

New Hampshire Producer's Casualty Insurance

Series 12-85

100 Items - 2 Hours

Insurance Regulation 8%

Licensing

Process (402-J:5, 6)

Types of Licensees

Producer (402-J:2, 14)

Producer with appointment (402-J:14)

Business entity (402-J:6)

Financial institutions (406-C:1–19)

Resident versus nonresident (402-J:8, 16)

Temporary (402-J:11)

Maintenance and Duration

Renewal (402-J:7(II–IV))

Change of address (402-J:7(VI))

Reporting of actions (402-J:17)

Assumed names (402-J:10)

Continuing education requirements (Reg 1302.03, 1302.04, 1304.03)

Disciplinary Actions

Cease and desist order (417:12)

Denial, suspension or revocation (402:49; 402-J:12)

Penalties and fines (400-A:15(III); 402:42, 48; 402-J:12(IV); 417:10, 13)

State regulation

Commissioner's general duties and powers (400-A:3, 15; 417:5, 14)

Investigations enforcement (400-A:16)

Company regulation

Producer appointment (402-J:14)

Termination of appointment (402-J:15)

Producer regulation

Acting without a license (402-J:3, 13)

Commissions (402-J:13)

Conversion of funds by producer (402:53)

Referrals (402:16-B)

Controlled business (402:74)

Fiduciary requirements (Reg 4301.01–4301.09)

License to transact business (402:12)

Unfair claim settlement practices (417:4(XV); Reg 1001.01–.11, Reg 1002.01–.20)

Unfair insurance trade practices

Misrepresentation (402:46; 417:4(I, II))

Twisting (402:47; 417:4(I))

False information and advertising (417:4(III))

Defamation (417:4(IV))

Boycott, coercion and intimidation (417:4(V))

Illegal inducement (417:4(VII))

Unfair discrimination (417:4(VIII))

Rebating (402:39–41; 417:4(IX))

Examination of books and records (400-A:37)

Insurance fraud regulation (400-A:36-b(II); 417:23; RL 638:20)

Consumer privacy regulation (Reg 3001–3006)

New Hampshire Auto Laws

Collision Deductible Waiver (Reg 1002.19, 412:8(III))

Federal Laws and Regulations 2%

Fair Credit Reporting Act

18 United States Code (USC) Sections 1033 and 1034 - Purpose

General Insurance Concepts 20%

Risk

Methods of Handling Risk (e.g., Avoidance, Retention, Sharing, Reduction, Transfer)

Elements of Insurable Risks

Definitions (e.g., Risk, Hazard, Peril, Loss)

Classifications of Insurers

Mutual, Stock

Admitted, Non-Admitted

Foreign, Domestic, Alien

Elements of a Contract

Consideration

Competent Parties

Legal Purpose

Offer

Acceptance

Authority and Powers of Producers - Definitions

Express

Implied

Apparent

The Law of Agency

Legal Interpretations Affecting Contracts

Reasonable Expectations

Indemnity

Good Faith

Fraud

Warranties, Representations, Misrepresentations, and Concealment

Casualty Insurance Basics 27%

Damages

Compensatory versus Punitive

General versus Special

Liability

Absolute

Strict

Vicarious

Underwriting (Purpose, Process, Results)

Types of Hazards

Moral

Morale

Physical

Negligence

Torts

Elements of a Negligent Act

Defense Against Negligence

Accident versus Occurrence

Policy Structure

Declarations

Definitions

Insuring Agreement

Additional/Supplementary Coverage

Conditions

Exclusions

Endorsements

Policy Clauses

Insureds

Policy Period

Policy Territory

Cancellation and Non-Renewal

Deductibles/Self-Insured Retention

Other Insurance

Nonconcurrency

Primary and Excess

Pro Rata

Contribution by Equal Shares

Limits of Liability

Per Accident

Per Occurrence

Per Person

Aggregate

Split limits

Combined Single Limit

Named Insured Provisions

First Named Insured versus Other Insureds

Duties After Loss

Assignment

Waiver of Rights

Insurer Provisions

Liberalization

- Subrogation
- Claim Settlement Options
- Duty to Defend
- Arbitration

Personal Automobile Policy 13%

- Definitions
- Personal Injury Protection Definitions
- Liability Coverage
 - Bodily Injury and Property Damage
 - Supplementary Payments
 - Exclusions
 - Liability Extension to Towed Vehicle
- Medical Payments Coverage
- Uninsured and Underinsured Motorists Coverage
 - Definitions
 - Bodily Injury
 - UM and UIM Rejection
- Coverage for Damage to your Automobile
 - Collision
 - Other than Collision (Comprehensive)
 - Deductibles
 - Exclusions
- Duties after an Accident or Loss
- General Provisions
- Endorsements
 - Towing and Labor Costs
 - Extended Non-Owned Coverage - Vehicles Furnished or Available for Regular Use
 - Joint Ownership Coverage
 - Rental Vehicle Coverage

Commercial Automobile Policy 8%

- Commercial Automobile Coverage Forms
- Covered Automobiles
 - Hired Automobiles
 - Non-owned Automobiles
- Liability
- Physical Damage
- Exclusions
- Conditions
- Definitions
- Selected Endorsements
 - Lessor - Additional Insured and Loss Payee
 - Mobile Equipment
 - Property Protection Coverage
 - Broad Form Products

Employees as Insureds

Commercial General Liability 10%

Commercial Policy Components

Declarations

Conditions

Interline Endorsements

Commercial General Liability Coverages

Bodily Injury and Property Damage

Personal and Advertising Injury

Medical Payments

Conditions

Definitions

Exclusions

Occurrence versus Claims-made

Trigger

Retroactive Date

Commercial General Liability Exposures

Premises and Operations

Products and Completed Operations

Contractual Liability

Other Types of Casualty Insurance 8%

Specialty Liability Insurance

Directors and Officers

Professional and Errors and Omissions

Employment Practices

Employee Benefits

Cyber Liability and Network Protection

Personal Umbrella, Commercial Umbrella, and Excess Policies

Underlying Limits

Self-Insured Retention

Surety Contracts

Differences between Surety and Insurance

Obligation of the Surety

Parties to the Surety Bond

Principal

Obligee

Surety

Workers' Compensation Laws 4%

Workers' Compensation Coverages and Benefits

Rating and Job Classification

Workers' Compensation Definitions

Occupational Accident versus Occupational Disease and Illness

Levels of Disability

Federal Laws