

**PERSONAL LINES PRODUCER
CONTENT OUTLINE**
Personal Lines - General Section
Personal Lines - State Section
Personal Lines - General Knowledge
Product Knowledge, Terms, and Concepts
(75 scored plus 5 pretest questions)

Types of Property Policies - 10 items

Homeowners

HO-2

HO-3

HO-4

HO-5

HO-6

HO-8

Dwelling policies

DP-1

DP-2

DP-3

Inland Marine

Personal Articles Floaters

National Flood Insurance Program

Others

Earthquake

Mobile Homes

Watercraft

Windstorm

Types of Casualty Policies - 13 items

Automobile: personal 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

Exclusions

Umbrella/Excess Liability
Property and Casualty Insurance Terms and Related Concepts - 28 items
Insurance
Law of Large Numbers
Insurable Interest
Risk
Pure vs. Speculative Risk
Hazard
Moral
Morale
Physical
Peril
Loss
Direct
Indirect
Loss Valuation
Actual Cash Value
Replacement Cost
Market value
Stated/agreed value
Salvage value
Proximate Cause
Deductible
Indemnity
Limits of Liability
Coinsurance/Insurance to Value
Occurrence
Cancellation
Nonrenewal
Vacancy and Unoccupancy
Liability
Absolute
Strict
Vicarious
Negligence
Binder
Endorsements
Blanket vs. Specific
Burglary, Robbery, Theft, and Mysterious Disappearance
Warranties
Representations
Concealment
Deposit Premium/Audit
Certificate of Insurance
Damages
Compensatory
General

Special
Punitive
Compliance with Provisions of Fair Credit Reporting Act
Property and Casualty Policy Provisions and Contract Law - 24 items
Declarations
Insuring Agreement
Conditions
Exclusions
Definition of the Insured
Duties of the Insured after a Loss
Obligations of the insurance company
Mortgagee Rights
Proof of Loss
Notice of Claim
Appraisal
Other Insurance Provision
Subrogation
Elements of a Contract
Sources of underwriting information
Fair Credit Reporting Act
Privacy Protection (Gramm Leach Bliley)
Policy Application
Terrorism Risk Insurance Act (TRIA)
Cancellation and Nonrenewal Provisions
Supplementary payments
Loss Settlement Provisions including Consent to Settle a Loss
Territory
Personal Lines - Minnesota Specific State Laws, rules, and Regulations <i>(14 scored 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 - 10 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 Personal Lines Insurance Only - 4 items
<i>Ref: 65A; 60K.46; 2880</i>
Definition of Adjusters
<i>Ref: 72B.02</i>
Minnesota Standard Fire Policy
<i>Ref: 65A.01, .08; 67A.01-.26</i>
FAIR Plan
<i>Ref: 65A.31-.42</i>
Purpose
Definitions

Eligibility
Application Procedure
Homeowners
<i>Ref: 65A.01; 27-.302; 72A.20, (Subd. 13, 14); 2880</i>
Cancellation and Nonrenewal
Coverage and Claims
Binders
<i>Ref: 65A.03; 60K.46</i>
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 Claim Plan
Primacy
Renewal, Nonrenewal, and Cancellation
Surcharge Disclosure
Minnesota Auto Insurance Plan (assigned risk)
Comparative Negligence
Auto Stacking