

<b>WASHINGTON PROPERTY AND CASUALTY PRODUCER</b>
<b>150 Items - 195 Minutes</b>
<b>Federal Laws and Regulations (2 items)</b>
Fair Credit Reporting Act
18 United States Code (USC) Sections 1033 and 1034 - Purpose
Flood Insurance Education (National Flood Insurance Program (NFIP))
<b>Washington Laws, Rules, and Regulations (45 items)</b>
<b>Ref: References are from the revised Code of Washington Title 48 (RCW-48) and the Washington Administrative Code (WAC) Title 284.</b>
Washington Laws, Rules, and Regulations Common to Property and Casualty 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; 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)
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)
Washington Laws, Rules, and Regulations Pertinent to Property Insurance Only
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)
Washington Laws, Rules, and Regulations Pertinent to Casualty Insurance Only
Automobile insurance
Total Loss (WAC 284-30-391)
Underinsured/Uninsured Motorists
Bodily injury (Ref: 48.22.030)
Property damage (Ref: 48.22.030)
Stacking (Ref: 48.22.030)
Insurer insolvency (Ref: 48.22.040)
Limits (Ref: 48.22.030)
Liability (Ref: Title 46.04.382; 46.29.260; 46.29.090; 46.30.020)
Renewal, nonrenewal, and cancellation (Ref: 48.18.310)
Cancellation by insured (Ref: 48.18.300)
Unfair practices (Ref: WAC284-30-570)
Assigned Risk Plans (Ref: 48.22.020)
Financial responsibility
Proof of financial responsibility defined (Ref: 46.29.090, .260; 46.30.020)
Persons required to show proof (Ref: 46.29.060)
Methods of satisfying financial responsibility (Ref: 46.30.020)
Personal Injury Protection (PIP) endorsement
Benefits (Ref: WAC 284-30-395; RCW 48.22.085, .005, .020, .090, .095, .100)

**General Insurance Concepts (17 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 and Casualty Insurance Basics (21 items)**

## Insurable Interest

## Damages

Compensatory versus Punitive

General versus Special

## Liability

Absolute

Strict

Vicarious

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
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
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
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
<b>Dwelling Policy Concepts (2 items)</b>
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
<b>Homeowners Policy Concepts (14 items)</b>
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
<b>Personal Automobile Policy (14 items)</b>
Definitions
Personal Injury Protection
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
<b>Commercial Automobile Policy (5 items)</b>
Commercial Automobile Coverage Forms
Covered Automobiles
Hired Automobiles
Non-owned Auto
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
<b>Commercial Property Policies (10 items)</b>
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
<b>Commercial General Liability (10 items)</b>
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
<b>Businessowners Policy (6 items)</b>
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 and Casualty Insurance - Purpose and General Characteristics (4 items)**

## Specialty Liability Insurance

Directors and Officers

Professional/Errors and Omissions

Employment Practices

Employee Benefits

Cyber Liability and Network Protection

## Surety Contracts

Differences between surety and insurance

Obligation of the surety

Parties to the surety bond

Principal

Obligee

Surety

## Personal Umbrella, Commercial Umbrella, and Excess Policies

Underlying Limits

Self-Insured Retention

## Mobile Home Policy (Insuring Agreement)

## Earthquake Insurance (Insuring Agreement)

Deductible

## Flood Insurance

## Watercraft