

**CASUALTY PRODUCER
CONTENT OUTLINE**
Casualty - General Section;
Casualty - State Section
Casualty Producer- General Knowledge
Product Knowledge, Terms, and Concepts
(50 scored plus 5 pretest questions)

Types of Policies, Bonds, and Related Terms - 23 items

Commercial General Liability

Exposures

Premises and Operations

Products and Completed Operations

Coverage

Coverage A: Bodily Injury and Property Damage Liability (Occurrence, Claims made including Retroactive Date)

Coverage B: Personal Injury and Advertising Injury

Coverage C: Medical Payments

Supplemental Payments

Who is an Insured

First named insured

Limits (Per occurrence, Annual Aggregate)

Damage to Property of Others

Automobile: Personal Auto and Business Auto

Liability

Bodily Injury

Property Damage

Split Limits

Combined Single Limit

Medical Payments

Physical Damage (collision; other than collision; specified perils)

Uninsured Motorists

Underinsured Motorists

Who is an Insured

Types of Auto

Owned

Non-Owned

Hired

Temporary Substitute

Newly Acquired Autos

Transportation Expense and Rental Reimbursement Expense

Auto Dealers Coverage Form, including Garagekeepers Insurance

Exclusions

Individual Insured and Drive Other Car (DOC)

Mobile equipment

Workers' Compensation Insurance, Employers Liability Insurance, and Related Issues

(This section does not deal with specifics of statelaw, which are addressed elsewhere in this outline.)

Standard Policy Concepts

Who is an employee/employer
Compensation
Work-Related vs. Non-Work-Related
Other States' Insurance
Employers Liability
Exclusive remedy
Premium Determination
Crime
Employee Dishonesty
Theft
Robbery
Burglary
Forgery and Alteration
Mysterious disappearance
Bonds
Surety
Fidelity
Professional liability
Errors and Omissions
Medical Malpractice
Directors and Officers (D&O)
Employment Practices Liability (EPLI)
Cyber liability and data breach, funds transfer
Liquor liability
Umbrella/Excess Liability
Businessowners Policy (BOP)
Insurance Terms and Related Concepts - 15 items
Risk
Hazards
Moral
Morale
Physical
Indemnity
Insurable Interest
Loss Valuation
Actual Cash Value
Replacement Cost
Market value
Stated/agreed value
Salvage value
Negligence
Liability
Occurrence
Binders
Warranties
Representations
Concealment

Deposit Premium/Audit
Certificate of Insurance
Law of Large Numbers
Pure vs. Speculative Risk
Endorsements
Damages
Compensatory
General
Special
Punitive
Compliance with Provisions of Fair Credit Reporting Act
Policy Provisions - 12 items
Declarations
Insuring Agreement
Conditions
Exclusions and Limitations
Definition of the Insured
Duties of the Insured after a Loss
Cancellation and Nonrenewal Provisions
Supplementary Payments
Proof of Loss
Notice of Claim
Other Insurance
Subrogation
Loss Settlement Provisions including Consent to Settle a Loss
Terrorism Risk Insurance Act (TRIA)
Casualty - Minnesota Specific
State Laws, Rules, and Regulations
<i>(25 scored plus 5 pretest questions)</i>
<i>Ref: 45; 60A through 79A refer to MN statutes; 2700 through 2880 refer to MN rules</i>
Minnesota Laws, Rules, and Regulations Common to Life, Health, Property, and Casualty Insurance - 20 items
Powers and Duties of the Commissioner
<i>Ref: 45; 60A.01-.031; 62A.02; 60K.30-.60; 72A.02-.44; 79.074, .081, .083, .211; 2795; 72C.01-.12</i>
Broad Powers
Examination of Records
Notice and Hearing
Forms and Rate Review
Definitions
<i>Ref: 60A.02, .07; 72A.41</i>
Domestic and Foreign
Stock and Mutual
Certificate of Authority
Licensing and Appointments
<i>Ref: 60K.30-.60; 45.027; 60A.198; 2795.1200; 72B.045</i>

Educational Requirements
Prelicensing
Continuing Education
Flood
Types of Licenses
Producer
Temporary
Nonresident
Agency
Managing General Agent
Surplus Lines
Termination of License
Expiration
Revocation or Suspension
Appointment and termination of appointment
Maintenance and Duration of License
Trade Practices
<i>Ref: 60A; 60K.30-.60; 72A; 72C; 2700; 2790; 2795.1200</i>
Prohibited Practices
Unfair Claims Settlement Methods and Practices
Rebating
Misrepresentation
Defamation
Discrimination
Penalties
Misappropriation or Conversion of Funds
Forgery
Compensation of Licensees
Commissions
Fees for Service
Advertising
Agent Conduct and Insurance Marketing Standards
Required Disclosures
Guaranty Association
<i>Ref:60C</i>
Notice of Policyholder Rights
Minnesota Laws, Rules, and Regulations Pertinent to Casualty Insurance Only - 5 items
Automobile Insurance
<i>Ref: 65B; 2770; 72A.201</i>
Minnesota No-Fault Automobile Insurance Act
Purpose
Proof of Insurance
Required Limits and Coverages
Bodily Injury and Property Damage
Basic Economic Loss Benefits (personal injury protection)
Uninsured and Underinsured Motorists
Right to Sue

Payment of Claims
Time Limitations
Assigned Claims Plan
Primacy
Renewal, Nonrenewal, and Cancellation
Surcharge Disclosure
Minnesota Automobile Insurance Plan (assigned risk)
Comparative Negligence
Auto Stacking
Workers' Compensation
<i>Ref: 176.001-.101; 79.251-.253</i>
Purpose
Definitions
Requirements
Benefits
Assigned Risk Plan