

Michigan Casualty Producer/Solicitor Series 16-68 100 Items - 2 Hours 74% (74 Correct to Pass)			Percentage	# of Items
<b>Insurance Regulation 10% (10 items)</b>			<b>10%</b>	<b>10</b>
Company Regulation				
Producer Appointment (500.1208a, .1208b, .1209, .1411)				
Termination of Appointment (500.1208b, .1209)				
Producer Regulation				
Duties (500.1201a, .1202)				
Commissions (500.1240, .2011)				
Types of Licensees (500.1206)				
Producer (500.240, 500.1201, .1201a, .1204, .1205, .1206, .1206b, .1240)				
Counselor (500.1232, .1234, .1236)				
Business Entity (500.1201, .1205)				
Maintenance and Duration				
Change of Name and Address (500.1206(5), .1238(1))				
Reporting of Actions (500.1208b, .1239, .1244, .1246, .1247)				
Assumed Names (500.1211a)				
Continuing Education Requirements (500.1204, .1204c, .1204f, .1206)				
Disciplinary Actions				
Cease and Desist Order (500.1244, .2038)				
Suspension, Revocation, Refusal to Issue or Renew (500.1200, .1209, .1239, .1244, .1379, .2029, .2043)				
Penalties and Fines (500.1242, .1244, .1379, .2038, .2040, .2064, .2069)				
Unfair and Prohibited Insurance Trade Practices (500.1207, .1216, .1239, .1244, .2003, .2006-.2014, .2016-.2021, .2026, .2029, .2059, .2062)				
Misrepresentation (500.2005, .2005a, .2055, .2057, .2064, .2218)				
False Information and Advertising (500.2001, .2002, .2005, .2005a, .2007, .2055, .2057, .2064)				
Inducement (500.2005(f), .2024, .2064(2), .2066, .2069, .2070)				
False Statement (500.1015, .2014, .2018, .2055, .2062, .2474, .2666)				
Deception (500.2007, .2009; 600.2911)				
Boycott, Coercion, and Intimidation (500.1242, .2012)				
Unfair Discrimination (500.2019, .2020, .2027, .2082)				
Rebating (500.2024b, .2066, .2069, .2070)				
Fiduciary Responsibilities (500.1207)				
Forgery (500.1239)				
Insurance Fraud Regulation (500.2088, .4501, .4503, .4507, .4511; 752.1005)				
Consumer Privacy Regulation (500.501, .503, .505, .507, .513, .515, .533, .535, .2005a, .4501, .4507, .4509; R500.551-.560)				
<b>General Insurance 15% (15 items)</b>			<b>15%</b>	<b>15</b>
Concepts				
Risk Management Key Terms				
Risk				
Exposure				
Hazard				
Peril				
Loss				
Methods of Handling Risk				
Avoidance				
Retention				
Sharing				
Reduction				
Transfer				
Elements of Insurable Risks				
Adverse Selection				
Law of Large Numbers				
Reinsurance				
Insurers				
Types of Insurers				
Stock Companies				
Mutual Companies				
Financial Status (Independent Rating Services)				
Distribution Systems				
Producers and General Rules of Agency				
Producer/Insurer Relationship				
Authority and Powers of Producers				
Express				
Implied				
Apparent				
Responsibilities to the Applicant/Insured				
Contracts				
Elements of a Legal Contract				
Offer and Acceptance				
Consideration				
Competent Parties				
Legal Purpose				
Distinct Characteristics of an Insurance Contract				
Contract of Adhesion				

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Aleatory Contract		
Personal Contract		
Unilateral Contract		
Conditional Contract		
Legal Interpretations affecting Contracts		
Ambiguities in a Contract of Adhesion		
Reasonable Expectations		
Indemnity		
Utmost Good Faith		
Representations/Misrepresentations		
Warranties		
Concealment		
Fraud		
Waiver and Estoppel		
<b>Casualty Insurance Basics 22% (22 items)</b>	<b>22%</b>	<b>22</b>
Principles and Concepts		
Insurable Interest		
Underwriting		
Function		
Loss Ratio		
Hazards		
Physical		
Moral		
Morale		
Negligence		
Elements of a Negligent Act		
Defenses Against Negligence		
Damages		
Compensatory - Special versus General		
Punitive		
Absolute Liability		
Strict Liability		
Vicarious Liability		
Policy Structure		
Declarations		
Definitions		
Insuring Agreement or Clause		
Additional/Supplementary Coverage		
Conditions		
Exclusions		
Endorsements		
Common Policy Provisions		
Insureds - Named, First Named, Additional		
Policy Period		
Policy Territory		
Cancellation and Nonrenewal		
Deductibles		
Other Insurance		
Nonconcurrency		
Primary and Excess		
Pro Rata		
Contribution By Equal Shares		
Limits of Liability		
Per Occurrence (Accident)		
Per Person		
Split		
Combined Single		
Aggregate - General versus Products - Completed Operations		
Named Insured Provisions		
Duties after Loss		
Assignment		
Insurer Provisions		
Liberalization		
Subrogation		
Claim Settlement Options		
Duty to Defend		
Third-Party Provisions		
Standard Mortgage Clause		
Loss Payable Clause		
Indemnification Provisions		
Role of Applications and Binders in Insurance Transactions		
Insurance Claims Handling		

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Michigan Laws, Regulations, and Required Provisions				
Michigan Property and Casualty Guaranty Association (500.7901-.7949)				
Cancellation and Nonrenewal (500.2123, .3020)				
Terrorism Risk Insurance Program (15 U.S.C. 6701; Public Law 107-297, 109-144, 110-160)				
Termination of Authority to Represent Insurer (500.1209)				
Essential Insurance Act (500.2101–2131)				
<b>Homeowners Policy 6% (6 items)</b>			<b>6%</b>	<b>6</b>
Definitions				
Section II - Liability Coverages				
Coverage E - Personal Liability				
Coverage F - Medical Payments to Others				
Additional Coverages				
Exclusions				
Conditions				
Selected Endorsements				
Special Provisions - Michigan				
Limited Fungi, Wet or Dry Rot, or Bacteria Coverage				
Permitted Incidental Occupancies - Residence				
Home Day Care				
Business Pursuits				
Watercraft				
Personal Injury				
Home Business Insurance Coverage				
<b>Automobile Insurance 15% (15 items)</b>			<b>15%</b>	<b>15</b>
Laws				
Michigan Motor Vehicle Financial Responsibility Law				
Required Limits of Liability (RL 257.518b)				
Required Proof of Insurance (RL 257.328)				
Michigan Automobile Insurance Placement Facility (500.3301)				
No-Fault Automobile Coverage (500.3101)				
Personal Injury Protection (500.3107, .3114)				
Property Protection (500.3121)				
Residual Liability (500.3131)				
Cancellation and Nonrenewal				
Grounds (500.3220)				
Notice (500.3204, .3224)				
Notice of Eligibility In Automobile Insurance Placement Facility (500.3301, .3365)				
Rental Vehicle Coverage (500.3009, .3105(2))				
Aftermarket Crash Parts Regulation (RL 257.1361-.1364)				
Personal Automobile				
Definitions				
Liability Coverage				
Bodily Injury and Property Damage				
Supplementary Payments				
Exclusions				
Medical Payments Coverage				
Uninsured/Underinsured Motorists Coverage				
Definitions				
Bodily Injury				
UM/UIM Rejection				
Required Limits				
Coverage for Damage to your Automobile				
Collision				
Other than Collision (Comprehensive)				
Deductibles				
Transportation Expense				
Duties After an Accident or Loss				
Selected Endorsements				
Miscellaneous Type Vehicle				
Extended Non-Owned Coverage - Vehicles Furnished or Available for Regular Use - Michigan (Bulletin No. 96-02)				
Personal Injury Protection Coverage - Michigan (500.3107, .3108)				
Property Protection Coverage - Michigan (500.3121)				
Commercial Automobile				
Commercial Automobile Coverage Forms				
Business Automobile				
Garage				
Business Automobile Physical Damage				
Truckers				
Motor Carrier				
Coverage Form Sections				
Covered Automobiles				
Liability Coverage				

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Garagekeepers Coverage		
Physical Damage Coverage		
Exclusions		
Conditions		
Definitions		
Selected Endorsements		
Additional Insured - Lessor Endorsement		
Mobile Equipment		
Michigan Personal Injury Protection (500.3107)		
Drive Other Car Coverage		
Michigan Property Protection Coverage		
Individual Named Insured		
Commercial Carrier Regulations		
The Motor Carrier Act of 1980		
<b>Commercial Package Policy (CPP) 12% (12 items)</b>	<b>12%</b>	<b>12</b>
Commercial General Liability		
Commercial General Liability Coverage Forms		
Bodily Injury and Property Damage Liability		
Personal and Advertising Injury Liability		
Medical Payments		
Exclusions		
Supplementary Payments		
Who is an Insured		
Limits of Insurance		
Conditions		
Definitions		
Occurrence versus Claims-Made		
Claims-Made Features		
Trigger		
Retroactive Date		
Extended Reporting Periods – Basic versus Supplemental		
Claim Information		
Premises and Operations		
Products and Completed Operations		
Insured Contract		
Owners and Contractors' Protective Liability Coverage Form		
Pollution Liability Coverage Extension		
Commercial Crime		
General Definitions		
Burglary		
Theft		
Robbery		
Crime Coverage Forms		
Commercial Crime Coverage Forms (Discovery/Loss Sustained)		
Coverages		
Employee Theft		
Forgery or Alteration		
Inside The Premises - Theft of Money and Securities		
Inside The Premises - Robbery or Safe Burglary of Other Property		
Outside the Premises		
Computer Fraud		
Funds Transfer Fraud		
Money Orders and Counterfeit Money		
Farm Coverage		
Mobile Agriculture Machinery and Equipment Coverage Form		
Livestock Coverage Form		
Definitions		
Causes of Loss (Basic, Broad, and Special)		
Conditions		
Limits		
Farm Liability Coverage Form		
Coverage H - Bodily Injury and Property Damage Liability		
Coverage I - Personal and Advertising Injury Liability		
Coverage J - Medical Payments		
<b>Businessowners Policy 5% (5 items)</b>	<b>5%</b>	<b>5</b>
Characteristics and Purpose		
Businessowners Section II - Liability		
Coverages		
Exclusions		
Who is an Insured		
Limits of Insurance		
General Conditions		

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Definitions				
Businessowners Section III - Common Policy Conditions				
Selected Endorsement				
Hired Automobile and Non-Owned Automobile Liability				
<b>Workers' Compensation Insurance 7% (7 items)</b>		<b>7%</b>		<b>7</b>
Workers' Compensation Laws				
Michigan Worker's Disability Compensation Act (Ch. 418)				
Exclusive Remedy (418.131)				
Employer Covered (Required) (418.115)				
Covered Injuries (418.301)				
Occupational Disease (418.401, .405, .411, .415, .425, .431, .435, .441)				
Benefits Provided (418.301, .311, .315, .321, .345, .351)				
Second Injury Fund (418.521)				
Federal Workers' Compensation Laws				
Federal Employer Liability Act (FELA) (45 USC 51-60)				
U.S. Longshore and Harbor Workers Compensation Act (33 USC 904)				
The Jones Act (46 USC 688)				
Workers' Compensation and Employers Liability Insurance Policy				
General Section				
Part One - Workers' Compensation Insurance				
Part Two - Employers Liability Insurance				
Part Three - Other States Insurance				
Part Four - Your Duties If Injury Occurs				
Part Five - Premium				
Part Six - Conditions				
Selected Endorsement				
Voluntary Compensation				
Premium Computation				
Job Classification - Payroll and Rates				
Experience Modification Factor				
Premium Discounts				
Other Sources of Coverages				
Self-Insured Employers and Employer Groups (418.611)				
Michigan Workers' Compensation Placement Facility				
<b>Other Coverages and Options 8% (8 items)</b>		<b>8%</b>		<b>8</b>
Umbrella/Excess Liability Policies				
Personal				
Commercial				
Specialty Liability Insurance				
Errors and Omissions				
Professional Liability				
Directors and Officers Liability				
Fiduciary Liability				
Liquor Liability				
Employment Practices Liability				
Surety Bonds				
Principal, Obligee, Surety				
Contract Bonds				
License and Permit Bonds				
Judicial Bonds				
Other Policies				
Boatowners				
Surplus Lines				
Definitions and Markets				
Licensing Requirements				
Alternative Funding Mechanisms				
Self-Insured				
Risk Retention Groups				
Cyber Issues				
Personal Liability Supplement				