

WASHINGTON PROPERTY PRODUCER	
100 Items - 150 Minutes	
Federal Laws and Regulations (3 items)	
Fair Credit Reporting Act	
18 United States Code (USC) Sections 1033 and 1034 - Purpose	
Flood Insurance Education (National Flood Insurance Program (NFIP))	
Washington Laws, Rules and Regulations (30 items)	
Ref: References are from the revised Code of Washington Title 48 (RCW-48) and the Washington Administrative Code (WAC) Title 284.	
Washington Laws, Rules, and Regulations Common to Property Insurance	
Commissioner	
Broad powers (Ref: 48.02.010, .020, .060, .080, .100, .160; 48.18.310 ; WAC 284-02-010)	
Examination of records (Ref: 48.03.010-.030; WAC 284-03-015)	
Terms and Concepts	
Insurance (Ref: 48.01.040)	
Insurer (Ref: 48.01.050; 48.09.110,.120, .300)	
Insurance transaction (Ref: 48.01.060)	
Authorized and unauthorized certificate of authority (Ref: 48.05.215; 48.05.030)	
Licensing	
Persons required to be licensed (Ref: 48.17.060, .063 , .090, .490)	
Producer (Ref: 48.17.010; 48.17.420; 48.17.060, 010, 420 ; WAC 284-17-015)	
Temporary (Ref: 48.17.510)	
Nonresident (Ref: 48.17.173; WAC284-17-122)	
Exemptions (Ref: 48.17.010, .062,.090 .110)	
Appointments/termination of appointments (Ref: 48.17.160; WAC 284-17- 429, .435, .439,.443,445,449,467,473,476,483, 490)	
Penalties for noncompliance	
Refusal/nonrenewal (Ref: 48.17.530, .540)	
Suspension/revocation/probation (Ref: 48.17.530, .535 , .540, .550)	
Fines (Ref: 48.17.560)	
Unlicensed activities (Ref: 48.17.063)	
Maintenance and duration of license	
Renewal (Ref: WAC 284-17-423, 490 ; 48.14.010)	
Continuing education (Ref: WAC 284-17-220-265)	

Late renewal/reinstatement (Ref: WAC 284-17-490; RCW 48.17.170)
Reporting of actions (Ref: 48.17.597)
Designated Responsible Licensed Person (DRLP) (Ref: 48.17.090(3)(b), WAC284-17-603)
Marketing Practices
Protection of public interest (Ref: 48.01.030)
Unfair practices and frauds (RCW 48.30)
Trade practices (Ref: WAC284-30-300 to 380, 400, 570-590, 660,670)
Property – Casualty (Ref: WAC284-30-300, 360, 390 to 395, WAC 284-30-500 to 560,700,750)
Producer’s Compensation Disclosure (Ref: RCW 48.17.270)
Rebating and inducements (Ref: 48.30.140-150, .170, .190)
Twisting (Ref: 48.30.180)
Misrepresentation (Ref: 48.30.090, .210)
Defamation of insurer (Ref: 48.30.080)
Discrimination (Ref: 48.30.300; 48.18.480)
Failure to issue proper receipts (Ref: WAC284-30-550)
Advertising (Ref: 48.30.040-.080)
Excess charges (Ref: 48.30.157)
Producer responsibilities
Policy delivery (Ref: WAC284-30-580; 48.18.260, 48.185.005(2))
Premium accountability (Ref: 48.17.480)
Separate account requirement (Ref: 48.17.480, .600; WAC284-12-080)
Reply to the Insurance Commissioner (Ref: 48.17.475)
Burden of determining authorization (Ref: 48.17.067)
Display of License (Ref. 48.17.460)
Compensation of licensees
Receiving compensation (Ref: 48.17.490)
Charges for extra services (Ref: 48.30.157; 48.17.270)
Surplus Lines (Ref: 48.15.040)
Cancellation/Nonrenewal (Ref: 48.18.290, .2901)
Commercial property and casualty policies (Ref: 48.18.290, .2901)
Personal lines (Ref: 48.18.290, .2901)
Credit scoring – Adverse action (Ref: 48.18.545(2, 3, 4, 5))
Homeowners
Cancellation

By the company (Ref: 48.18.289, .290; WAC284-30-570, 700)
By the insured (Ref: 48.18.300)
Nonrenewal (Ref: 48.18.289, .290, .2901; WAC284-30-570, 700)
Actual reason required (Ref: WAC 284-30-570)
Applications and binders (Ref: WAC284-30-560; 48.18.070)
Binding coverage (Ref: 48.18.220-.240)
Producer responsibilities
Required records and record retention (Ref: RCW 48.17..470)
Place of business (Ref: RCW 48.17.450)
Notify Commissioner of a change in address (Ref: WAC 284.17.005)
Producers' contracts (Ref: 48.17.591)
Property and Casualty Insurance Guaranty Association (Ref: 48.32.010, .020, .030, .060 (1ai), .120)
Overinsurance (Ref: 48.27.010, .020)
Fair access to insurance requirements plan (Ref: WAC284-19-010, 020, 050, 060,070, 080, 100, 110, 120, 130, 165)
General Insurance Concepts (14 items)
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
Property Insurance Basics (22 items)
Insurable Interest
Underwriting (Purpose, Process, Results)
Rate Development
Types
Components
Basis
Types of Hazards
Moral
Morale
Physical
Types of Perils
Named
Open
Types of Loss
Direct
Indirect
Loss Valuation
Actual Cash Value
Replacement Cost
Market Value
Agreed Value
Valued Policy
Functional Replacement Cost
Policy Structure
Declarations
Definitions
Insuring Agreement

Additional/Supplementary Coverage
Conditions
Exclusions
Endorsements
Policy Clauses
Insureds
Policy Period
Policy Territory
Cancellation and Non-Renewal
Deductibles
Other insurance
Nonconcurrency
Primary and Excess
Pro Rata
Contribution by Equal Shares
Coinsurance
Purpose
Definition
Calculation
Penalties
Total versus Partial Loss
Specific, Scheduled, and Blanket Insurance
Vacant versus Unoccupied
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
Third-Party Provisions
Standard Mortgage Clause

Loss Payable Clause
No Benefit to the Bailee
Dwelling Policy Concepts (3 items)
Purpose and Eligibility
Perils Insured Against
Basic
Broad
Special
Property Coverages
Coverage A - Dwelling
Coverage B - Other Structures
Coverage C - Personal Property
Coverage D - Fair Rental Value
Coverage E - Additional Living Expenses
Other Coverages
Dwelling Property Conditions
Dwelling Property Exclusions
Dwelling Property Endorsements
Personal Liability Supplement
Coverage L - Personal Liability
Coverage M - Medical Payments to Others
Homeowners Policy Concepts (11 items)
Definitions
Eligibility and Purpose
Homeowners Policy Coverage Forms
Broad (HO-2)
Special (HO-3)
Contents Broad (HO-4)
Comprehensive (HO-5)
Unit-Owners (HO-6)
Modified Coverages (HO-8)
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
Homeowners Policy Exclusions
Section I-Property covered exclusions
Section II - Liability covered exclusions
Homeowners Policy Conditions
Homeowners Policy Endorsements
Business Pursuits
Earthquake
Home Day Care
Personal Injury
Personal Property Replacement Cost
Watercraft
Ordinance or Law
Scheduled Personal Property / Personal Articles Floater
Commercial Property Policies (9 items)
Commercial Package Policy
Purpose
Definition
Coverages
Coverage extensions
Commercial Policy Components
Declarations
Conditions
Insuring Agreements
Exclusions
Commercial Property Forms
Coverage Forms for Building and Business Personal Property
Builders Risk
Business Income
Extra Expense

Legal Liability
Cause of Loss Forms
Commercial Crime
Commercial Property Endorsements
Ordinance or Law
Peak Season Limit of Insurance
Spoilage
Value Reporting Form
Earthquake
Equipment Breakdown Coverages
Commercial Inland Marine - purpose
Ocean Marine (Distinction Between Inland and Ocean)
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
Coverage H - Bodily Injury and Property Damage Liability
Coverage I - Personal and Advertising Injury Liability
Coverage J - Medical Payments
Businessowners Policy (5 items)
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
Other Types of Property Insurance - Purpose and General Characteristics (3 items)
Mobile Home Policy (Insuring Agreement)
Earthquake Insurance (Insuring Agreement)
Deductible
Flood Insurance
Watercraft