
 - b. Exemptions/exceptions
Ref: 26-9-204, 26-9-209
 - c. License denial
Ref: 26-9-211
- 4. Maintaining a license
 - a. Continuing education
Ref: 26-9-231, Reg. Ch. 20
 - b. Change of address
Ref: 26-9-207, 26-9-228
 - c. Fees/renewal
Ref: 26-9-207, 26-4-101
 - d. License expiration/termination
Ref: 26-9-207, 26-9-232
 - e. Suspension or revocation of licenses
Ref: 26-9-211
 - f. Reporting of actions
Ref: 26-9-216
 - g. Penalties
Ref: 26-1-107
- D. Producer responsibilities**
 - 1. Fiduciary capacity
Ref: 26-9-229, Reg. Ch. 46
 - a. Premium accountability
 - b. Separate account requirements
 - 2. Commissions and compensation
Ref: 26-9-212
 - 3. Place of business of licensees/display of licenses/records
Ref: 26-9-228
 - 4. Agency vs. individual licensee
Ref: Title 18 Chapter 17
- E. Unfair trade practices**
 - 1. Boycott, coercion, intimidation
Ref: 26-13-108
 - 2. Controlled business
Ref: 26-9-226
 - 3. Defamation
Ref: 26-13-107
 - 4. False advertising
Ref: 26-13-103
 - 5. False financial statements
Ref: 26-13-106
 - 6. Fraud
Ref: 26-13-201 and 202
 - 7. Misrepresentation
Ref: 26-13-103
 - 8. Rebates/illegal inducements
Ref: 26-13-110, 112
 - 9. Unfair discrimination
Ref: 26-13-109, 112(c)
 - 10. Twisting (Life and AH only)
Ref: 26-13-105

- 11. Unfair claims settlement practices
Ref: 26-13-124

- F. Wyoming Insurance Guaranty Association**
Ref: 26-31-103, 26-31-106; 26-42-116(a); Reg. Ch. 43
- G. Consumer privacy regulation**
Ref: Reg. Ch. 54

- II. WYOMING STATUTES, RULES AND REGULATIONS COMMON TO PROPERTY AND CASUALTY INSURANCE ONLY7**
 - A. Renewal, nonrenewal, cancellation**
Ref: 26-35-202, 203
 - B. Binders**
Ref: 26-15-119
 - C. Payment of claims**
Ref: 26-15-124
 - D. Terrorism Risk Insurance Act of 2002 and Extension Act of 2005**
Ref: 15 USC 6701; S467

**CASUALTY
CONTENT OUTLINE**
Casualty—General Section;
Casualty—State Section

**CASUALTY—GENERAL KNOWLEDGE
CONTENT OUTLINE**
Product Knowledge, Terms, and Concepts
(50 scoreable questions plus 10 pretest questions)

- I. TYPES OF POLICIES, BONDS, AND RELATED TERMS23**
 - 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)

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| <p>CASUALTY WYOMING SPECIFIC CONTENT OUTLINE State Statutes, Rules, and Regulations <i>(35 scoreable questions plus 5 pretest questions)</i></p> |
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I. WYOMING STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, ACCIDENT AND HEALTH, PROPERTY, AND CASUALTY INSURANCE..... 24

A. Insurance Commissioner

- 1. Appointment
Ref: 26-2-102
- 2. General powers and duties
Ref: 26-2-109 and 110
- 3. Examinations
Ref: 26-2-116 and 117
- 4. Orders and hearings
Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130
- 5. Penalties

Ref: 26-1-107, 26-2-112, 26-9-211

B. Definitions

Ref: 26-1-102; 26-3-101, 26-3-105, 26-29-201, 210

- 1. Domestic company
- 2. Foreign company
- 3. Alien company
- 4. Stock and mutual companies and reciprocals
- 5. Reciprocal
- 6. Fraternal benefit society
- 7. Certificate of authority

C. Licensing

- 1. Persons required to be licensed
 - a. Producer/business entity
Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233
 - b. Producer acting as broker
Ref: 26-1-102, 26-9-224 and 225
 - c. Consultant
Ref: 26-9-220, Reg. Ch. 18
 - d. Limited lines
Ref: 26-9-202
 - e. Surplus lines broker
Ref: 26-9-208, 26-11-103, 26-11-112
 - f. Nonresident
Ref: 26-9-208, 215, 230
 - g. Service representatives
Ref: 26-9-218
 - h. Temporary license
Ref: 26-9-210
- 2. Agent appointment/termination of contract
Ref: 26-9-213 and 214
- 3. Obtaining a license
 - a. Qualifications
Ref: 26-9-206, Reg. Ch. 18
 - b. Exemptions/exceptions
Ref: 26-9-204, 26-9-209
 - c. License denial
Ref: 26-9-211
- 4. Maintaining a license
 - a. Continuing education
Ref: 26-9-231, Reg. Ch. 20
 - b. Change of address
Ref: 26-9-207, 26-9-228
 - c. Fees/renewal
Ref: 26-9-207; 26-4-101
 - d. License expiration/termination
Ref: 26-9-207, 26-9-232
 - e. Suspension or revocation of licenses
Ref: 26-9-211
 - f. Reporting of actions
Ref: 26-9-216
 - g. Penalties
Ref: 26-1-107

D. Producer responsibilities

- 1. Fiduciary capacity
Ref: 26-9-229, Reg. Ch. 46
 - a. Premium accountability
 - b. Separate account requirements

- 2. Commissions and compensation
Ref: 26-9-212
- 3. Place of business of licensees/display of licenses/records
Ref: 26-9-228
- 4. Agency vs. individual licensee
Ref: Title 18 Chapter 17

E. Unfair trade practices

- 1. Boycott, coercion, intimidation
Ref: 26-13-108
- 2. Controlled business
Ref: 26-9-226
- 3. Defamation
Ref: 26-13-107
- 4. False advertising
Ref: 26-13-103
- 5. False financial statements
Ref: 26-13-106
- 6. Fraud
Ref: 26-13-201 and 202
- 7. Misrepresentation
Ref: 26-13-103
- 8. Rebates/illegal inducements
Ref: 26-13-110, 112
- 9. Unfair discrimination
Ref: 26-13-109, 112(c)
- 10. Twisting (Life and AH only)
Ref: 26-13-105
- 11. Unfair claims settlement practices
Ref: 26-13-124

F. Wyoming Insurance Guaranty Association

Ref: 26-31-103, 26-31-106; 26-42-116(a);
Reg. Ch. 43

G. Consumer privacy regulation

Ref: Reg. Ch. 54

II. WYOMING STATUTES, RULES AND REGULATIONS PERTINENT TO PROPERTY AND CASUALTY INSURANCE ONLY4

A. Renewal, Nonrenewal, Cancellation

Ref: 26-35-202, 203

B. Binders

Ref: 26-15-119

C. Payment of claims

Ref: 26-15-124

D. Terrorism Risk Insurance Act of 2002 and Extension Act of 2005

Ref: 15 USC 6701; S467

III. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY7

A. Automobile Insurance

- 1. Financial responsibility
Ref: 31-9-401 through 31-9-413
 - a. Proof of financial responsibility defined
 - b. Persons required to show proof
 - c. Penalty for noncompliance
 - d. Methods of satisfying financial responsibility
- 2. Uninsured/underinsured motorists coverage
Ref: 31-10-101 through 31-10-104;

Reg. Ch. 23

- a. Required coverages
 - (1) Bodily injury
 - b. Option for additional coverage
3. Cancellation/nonrenewal

Ref: Reg. Ch. 14

- 4. Wyoming Automobile Insurance (Assigned Risk) Plan
- 5. Defensive driver discount

Ref: 26-14-105

B. Workers' Compensation

**PROPERTY & CASUALTY
CONTENT OUTLINE**
Property—General Section;
Casualty—General Section;
Property & Casualty—State Section

**PROPERTY—GENERAL KNOWLEDGE
CONTENT OUTLINE**
Product Knowledge, Terms, and Concepts
(50 scoreable questions plus 5 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)

**CASUALTY–GENERAL KNOWLEDGE
CONTENT OUTLINE**
Product Knowledge, Terms, and Concepts
(50 scoreable questions plus 5 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
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 - 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**
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 - 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
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 - 6. Who is an insured
 - 7. Types of Auto
 - a. Owned
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 - 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
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 - 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)**

- d. Limited lines
Ref: 26-9-202
- e. Surplus lines broker
Ref: 26-9-208, 26-11-103, 26-11-112
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Ref: 26-9-207, 26-9-232
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Ref: 26-9-211
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Ref: 26-9-216
 - g. Penalties
Ref: 26-1-107

**PROPERTY & CASUALTY
WYOMING SPECIFIC
CONTENT OUTLINE**
State Statutes, Rules, and Regulations
(35 scoreable questions plus 5 pretest questions)

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Ref: 26-9-220, Reg. Ch. 18

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 - 1. Fiduciary capacity
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Ref: 26-9-226
 - 3. Defamation
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 - 6. Fraud
Ref: 26-13-201 and 202

- 7. Misrepresentation
Ref: 26-13-103
- 8. Rebates/illegal inducements
Ref: 26-13-110, 112
- 9. Unfair discrimination
Ref: 26-13-109, 112(c)
- 10. Twisting (Life and AH only)
Ref: 26-13-105
- 11. Unfair claims settlement practices
Ref: 26-13-124

F. Wyoming Insurance Guaranty Association

Ref: 26-31-103, 26-31-106; 26-42-116(a);

Reg. Ch. 43

G. Consumer privacy regulation

Ref: Reg. Ch. 54

II. WYOMING STATUTES, RULES AND REGULATIONS COMMON TO PROPERTY AND CASUALTY INSURANCE ONLY 5

A. Renewal, Nonrenewal, Cancellation

Ref: 26-35-202, 203

B. Binders

Ref: 26-15-119

C. Payment of claims

Ref: 26-15-124

D. Terrorism Risk Insurance Act of 2002 and Extension Act of 2005

Ref: 15 USC 6701; S467

III. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY..... 10

A. Automobile Insurance

- 1. Financial responsibility
Ref: 31-9-401 through 31-9-413
 - a. Proof of financial responsibility defined
 - b. Persons required to show proof
 - c. Penalty for noncompliance
 - d. Methods of satisfying financial responsibility
- 2. Uninsured/underinsured motorists coverage
Ref: 31-10-101 through 31-10-104;
Reg. Ch. 23
 - a. Required coverages
 - (1) Bodily injury
 - b. Option for additional coverage
- 3. Cancellation/nonrenewal
Ref: Reg. Ch. 14
- 4. Wyoming Automobile Insurance (Assigned Risk) Plan
- 5. Defensive driver discount
Ref: 26-14-105

B. Workers' Compensation

**CONSULTANT'S
PROPERTY & CASUALTY
CONTENT OUTLINE**

Property—General Section;
Casualty—General Section;
Property & Casualty—State Section

**PROPERTY—GENERAL KNOWLEDGE
CONTENT OUTLINE**

Product Knowledge, Terms, and Concepts

(50 scoreable questions plus 5 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

**CASUALTY–GENERAL KNOWLEDGE
CONTENT OUTLINE**

Product Knowledge, Terms, and Concepts

(50 scoreable questions plus 5 pretest questions)

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)

I. TYPES OF POLICIES, BONDS, AND RELATED TERMS23

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)

**CONSULTANT'S
PROPERTY & CASUALTY
WYOMING SPECIFIC
CONTENT OUTLINE**

State Statutes, Rules, and Regulations
(35 scoreable questions plus 5 pretest questions)

I. WYOMING STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, ACCIDENT AND HEALTH, PROPERTY, AND CASUALTY INSURANCE.....20

A. Insurance Commissioner

- 1. Appointment
Ref: 26-2-102
- 2. General powers and duties
Ref: 26-2-109 and 26-2-110
- 3. Examinations
Ref: 26-2-116 and 26-2-117
- 4. Orders and hearings
Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130
- 5. Penalties
Ref: 26-1-107, 26-2-112, 26-9-211

B. Definitions

- Ref: 26-1-102; 26-3-101, 26-3-105, 26-29-201, 210*
- 1. Domestic company
 - 2. Foreign company
 - 3. Alien company
 - 4. Stock and mutual companies and reciprocals
 - 5. Reciprocal
 - 6. Fraternal benefit society
 - 7. Certificate of authority

C. Licensing

- 1. Persons required to be licensed
 - a. Producer/business entity
Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233
 - b. Producer acting as broker
Ref: 26-1-102, 26-9-224 and 225
 - c. Consultant
Ref: 26-9-220, Reg. Ch. 18
 - d. Limited lines
Ref: 26-9-202
 - e. Surplus lines broker
Ref: 26-9-208, 26-11-103, 26-11-112

- f. Nonresident
Ref: 26-9-208, 215, 230
- g. Service representatives
Ref: 26-9-218
- h. Temporary license
Ref: 26-9-210
- 2. Agent appointment/termination of contract
Ref: 26-9-213 and 214
- 3. Obtaining a license
 - a. Qualifications
Ref: 26-9-206, Reg. Ch. 18
 - b. Exemptions/exceptions
Ref: 26-9-204, 26-9-209
 - c. License denial
Ref: 26-9-211
- 4. Maintaining a license
 - a. Continuing education
Ref: 26-9-231, Reg. Ch. 20
 - b. Change of address
Ref: 26-9-207, 26-9-228
 - c. Fees/renewal
Ref: 26-9-207; 26-4-101
 - d. License expiration/termination
Ref: 26-9-207, 26-9-232
 - e. Suspension or revocation of licenses
Ref: 26-9-211
 - f. Reporting of actions
Ref: 26-9-216
 - g. Penalties
Ref: 26-1-107

D. Producer responsibilities

- 1. Fiduciary capacity
Ref: 26-9-229, Reg. Ch. 46
 - a. Premium accountability
 - b. Separate account requirements
- 2. Commissions and compensation
Ref: 26-9-212
- 3. Place of business of licensees/display of licenses/records
Ref: 26-9-228
- 4. Agency vs. individual licensee
Ref: Title 18 Chapter 17

E. Unfair trade practices

- 1. Boycott, coercion, intimidation
Ref: 26-13-108
- 2. Controlled business
Ref: 26-9-226
- 3. Defamation
Ref: 26-13-107
- 4. False advertising
Ref: 26-13-103
- 6. False financial statements
Ref: 26-13-106
- 6. Fraud
Ref: 26-13-201 and 202
- 7. Misrepresentation
Ref: 26-13-103
- 8. Rebates/illegal inducements

- Ref: 26-13-110, 112
- 9. Unfair discrimination
Ref: 26-13-109, 112(c)
- 10. Twisting (Life and AH only)
Ref: 26-13-105
- 11. Unfair claims settlement practices
Ref: 26-13-124

F. Wyoming Insurance Guaranty Association

Ref: 26-31-103, 26-31-106; 26-42-116(a);
Reg. Ch. 43

G. Consumer privacy regulation

Ref: Reg. Ch. 54

II. WYOMING STATUTES, RULES AND REGULATIONS COMMON TO PROPERTY AND CASUALTY INSURANCE ONLY 5

A. Renewal, Nonrenewal, Cancellation

Ref: 26-35-202, 203

B. Binders

Ref: 26-15-119

C. Payment of claims

Ref: 26-15-124

D. Terrorism Risk Insurance Act of 2002 and Extension Act of 2005

Ref: 15 USC 6701; S467

III. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY 10

A. Automobile Insurance

- 1. Financial responsibility
Ref: 31-9-401 through 31-9-413
- 2. Uninsured/underinsured motorists coverage
Ref: 31-10-101 through 31-10-104;
Reg. Ch. 23
 - a. Required coverages
 - (1) Bodily injury
 - b. Option for additional coverage
- 3. Cancellation/nonrenewal
Ref: Reg. Ch. 14
- 4. Wyoming Automobile Insurance (Assigned Risk) Plan
- 5. Defensive driver discount
Ref: 26-14-105

B. Workers' Compensation

**PERSONAL LINES
CONTENT OUTLINE**
Personal Lines—General Section;
Personal Lines—State Section

**PERSONAL LINES—GENERAL KNOWLEDGE
CONTENT OUTLINE**
Product Knowledge, Terms, and Concepts
(75 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 Fair 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
WYOMING SPECIFIC
CONTENT OUTLINE**
State Statutes, Rules, and Regulations
(25 scoreable questions)

I. WYOMING STATUTES AND REGULATIONS COMMON TO LIFE, ACCIDENT AND HEALTH, PROPERTY, CASUALTY AND PERSONAL LINES INSURANCE.....15

A. Insurance Commissioner

1. Appointment
Ref: 26-2-102
2. General powers and duties
Ref: 26-2-109 and 110
3. Examinations
Ref: 26-2-116 and 117
4. Orders and hearings
Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130
5. Penalties
Ref: 26-1-107, 26-2-112, 26-9-211

B. Definitions

Ref: 26-1-102; 26-3-101, 26-3-105, 26-29-201, 210

1. Domestic company
2. Foreign company
3. Alien company
4. Stock and mutual companies and reciprocals
5. Reciprocal
6. Fraternal benefit society
7. Certificate of authority

C. Licensing

1. Persons required to be licensed
 - a. Producer/business entity
Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233
 - b. Producer acting as broker
Ref: 26-1-102, 26-9-224 and 225
 - c. Consultant
Ref: 26-9-220, Reg. Ch. 18
 - d. Limited lines
Ref: 26-9-202
 - e. Surplus lines broker
Ref: 26-9-208, 26-11-103, 26-11-112
 - f. Nonresident
Ref: 26-9-208, 215, 230
 - g. Service representatives
Ref: 26-9-218
 - h. Temporary license
Ref: 26-9-210
2. Agent appointment/termination of contract
Ref: 26-9-213 and 214

3. Obtaining a license
 - a. Qualifications
Ref: 26-9-206, Reg. Ch. 18
 - b. Exemptions/exceptions
Ref: 26-9-204, 26-9-209
 - c. License denial
Ref: 26-9-211
4. Maintaining a license
 - a. Continuing education
Ref: 26-9-231, Reg. Ch. 20
 - b. Change of address
Ref: 26-9-207, 26-9-228
 - c. Fees/renewal
Ref: 26-9-207; 26-4-101
 - d. License expiration/termination
Ref: 26-9-207, 26-9-232
 - e. Suspension or revocation of licenses
Ref: 26-9-211
 - f. Reporting of actions
Ref: 26-9-216
 - g. Penalties
Ref: 26-1-107

D. Producer responsibilities

1. Financial responsibility
Ref: 31-9-401 through 31-9-413
 - a. Proof of financial responsibility defined
 - b. Persons required to show proof
 - c. Penalty for noncompliance
 - d. Methods of satisfying financial responsibility
1. Fiduciary capacity
Ref: 26-9-229, Reg. Ch 46
 - a. Premium accountability
 - b. Separate account requirements
2. Commissions and compensation
Ref: 26-9-212
3. Place of business of licensees/display of licenses/records
Ref: 26-9-228
4. Agency vs. individual licensee
Ref: Title 18 Chapter 17

E. Unfair trade practices

1. Boycott, coercion, intimidation
Ref: 26-13-108
2. Controlled business
Ref: 26-9-226
3. Defamation
Ref: 26-13-107
4. False advertising
Ref: 26-13-103
5. False financial statements
Ref: 26-13-106
6. Fraud
Ref: 26-13-201 and 202
7. Misrepresentation
Ref: 26-13-103
8. Rebates/illegal inducements
Ref: 26-13-110, 112
9. Unfair discrimination
Ref: 26-13-109, 112(c)

- 10. Twisting (Life and AH only)
Ref: 26-13-105
- 11. Unfair claims settlement practices
Ref: 26-13-124

F. Wyoming Insurance Guaranty Association
*Ref: 26-31-103, 26-31-106; 26-42-116(a);
Reg. Ch. 43*

G. Consumer privacy regulation
Ref: Reg. Ch. 54

II. WYOMING STATUTES, RULES AND REGULATIONS PERTINENT TO PROPERTY AND CASUALTY INSURANCE ONLY..... 4

A. Renewal, Nonrenewal, Cancellation
Ref: 26-35-202, 203

B. Binders
Ref: 26-15-119

C. Payment of claims
Ref: 26-15-124

D. Terrorism Risk Insurance Act of 2002 and Extension Act of 2005
Ref: 15 USC 6701; S467

III. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY....6

A. Automobile Insurance

- 1. Uninsured/underinsured motorists coverage
*Ref: 31-10-101 through 31-10-104;
Reg. Ch. 23*
 - a. Required coverages
 - (1) Bodily injury
 - b. Option for additional coverage
- 2. Cancellation/nonrenewal
Ref: Reg. Ch. 14
- 3. Wyoming Automobile Insurance (Assigned Risk) Plan
- 4. Defensive driver discount
Ref: 26-14-105

**WYOMING PRENEED FUNERAL
CONTENT OUTLINE**
State Statutes, Rules, and Regulations
(50 scoreable questions)

I. CONTRACT LAW

- A. Requirements of forming a contract**
- B. Warranties and representations**
- C. Types of contracts**
 - 1. Formal and informal
 - 2. Unilateral and bilateral
 - 3. Executory and executed contracts
 - 4. Express and implied
 - 5. Other aspects of contracts
 - a. Conditional
 - b. Adhesion

II. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO FUNERAL SERVICE CONTRACTS

- A. Insurance Commissioner**
 - 1. General powers and duties

Ref: 26-32-101

B. Producer Licensing

Ref: Reg. Ch. 2

- 1. Qualifications
Ref: Reg. Ch. 2, Sec. 11
- 2. License to accept funds
Ref: Reg. Ch. 2, Sec. 5
- 3. Seller's bond
Ref: Reg. Ch. 2, Sec. 10
- 4. Maintaining a license
 - a. Renewal and expiration
Ref: Reg. Ch. 2, Sec. 5
 - b. Reinstatement
Ref: Reg. Ch. 2, Sec. 16
- 5. Penalties and violations
 - a. Suspension, revocation or surrender of licenses
Ref: Reg. Ch. 2, Sec. 12, 13, 14
 - b. Violations
Ref: Reg. Ch. 2, Sec. 17; 26-32-103
 - c. Immunity from prosecution
Ref: Reg. Ch. 2, Sec. 18

C. Producer responsibilities

Ref: Reg. Ch. 2, Sec. 5, Sec. 7

- 1. Record keeping
- 2. Annual report
- 3. Examination of records

D. Unfair trade practices

- 1. Boycott, coercion, intimidation
Ref: 26-13-108
- 2. False advertising
Ref: 26-13-103
- 3. Misrepresentation
Ref: 26-13-103
- 4. Rebates/illegal inducements
Ref: 26-13-110, 112
- 5. Twisting (Life and AH only)
Ref: 26-13-105

III. FUNERAL CONTRACT TRUST FUNDS

Ref: Reg. Ch. 2

A. Deposit of funds

Ref: Reg. Ch. 2, Sections 3, 4, and 6

B. Contents of contract—Procedure

Ref: Reg. Ch. 2, Sec. 8

C. Disbursements by depositories

Ref: Reg. Ch. 2, Sec. 8

**WYOMING SURPLUS LINES
CONTENT OUTLINE**
(60 scoreable questions)

I. GENERAL INSURANCE DEFINITIONS

- A. Actual cash value**
- B. Agreed value**
- C. Coinsurance**
- D. Exposure**
- E. Insurable interest**

- F. Loss**
 - G. Negligence**
 - H. Peril**
 - I. Physical hazard**
 - J. Proximate cause**
 - K. Reinsurance**
 - L. Replacement cost**
 - M. Risk**
 - N. Salvage**
- II. SURPLUS LINES MARKETS**
- A. Types of insurers**
 - 1. Surplus Lines insurer
 - 2. Admitted and nonadmitted insurers
 - B. United States nonadmitted market**
 - C. London market**
 - 1. Lloyd's brokers
 - 2. United States trust fund
 - 3. Underwriters
 - D. Other foreign markets**
 - E. Nonstandard (substandard lines or capacity problems)**
 - 1. Property
 - 2. General liability
 - 3. Professional liability
 - F. Insurance exchanges**
- III. CONTRACTS**
- A. Requirements of forming a contract**
 - 1. Offer and acceptance
 - 2. Consideration
 - 3. Competent parties
 - 4. Legal purpose
 - B. Warranties, representations, and misrepresentations**
 - C. Types of contracts**
 - 1. Formal and informal
 - 2. Unilateral and bilateral
 - 3. Executory and executed contracts
 - 4. Express and implied
 - D. Features of an insurance contract**
 - 1. Contract of adhesion
 - 2. Conditional
 - 3. Personal
 - 4. Aleatory
 - 5. Unilateral
- IV. POLICIES, COVERAGES, FORMS**
- A. Commercial General Liability**
 - B. Building and Personal Property**
 - C. Claims Made**
 - D. Extended coverage**
 - E. Employee Dishonesty**
 - F. Liability**
 - 1. Contingent
 - 2. Umbrella
 - 3. Contractual
- V. WYOMING INSURANCE LAWS AND REGULATIONS**
- A. Insurance Commissioner**
 - 1. Appointment
Ref: 26-2-102
 - 2. General powers and duties
Ref: 26-2-109 and 110, 26-3-132
 - 3. Examinations
Ref: 26-2-116 and 117
 - 4. Orders and hearings
Ref: 16-3-103, 26-1-107, 26-2-111 and 112, 26-2-130, 26-13-115
 - 5. Penalties
Ref: 26-1-107, 26-2-112, 26-9-211
- B. Definitions**
Ref: 26-1-102; 26-3-101, 26-11-103, 26-29-201
- 1. Domestic company
 - 2. Foreign company
 - 3. Alien company
 - 4. Stock and mutual companies
 - 5. Reciprocal
 - 6. Fraternal benefit society
 - 7. Authorized vs. unauthorized insurers
 - 8. Certificate of authority
 - 9. Export
- C. Licensing**
- 1. Persons required to be licensed
 - a. Producer
Ref: 26-9-203
 - b. Business entity
Ref: 26-9-206(b)
 - c. Surplus lines broker
Ref: 26-9-208, 26-11-103, 26-11-112
 - 2. Obtaining a license
 - a. Qualifications/placing business
Ref: 26-11-112, 26-11-115
 - b. Required bonds
Ref: 26-11-114
 - c. Nonresident
Ref: 26-9-208
 - 3. Maintaining a license
 - a. Continuing education
Ref: 26-9-231, Reg. Ch. 20
 - b. Change of address
Ref: 26-9-207, 26-9-228
 - c. Fees/renewal
Ref: 26-4-101, 26-9-207(h)
 - d. License expiration/termination
Ref: 26-9-207, 26-9-232
 - e. Suspension or revocation of licenses
Ref: 26-9-211, 26-11-113
 - f. Reporting of actions
Ref: 26-9-216
 - g. Penalties
Ref: 26-1-107
- D. Unfair trade practices**
- 1. Boycott, coercion, intimidation
Ref: 26-13-108
 - 2. Defamation
Ref: 26-13-107
 - 3. False advertising
Ref: 26-13-103, 104
 - 4. False financial statements
Ref: 26-13-106

- 5. Fraud
Ref: 26-13-201 and 202
- 6. Misrepresentation
Ref: 26-13-103
- 7. Rebates/illegal inducements
Ref: 26-13-112
- 8. Unfair discrimination
Ref: 26-13-112(c)
- 9. Twisting (Life and AH only)
Ref: 26-13-105
- 10. Unfair claims settlement practices
Ref: 26-13-124

VI. WYOMING SURPLUS LINES LAWS AND REGULATIONS

Ref: Title 26, Ch. 12

- A. Placement of surplus lines insurance**
Ref: 26-11-102, 26-11-104
- B. Requirements — Eligible surplus lines insurers**
Ref: 26-11-107
- C. Listing — Eligible surplus lines insurers**
Ref: 26-11-106, 26-11-107
- D. Producing broker's affidavit**
Ref: 26-11-105
- E. Evidence of insurance, required stamped notice**
Ref: 26-11-108, 109
- F. Disclosure**
Ref: 26-11-122
- G. Premium payments received by a surplus lines broker**
Ref: 26-9-229, Reg. Ch. 46
- H. Reports, records**
Ref: 26-11-116, 26-11-117
 - 1. Filing written report
 - 2. Annual reports
- I. Surplus lines premium tax, filing fee, and collection**
Ref: 26-11-118, 26-11-119
- J. Service of process — Action against a surplus lines insurer**
Ref: 26-11-120

- I. Estoppel**
- M. Extensions of coverage**
- N. Hazard**
 - 1. Moral
 - 2. Morale
- O. Indemnity**
- P. Insurance**
- Q. Insurable interest**
- R. Liability**
- S. Limits of liability**
- T. Loss**
 - 1. Direct
 - 2. Indirect
- U. Mysterious disappearance**
- V. Negligence**
- W. Obsolescence**
- X. Occurrence**
- Y. Pair and set clause**
- Z. Peril**
- AA. Proximate cause**
- BB. Replacement cost**
- CC. Right of salvage**
- DD. Risk**
- EE. Robbery**
- FF. Tariff Liability**
- GG. Theft**
- HH. Vacancy and unoccupancy**
- II. Value Policy**
- JJ. Waiver/Non-Waiver Agreement**
- KK. Voiding and suspension of policy: differences**

II. PROPERTY AND CASUALTY POLICY PROVISIONS AND CONTRACT LAW

- A. Additional (supplementary) payments**
- B. Apportionment clause**
- C. Appraisal**
- D. Arbitration**
- E. Assignment**
- F. Cancellation and Nonrenewal provisions**
- G. Claims Made policy form**
- H. Coinsurance**
- I. Concealment**
- J. Conditions**
- K. Declarations**
- L. Definition of the insured**
- M. Duties of the insured after a loss**
- N. Elements of a contract**
- O. Endorsements**
- P. Exclusions**
- Q. Fair Credit Reporting Act (Compliance)**
- R. Insuring agreement**
- S. Limitations**
- T. Loss settlement provisions including consent to settle a loss**
- U. Mortgagee rights**
- V. Notice of claim**
- W. Obligations of the insurance company**
- X. Other Insurance provision**
- Y. Proof of loss**

**WYOMING
GENERAL LINES ADJUSTER
CONTENT OUTLINE**

(100 scoreable questions)

- I. PROPERTY AND CASUALTY INSURANCE TERMS AND RELATED CONCEPTS**
 - A. Abandonment**
 - B. Accident**
 - C. Actual cash value**
 - D. Additional coverages**
 - E. Appraisal**
 - F. Binders**
 - G. Burglary**
 - H. Deductible**
 - I. Depreciation**
 - J. Earnings**
 - K. Estimating**

Z. Representations and misrepresentations

AA.Salvage

BB.Sources of underwriting information

CC.Subrogation

DD.Warranties

EE.Statute of limitations

III. 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, restrictions, and exclusions
3. Proof of Loss
 - a. Periods of Limitation Tolled
4. Loss requirements and inventories
 - a. Taxes and Demolition Expenses
5. Appraisal
6. Duties of the insured/insurer
7. Cancellation
8. Additional coverages
9. Replacement costs
10. Actual cash value
11. Assignment

B. Personal lines

Ref: ISO Homeowners policies

1. Dwelling and contents (DP forms)
2. Personal liability
3. Homeowners and forms/coverages
 - a. Policy provisions
 - b. Replacement costs
 - c. Appraisal
 - d. Optional provisions
 - e. Special limits of liability
 - f. Proof of Loss
 - g. Exclusions
4. Mobile Homes

C. Commercial lines

Ref: ISO Business Policies, Standard Boiler and Machinery policies.

1. Commercial property
 - a. Commercial building and personal property form
 - b. Causes of loss forms
 - c. Business income
 - d. Extra expense
2. Commercial Package Policy (CPP)
3. Equipment Breakdown Coverage
4. Businessowners Policy (BOP)
5. Commercial and Special Multi-peril
6. Builder's Risk

D. Inland marine

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

1. Nationwide Definition
2. Policies
 - a. Personal floaters

- b. Commercial floaters
- c. Commercial inland marine

E. Others

1. Personal Watercraft
2. Earthquake

F. 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
 - a. Standard coverages
 - (1) Liability
 - (2) Garagekeepers
 - (3) Physical damage
 - b. Garagekeepers options
9. Truckers coverage form

G. 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. Vandalism and Malicious Mischief
7. Broad Form

H. 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
5. Definitions
 - a. Custodian
 - b. Messenger
 - c. Guard or watchperson

I. Surety bonding

1. Definitions
 - a. Oblige
 - b. Principal
 - c. Surety

J. Professional liability

1. Errors and Omissions
2. Directors and Officers

K. Umbrella/Excess liability

L. Worker's compensation insurance, employers liability insurance, and related issues (GENERAL LINES only)

1. Standard policy concepts

2. Self-insurers
3. Work-related vs. non-work-related
4. Other states' insurance

IV. General Lines Adjuster

A. Roles and responsibilities of adjuster

B. Loss Report

1. Essential Elements
 - a. Inception/Expiration Date
 - b. Occurrence Date
 - c. Identification of Parties Involved
 - d. Policy Form/Number
 - e. Description of Loss
 - f. Coverages
 - g. Deductible
 - h. Tort/Tort Feasors

C. Loss/Damage Valuation

1. Direct Loss vs. Indirect Loss
(Loss of Use)
2. Damages

V. WY LAWS, RULES, AND REGULATIONS PERTINENT TO GENERAL LINES ADJUSTER

A. Licensing Requirements

Ref: 26-1-102 and 107; 26-2-103, 26-9-207, 26-9-219, 26-9-231 and 232, 26-2-130, 26-13-115, Reg. Ch. 20

1. Qualifications and exceptions
2. Records
3. Maintenance
4. Continuing education
5. Denial, renewal, suspension and revocation of license
6. Penalties

B. Unfair Claims Settlement practices

Ref: 26-13-124, 201

VI. WY STATUTES, RULES, AND REGULATIONS COMMON TO ALL LINES OF INSURANCE

A. Insurance Commissioner

1. Appointment
Ref: 26-2-102
2. General powers and duties
Ref: 26-2-109 and 110
3. Examinations
Ref: 26-2-116 and 117
4. Orders and hearings
Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130
5. Penalties
Ref: 26-1-107, 26-2-112, 26-9-211

B. Definitions

Ref: 26-1-102; 26-3-101, 26-3-105, 26-29-201, 210

1. Domestic company
2. Foreign company
3. Alien company
4. Stock and mutual companies and reciprocals
5. Reciprocal
6. Fraternal benefit society
7. Certificate of authority

C. Licensing

1. Persons required to be licensed
 - a. Producer/business entity
Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233
 - b. Nonresident
Ref: 26-9-208, 215, 230
 - c. Service representatives
Ref: 26-9-218
 - d. Temporary license
Ref: 26-9-210
2. Agent appointment/termination of contract
Ref: 26-9-213 and 214
3. Obtaining a license
 - a. Qualifications
Ref: 26-9-206, Reg. Ch. 18
 - b. Exemptions/exceptions
Ref: 26-9-204, 26-9-209
 - c. License denial
Ref: 26-9-211
4. Maintaining a license
 - a. Continuing education
Ref: 26-9-231, Reg. Ch. 20
 - b. Change of address
Ref: 26-9-207, 26-9-228
 - c. Fees/renewal
Ref: 26-9-207; 26-4-101
 - d. License expiration/termination
Ref: 26-9-207, 26-9-232
 - e. Suspension or revocation of licenses
Ref: 26-9-211
 - f. Reporting of actions
Ref: 26-9-216
 - g. Penalties
Ref: 26-1-107

D. Unfair trade practices

1. Boycott, coercion, intimidation
Ref: 26-13-108
2. Controlled business
Ref: 26-9-226
3. Defamation
Ref: 26-13-107
4. False advertising
Ref: 26-13-103
5. False financial statements
Ref: 26-13-106
6. Fraud
Ref: 26-13-201 and 202
7. Misrepresentation
Ref: 26-13-103
8. Rebates/illegal inducements
Ref: 26-13-110, 112
9. Unfair discrimination
Ref: 26-13-109, 112(c)
10. Twisting
Ref: 26-13-105
11. Unfair claims settlement practices
Ref: 26-13-124

F. Wyoming Insurance Guaranty Association

Ref: 26-31-103, 26-31-106; 26-42-116(a);
Reg. Ch. 43

G. Consumer privacy regulation

Ref: Reg. Ch. 54

VII. WY STATUTES, RULES AND REGULATIONS PERTINENT TO PROPERTY AND CASUALTY INSURANCE ONLY

A. Renewal, Nonrenewal, Cancellation

Ref: 26-35-202, 26-35-203

B. Binders

Ref: 26-15-119

C. Payment of claims

Ref: 26-15-124

D. Terrorism Risk Insurance Act of 2002 and Extension Act of 2005

Ref: 15 USC 6701; S467

VIII. WY STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY

A. Automobile Insurance

1. Uninsured/underinsured motorists coverage

Ref: 31-10-101 through 104; Reg. Ch. 23

a. Required coverages

(1) Bodily injury

b. Option for additional coverage

2. Cancellation/nonrenewal

Ref: Reg. Ch. 14

3. Wyoming Automobile Insurance

(Assigned Risk) Plan

WYOMING VARIABLE LIFE AND ANNUITY CONTENT OUTLINE

(100 scoreable questions)

I. GENERAL PRODUCT KNOWLEDGE

A. Definition of Variable Life Insurance

B. Comparison of Fixed Premium (Traditional), Whole Life, And Fixed Premium Variable Life

1. Standard Provisions

2. Premiums

3. Death Benefit

4. Cash Value

5. Separate vs. General Account

C. Comparison of Fixed Premium Variable and Flexible Premium Variable Life

1. Premiums

2. Death Benefit

3. Cash Value

D. Characteristics of Variable Life Insurance

1. Similarities and Differences Between Variable Annuities and Variable Life

2. Operation of the Separate Account

3. Change in Investment Policy Of The Separate Account

4. The Assumed Investment Rate (Air)

5. Net Investment Return

6. Contract Exchange

7. Minimum Death Benefit

8. Cash Values

9. Loans

10. Other Contract Provisions

11. Underwriting and Administration

12. Reporting Requirements

E. Federal Regulations

1. Securities Act Of 1933

2. Securities and Exchange Act Of 1934

Investment Company Act Of 1940

F. Types of Annuity Policies

1. Traditional annuity products (fixed dollar)

2. Variable annuity products

a. Number of lives covered

(1) individual

(2) joint and survivor

(3) joint life

b. Method of premium payment

(1) single premium

(2) annual premium

flexible premium

c. Time benefits begin

(1) immediate

(2) deferred

d. Disposition of proceeds

(1) life annuity (no refund)

(2) guaranteed minimum

(a) period certain

(b) refund

(c) installment

(d) cash

e. Payout

3. Equity indexed annuities

G. Other Annuity Characteristics

1. Accumulation unit

2. Annuity unit

3. Annuitization

4. NASD

5. Prospectus

H. Tax treatment of life insurance and annuities

1. Modified Endowment Contracts (MECs)

II. SEPARATE ACCOUNT

A. Types of Investment Objectives (Suitability)

B. Types of Investment Options

C. Composition and Operation of Special Account

III. WYOMING STATUTES, RULES, AND REGULATIONS COMMON TO ALL LINES OF INSURANCE

A. Insurance Commissioner

1. Appointment

Ref: 26-2-102

2. General powers and duties

Ref: 26-2-109 and 110

3. Examinations

Ref: 26-2-116 and 117

4. Orders and hearings

Ref: 16-3-103, 26-2-111 and 112, 26-1-107,
26-2-130

- 5. Penalties
Ref: 26-1-107, 26-2-112, 26-9-211

B. Definitions

Ref: 26-1-102; 26-3-101

- 1. Domestic company
- 2. Foreign company
- 3. Alien company
- 4. Stock and mutual companies and reciprocals
- 5. Reciprocal
- 6. Certificate of authority

C. Licensing

- 1. Persons required to be licensed
 - a. Producer
Ref: 26-9-207; Reg. Ch. 27, sec 10
 - b. Nonresident
Ref: 26-9-208, 215
 - c. Temporary license
Ref: 26-9-210
- 2. Agent appointment/termination of contract
Ref: 26-9-213 and 214
- 3. Obtaining a license
 - a. Qualifications
Ref: 26-9-207; Reg. Ch. 27, sec 10
 - b. Exemptions/exceptions
Ref: 26-9-207; Reg. Ch. 27, sec 10
 - c. License denial
Ref: 26-9-211
- 4. Maintaining a license
 - a. Continuing education
Ref: 26-9-231, Reg. Ch. 20
 - b. Change of address
Ref: 26-9-207, 26-9-228
 - c. Fees/renewal
Ref: 26-9-207; 26-4-101
 - d. License expiration/termination
Ref: 26-9-207, 26-9-232
 - e. Suspension or revocation of licenses
Ref: 26-9-211
 - f. Reporting of actions
Ref: 26-9-216
 - g. Penalties
Ref: 26-1-107

D. Agent responsibilities

- 1. Fiduciary capacity
Ref: 26-9-229, Reg. Ch. 46
 - a. Premium accountability
 - b. Separate account requirements
- 2. Commissions and compensation/ charges for extra services
Ref: 26-9-212
- 3. Place of business of licensees/display of licenses/records
Ref: 26-9-228
- 4. Agency vs. individual licensee
Ref: Title 18 Chapter 17

E. Unfair trade practices

- 1. Boycott, coercion, intimidation
Ref: 26-13-108

- 2. Controlled business
Ref: 26-9-226
- 3. Defamation
Ref: 26-13-107
- 4. False advertising
Ref: 26-13-103

F. False financial statements

- Ref: 26-13-106*
- 1. Fraud
Ref: 26-13-201
- 2. Misrepresentation
Ref: 26-13-103
- 3. Rebates/illegal inducements
Ref: 26-13-110, 112
- 4. Twisting (Life and AH only)
Ref: 26-13-105
- 5. Unfair discrimination
Ref: 26-13-109, 112(c)
- 6. Unfair claims settlement practices
Ref: 26-13-124

G. Wyoming Insurance Guaranty Association

Ref: 26-31-103, 26-31-106; 26-42-116(a); Reg. Ch. 43

H. Consumer privacy regulation

Ref: Reg. Ch. 54

IV. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO VARIABLE CONTRACTS

A. Separate Accounts for Variable contracts

Ref: 26-16-502; Reg. Ch. 27, sec. 5

B. Marketing of Variable Contracts

Ref: Reg. Ch. 27, sec. 7(b)

C. Replacement of Life Insurance Policies

Ref: Reg. Ch. 12

- 1. Purpose
- 2. Definitions
- 3. Exemptions
- 4. Duties of agent and broker
- 5. Duties of replacing insurer

**WYOMING TITLE INSURANCE
CONTENT OUTLINE**

Product Knowledge, Terms, and Concepts

(60 scoreable questions)

I. TITLE INSURANCE TERMS AND CONCEPTS

- A. Chain of Title**
- B. Closing and Settlement**
- C. Commitment**
- D. Encumbrances**
 - 1. Covenants
 - 2. Conditions
 - 3. Restrictions
- E. Encroachment**
- F. Endorsement**
- G. Estoppel**
- H. Exception**
- I. Foreclosure/Forfeiture**

- J. Insurer/Underwriter
 - K. Mortgagor/mortgagee
 - J. Probate
 - K. Real Property
 - L. Requirements
 - M. Risk
 - N. Simultaneous issue
 - O. Title Defect
 - P. Recording
- II. TITLE INSURANCE POLICIES**
- A. Types of Policies**
 - 1. ALTA Forms
 - a. Owner's
 - b. Loan
 - c. Construction Loan
 - d. Leasehold
 - B. Commitment and Policy Provisions**
 - 1. Covered Risks
 - 2. Terms, Conditions, and Stipulations
 - 3. Exceptions and Exclusions
 - 4. Endorsements
 - 5. Subrogation
 - 6. Determination of coverage
 - C. Standard Exceptions**
 - 1. Parties in Possession
 - 2. Unrecorded Easements
 - 3. Survey Matters
 - 4. Mechanics' Liens
 - 5. Taxes or Assessments
- III. SEARCH AND EXAMINATION OF TITLE**
- IV. REAL ESTATE OWNERSHIP**
- A. Fee Simple**
 - 1. Tenants In Common
 - 2. Joint Tenants
 - 3. Tenancy by Entirety
 - B. Leasehold**
- V. RIGHTS AND INTERESTS**
- A. Liens**
 - 1. Voluntary
 - a. Mortgages
 - b. Uniform Commercial Code
 - c. Assignment of rents and leases
 - 2. Involuntary
 - a. Mechanics' Liens
 - b. Internal Revenue Liens
 - c. State Judgment Liens
 - d. Child Support Liens
 - e. State Statutory Liens
 - f. Special assessments
 - g. Real property taxes
- VI. LEGAL DESCRIPTIONS**
- A. Subdivided and Unsubdivided**
 - B. Section, Township, and Range**
 - C. Metes and Bounds**
 - D. Lot and Block**
- VII. METHODS OF TRANSFER/CONVEYANCES**
- A. Deeds**
 - 1. Quitclaim Deeds
 - 2. Warranty Deeds
 - B. Other Methods**
 - 1. Foreclosure
 - 2. Probate
 - 3. Easements
- VIII. Settlement and Closing Procedure**
- A. Real Estate Settlement Procedures Act (RESPA)**
 - B. Insured Closing Protection**
- IX. WYOMING INSURANCE LAWS AND REGULATIONS**
- A. Commissioner**
 - 1. Insurance Commissioner
 - a. General powers and duties
Ref: 26-2-109 and 110
 - b. Examinations
Ref: 26-2-116
 - c. Orders, hearings and penalties
Ref: 26-2-111 and 112, 26-2-130
 - d. Penalties
Ref: 26-1-107, 26-2-112
 - B. Licensing and agents' legal responsibility**
 - 1. Persons required to be licensed
Ref: 26-23-303
 - 2. Qualifications
Ref: 26-23-316
 - 3. Appointment
Ref: 26-23-316
 - 4. Resident/Nonresident producer
Ref: 26-9-208; 26-23-316
 - 5. Payment and acceptance of commissions/fees
Ref: 26-9-212
 - 6. Change of address
Ref: 26-9-207
 - 7. Business entity
Ref: 26-9-206
 - 8. License suspension and revocation
Ref: 26-23-321
 - 9. Continuing education
Ref: 26-9-231; Reg. Ch. 20, § 4
 - 10. License expiration/renewal
Ref: 26-23-318
 - C. Unfair competition and deceptive practices**
 - 1. Coercion/Favored Title agent or insurer
Ref: 26-13-108, 26-23-324
 - 2. Misrepresentation
Ref: 26-23-321(a)(v)
 - 3. Unfair discrimination
Ref: Reg. Ch. 33, § 3
 - 4. Defamation
Ref: 26-13-107
 - 5. Rebates/illegal inducements
Ref: 26-23-322 and 323
 - 6. Unfair claims practices
Ref: 26-13-124
 - D. Controlled business/disclosure**
Ref: Chapter 3
 - E. Insurance Fraud**

Ref: 26-13-201 and 202

X. WYOMING INSURANCE LAWS AND REGULATIONS

A. Maintenance and Retention of Records

Ref: 26-23-308, 26-23-319

B. Form filing

Ref: 26-23-328 through 26-23-330

C. Rates

1. Filing requirements
 - a. Title Insurance Premiums/Schedules
- Ref: 26-23-325 and 327

XI. TITLE PRODUCER REGULATION

A. Fiduciary responsibility/Commingling

Ref: 26-9-229, 26-23-314

B. Trust accounts

Ref: 26-9-229; 26-23-314

C. Division of fees and charges

Ref: 26-23-323

D. Financial records

Ref: 26-23-314

WYOMING CROP HAIL ADJUSTER CONTENT OUTLINE

(60 scoreable questions)

I. GENERAL INSURANCE TERMS AND CONCEPTS

- 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 Crop Act of 1980

II. CROP INSURANCE

- 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

A. Fundamentals of Multiple Peril Crop Insurance MPC

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 Coverage (CAT)
2. Crop Revenue Coverage (CRC)
3. Revenue Assurance (RA)
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. WYOMING LAWS, RULES, AND REGULATIONS PERTINENT TO CROP INSURANCE

A. Licensing Requirements

- Ref: 26-1-102 and 107; 26-2-103, 26-9-207, 26-9-219, 26-9-231 and 232, 26-2-130, 26-13-115, Reg. Ch. 20
1. Qualifications and exceptions
 2. Records
 3. Maintenance
 4. Continuing education
 5. Denial, renewal, suspension and revocation of license

6. Penalties

B. Unfair Claims Settlement practices

Ref: 26-13-124, 201

**WYOMING CREDIT INSURANCE OUTLINE
CONTENT OUTLINE**

(60 scoreable questions)

I. INSURANCE TERMS AND CONCEPTS

- A. Actual cash value
- B. Exposure
- C. Hazard
- D. Indebtedness
- E. Indemnity
- F. Insurable interest
- G. Insurance
- H. Loss
- I. Peril
- J. Proximate cause
- K. Risk
- L. Waiver and estoppel

II. CONTRACTS

A. Requirements of forming a contract

- 1. Offer and acceptance
- 2. Consideration
- 3. Competent parties
- 4. Legal purpose

B. Warranties and representations

C. Types of contracts

- 1. Formal and informal
- 2. Unilateral and bilateral
- 3. Executory and executed contracts
- 4. Express and implied

D. Features of an insurance contract

- 1. Contract of adhesion
- 2. Conditional
- 3. Personal
- 4. Aleatory
- 5. Unilateral

III. CREDIT INSURANCE

A. Types of Credit Insurance

- 1. Consumer credit insurance
 - a. Credit life
 - b. Credit disability
 - c. Credit unemployment
- 2. Credit property
- 3. Involuntary unemployment
- 4. Mortgage life
- 5. Mortgage guaranty
- 6. Mortgage disability
- 7. Guaranteed automobile protection
- 8. Other forms of credit insurance

B. Credit Insurance

- 1. Definitions
 - Ref: 26-21-102*
 - a. Creditor
 - b. Debtor
 - c. Indebtedness
- 2. Forms of credit life and disability
 - Ref: 26-21-103*
- 3. Amounts of credit life or disability insurance

Ref: 26-21-104 and 105

4. Term of insurance

Ref: 26-21-106

5. Provisions, evidence of coverage, and disclosure

Ref: 26-21-107

6. Premiums and refunds

Ref: 26-21-109

7. Choice of insurer

Ref: 26-13-118, 26-21-114

8. Claims procedures

Ref: 26-21-113

9. Refunds

Ref: Reg. Ch. 52, Sec. 7

10. Prohibited transactions

Ref: Reg. Ch. 52, Sec. 8

C. Group policies

1. Group eligibility

Ref: 26-17-104, 111 to 114, 121, 26-19-102(s)(vi), 26-19-107

2. Group policy provisions

- a. Grace period
- b. Incontestability
- c. Entire contract
- d. Conditions to require evidence of insurability
- e. Certificate of insurance

D. Guaranteed Automobile Protection Insurance

**IV. WYOMING LAWS, RULES AND REGULATIONS
COMMON TO ALL LINES OF INSURANCE**

A. Insurance Commissioner

1. Appointment

Ref: 26-2-102

2. General powers and duties

Ref: 26-2-109 and 110

3. Examinations

Ref: 26-2-116 and 117

4. Orders and hearings

Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130

5. Penalties

Ref: 26-1-107, 26-2-112, 26-9-211

B. Definitions

Ref: 26-1-102; 26-3-101, 26-3-105, 26-29-201, 210

1. Domestic company

2. Foreign company

3. Alien company

4. Stock and mutual companies and reciprocals

5. Reciprocal

6. Fraternal benefit society

7. Certificate of authority

8. Authorized vs. unauthorized insurers

C. Licensing

1. Persons required to be licensed

a. Producer/business entity

Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233

b. Producer acting as broker

Ref: 26-1-102, 26-9-224 and 225

c. Consultant

- Ref: 26-9-220, Reg. Ch. 18*
- d. Limited lines
Ref: 26-9-202
- e. Surplus lines broker
Ref: 26-9-208, 26-11-103, 26-11-112
- f. Nonresident
Ref: 26-9-208, 215, 230
- g. Service representatives
Ref: 26-9-218
- h. Temporary license
Ref: 26-9-210
- 2. Agent appointment/termination of contract
Ref: 26-9-213 and 214
- 3. Obtaining a license
 - a. Qualifications
Ref: 26-9-206, Reg. Ch. 18
 - b. Exemptions/exceptions
Ref: 26-9-204, 26-9-209
 - c. License denial
Ref: 26-9-211
- 4. Maintaining a license
 - a. Continuing education
Ref: 26-9-231, Reg. Ch. 20
 - b. Change of address
Ref: 26-9-207, 26-9-228
 - c. Fees/renewal
Ref: 26-9-207; 26-4-101
 - d. License expiration/termination
Ref: 26-9-207, 26-9-232
 - e. Suspension or revocation of licenses
Ref: 26-9-211
 - f. Reporting of actions
Ref: 26-9-216
 - g. Penalties
Ref: 26-1-107
- D. Producer responsibilities**
 - 1. Fiduciary capacity
Ref: 26-9-229, Reg. Ch. 46
 - a. Premium accountability
 - b. Separate account requirements
 - 2. Commissions and compensation
Ref: 26-9-212
 - 3. Place of business of licensees/display of licenses/records
Ref: 26-9-228
 - 4. Agency vs. individual licensee
Ref: Title 18 Chapter 17
- E. Unfair trade practices**
 - 1. Boycott, coercion, intimidation
Ref: 26-13-108
 - 2. Controlled business
Ref: 26-9-226
 - 3. Defamation
Ref: 26-13-107
 - 4. False advertising
Ref: 26-13-103, 104
 - 3. False financial statements
Ref: 26-13-106
 - 6. Fraud
- Ref: 26-13-201 and 202*
- 7. Misrepresentation
Ref: 26-13-103
- 8. Rebates/illegal inducements
Ref: 26-13-110, 112
- 9. Unfair discrimination
Ref: 26-13-109, 112(c)
- 10. Twisting (Life and AH only)
Ref: 26-13-105
- 11. Unfair claims settlement practices
Ref: 26-13-124
- F. Wyoming Insurance Guaranty Association**
Ref: 26-31-103, 26-31-106; 26-42-116(a); Reg. Ch. 43
- G. Consumer privacy regulation**
Ref: Reg. Ch. 54