

Michigan Property and Casualty Producer/Solicitor Series 16-81 150 Items - 2 1/2 Hours 74% (111 Correct to Pass)			Percentage	# of Items
Insurance Regulation 10% (15 items)			10%	15
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)				
General Insurance 10.5% (16 items)			10.5%	16
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				

Michigan Property and Casualty Producer/Solicitor Series 16-81 150 Items - 2 1/2 Hours 74% (111 Correct to Pass)			Percentage	# of Items
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				
Property and Casualty Insurance Basics 20% (30 items)			20%	30
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				
Causes of Loss (Perils)				
Named Perils versus Special (Open) Perils				
Direct Loss				
Consequential or Indirect Loss				
Blanket versus Specific Insurance				
Basic Types of Construction				
Loss Valuation				
Actual Cash Value				
Replacement Cost				
Functional Replacement Cost				
Agreed Value				
Stated Amount				
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				
Property Limits				
Restoration/Nonreduction of Limits				

Michigan Property and Casualty Producer/Solicitor Series 16-81 150 Items - 2 1/2 Hours 74% (111 Correct to Pass)			Percentage	# of Items
Coinsurance				
Vacancy or Unoccupancy				
Named Insured Provisions				
Duties after Loss				
Assignment				
Abandonment				
Insurer Provisions				
Liberalization				
Subrogation				
Salvage				
Claim Settlement Options				
Duty to Defend				
Third-Party Provisions				
Standard Mortgage Clause				
Loss Payable Clause				
No Benefit to the Bailee				
Indemnification Provisions				
Role of Applications and Binders in Insurance Transactions				
Insurance Claims Handling				
Michigan Laws, Regulations, and Required Provisions				
Michigan Property and Casualty Guaranty Association (500.7901-.7949)				
Mandatory Fire Policy Provisions (500.2833)				
Cancellation and Nonrenewal (500.2123, .3020)				
Appraisal (500.2833)				
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)				
Dwelling Policy 2.5% (4 items)		2.5%		4
Characteristics and Purpose				
Property Coverages				
Coverage A - Dwelling				
Coverage B - Other Structures				
Coverage C - Personal Property				
Coverage D - Fair Rental Value				
Coverage E - Additional Living Expense				
Other Coverages				
General Exclusions				
Conditions				
Selected Endorsements				
Special Provisions - Michigan				
Automatic Increase in Insurance				
Broad Theft Coverage				
Dwelling Under Construction				
Personal Liability Supplement				
Homeowners Policy 15% (22 items)		15%		22
Coverage Forms				
HO-2 through HO-8				
Special				
Definitions				
Section I - Property Coverages				
Coverage A - Dwelling				
Coverage B - Other Structures				
Coverage C - Personal Property				
Coverage D - Loss of Use				
Additional Coverages				
Section II - Liability Coverages				
Coverage E - Personal Liability				
Coverage F - Medical Payments to Others				
Additional Coverages				
Perils Insured Against				
Exclusions				
Conditions				
Selected Endorsements				
Special Provisions - Michigan				
Limited Fungi, Wet or Dry Rot, or Bacteria Coverage				
Permitted Incidental Occupancies - Residence				
Earthquake				
Scheduled Personal Property/Personal Articles Floater				
Personal Property Replacement Cost				
Home Day Care				
Business Pursuits				
Watercraft				

Michigan Property and Casualty Producer/Solicitor Series 16-81 150 Items - 2 1/2 Hours 74% (111 Correct to Pass)			Percentage	# of Items
Personal Injury				
Home Business Insurance Coverage				
Automobile Insurance 15% (22 items)			15%	22
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				
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				
Commercial Package Policy (CPP) 12% (18 items)			12%	18
Components of a Commercial Policy				
Common Policy Declarations				
Common Policy Conditions				
Interline Endorsements				
One or More Coverage Parts				
Commercial General Liability				

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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 Property				
Commercial Property Conditions Form				
Coverage Forms				
Building and Personal Property				
Condominium Association				
Condominium Commercial Unit-Owners				
Builders Risk				
Business Income				
Legal Liability				
Extra Expense				
Causes of Loss Forms				
Basic				
Broad				
Special				
Selected Endorsements				
Ordinance or Law				
Spoilage				
Peak Season Limit of Insurance				
Value Reporting Form				
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				
Commercial Inland Marine				
Nationwide Marine Definition				
Commercial Inland Marine Conditions Form				
Inland Marine Coverage Forms				
Accounts Receivable				
Bailee's Customer				
Commercial Articles				
Contractors Equipment Floater				
Electronic Data Processing				
Equipment Dealers				
Installation Floater				
Jewelers Block				
Signs				
Valuable Papers and Records				
Transportation Coverages				
Common Carrier Cargo Liability				

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Motor Truck Cargo Forms				
Transit Coverage Forms				
Equipment Breakdown				
Equipment Breakdown Protection Coverage Form				
Selected Endorsement				
Actual Cash Value				
Farm Coverage				
Farm Property Coverage Form				
Coverage A - Dwellings				
Coverage B - Other Private Structures				
Coverage C - Household Personal Property				
Coverage D - Loss of Use				
Coverage E - Scheduled Farm Personal Property				
Coverage F - Unscheduled Farm Personal Property				
Coverage G - Other Farm Structures				
Mobile Agriculture Machinery and Equipment Coverage Form				
Livestock Coverage Form				
Definitions				
Causes of Loss (Basic, Broad, and Special)				
Conditions				
Exclusions				
Limits				
Additional Coverages				
Farm Liability Coverage Form				
Coverage H - Bodily Injury and Property Damage Liability				
Coverage I - Personal and Advertising Injury Liability				
Coverage J - Medical Payments				
Businessowners Policy 6% (9 items)			6%	9
Characteristics and Purpose				
Businessowners Section I - Property				
Coverage				
Exclusions				
Limits of Insurance				
Deductibles				
Loss Conditions				
General Conditions				
Optional Coverages				
Definitions				
Businessowners Section II - Liability				
Coverages				
Exclusions				
Who is an Insured				
Limits of Insurance				
General Conditions				
Definitions				
Businessowners Section III - Common Policy Conditions				
Selected Endorsements				
Protective Safeguards				
Utility Services - Direct Damage				
Utility Services - Time Element				
Hired Automobile and Non-Owned Automobile Liability				
Workers' Compensation Insurance 5% (8 items)			5%	8
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)				
US 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				

Michigan Property and Casualty Producer/Solicitor Series 16-81 150 Items - 2 1/2 Hours 74% (111 Correct to Pass)			Percentage	# of Items
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				
Other Coverages and Options 4% (6 items)			4%	6
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, Oblige, Surety				
Contract Bonds				
License and Permit Bonds				
Judicial Bonds				
Surplus Lines				
Definitions and Markets				
Licensing Requirements				
National Flood Insurance Program				
"Write Your Own" versus Government				
Coverage				
Limits				
Deductibles				
Other Policies				
Boatowners				
Miscellaneous (Recreational) Type Vehicles				
Alternative Funding Mechanisms				
Self-Insured				
Risk Retention Groups				
Cyber Issues				