

**Wisconsin Casualty: General and State**

**Series 22-07**

**100 questions – 2-hour time limit**

**1.0 Insurance Regulation 35% (35 Items)**

**1.1 Licensing**

Purpose (*ch. 628*)

Persons required to be licensed

*Ref: s. 618.41, ch. 628, s. 628.02(1),*

*s. 628.02(3), s. 628.02(4), s. 628.02(4g), s. 628.02(4m), s. 628.02(4p), s. 628.02(5),*

*s. 628.03, s. 628.04, s. 628.49,*

*s. 632.69(1)(b) and (c),*

*s. 632.69(2), s. Ins 6.58, s. Ins 42.01, s. Ins 42.03, s. Ins 47*

License Requirements

*Ref: ch. 26, s. 628.03, s. 628.04, s. 628.04(2), s. 628.34, s. 628.51, 632.69(1)(b) and (c), 632.69(2), s. Ins 6.59, s. Ins 6.59(4)(a),*

*s. Ins 6.59(4)(c)*

Record keeping, maintenance, and duration

Renewal

Continuing education requirements

Reinstatement

Assumed name

Change of address or telephone number

Reporting of actions

*Ref: s. 601.42, s. 628.04, s. 628.08, s. 628.09, s. 628.09(6), s. 628.11, s. Ins 6.57, s. Ins 6.61, s. Ins 6.63(3), s. Ins 28.04(1)(a),*

*s. Ins 28.04(1)(f), s. Ins 28.04(2)(a),*

*s. Ins 28.04(2)(b), s. Ins 28.06(6)*

Disciplinary actions

License termination, suspension, or revocation

Monetary forfeiture (fines)

*Ref: s. 601.31, s. 601.64, s. 628.10(1),*

*s. 628.10(2), s. 628.10(3), s. 628.345(1)(b), s. 628.345(2), s. 628.345(3)(a),*

*s. 628.345(3)(d), s. 628.345(3)(e),*

*s. 628.345(3)(f), s. Ins 6.63*

**1.2 State Regulation**

Commissioner's general duties and powers

Duties

*Ref: s. 601.41, s. 601.42*

Hearings

*Ref: ch. 227, s. 227.12, s. 601.41, s. 601.62, s. 601.64, s. 628.10, s. Ins 6.59*

Penalties

*Ref: s. 601.64, s. 601.65*

Wisconsin Insurance Security Fund

*Ref: ch. 227, s. 227.12, s. 601.41, s. 601.41(4), s. 601.42, s. 601.42(4), s. 601.62, s. 601.62(5), s. 601.64, s. 601.64(2), s. 601.64(3),*

*s. 601.64(3)(d), s. 601.64(4), s. 601.65,*

*s. 628.10, s. 628.10(2)(b), s. Ins 6.59, ch. 646*

Company regulation
Solvency
Responsibilities of the insurer
Rates
Use of Policy forms
Readability
Producer appointments/terminations
Unfair claims, methods, and practices
Notice of right to file complaint
<i>Ref: s. 626.25, s. 628.11, s. 628.40, s. 631.20,</i>
<i>s. 631.20(3), s. 631.22, s. 631.28, s. Ins 6.07, s. Ins 6.11, s. Ins 6.11(3), s. Ins 6.55,</i>
<i>s. Ins 6.55(4)(b), s. Ins 6.57, s. Ins 6.85</i>
Producer regulation
Fiduciary and trust account responsibilities
Place of business/records maintenance
Compensation of agents
<i>Ref: ch. 626 subch. IV</i>
Controlled business
<i>Ref: s. 628.51</i>
Shared commissions
<i>Ref: s. 628.61</i>
Proper exchange of business
<i>Ref: s. 628.32, s. 628.51, s. 628.61, s. Ins 6.66</i>
Marketing practices
Misrepresentation
<i>Ref: s. 628.34 (1)</i>
False advertising
<i>Ref: s. 628.34 (1)</i>
Rebating
<i>Ref: s. 628.34 (2)</i>
Unfair discrimination
<i>Ref: s. 628.34 (3)</i>
Boycott, coercion, or intimidation
<i>Ref: s. 628.34 (4)</i>
Illegal inducement
<i>Ref: ch. 20, s. 628.34(1) – (14),</i>
<i>s. Ins 6.54, s. Ins 6.55,</i>
<i>s. Ins 6.67, s. Ins 6.68</i>
Examination of records
<i>Ref: s. 601.43, s. 601.43(1)(b), s. 601.43(1)(c), s. 601.43(2)(a), s. 601.45, s. 601.49,</i>
<i>s. Ins 16.01, s. Ins 26.10, s. Ins 26.10(3),</i>
<i>s. Ins 28.10, s. Ins 28.10(3)</i>
Retention of Electronic Records
<i>Ref: s. 137.20</i>
General statutes, rules, and regulations affecting insurance contracts
Definitions
Specific knowledge

Misrepresentation/Warranties
<i>Ref: s. 628.34</i>
Knowledge and acts of the agent
<i>Ref: s. 628.40</i>
Certificates of Insurance
<i>Ref: s. 628.34, ch. 631, s. 631.08, s. 631.09,</i>
<i>s. 631.11, s. 631.28, ch. 632</i>
Electronic delivery of notice of documents
<i>Ref: s.610.60</i>
Regulation of specific clauses in insurance contracts
Cancellation
<i>Ref: s. 631.36</i>
Renewal/Nonrenewal
<i>Ref: s. 631.36</i>
Notice of proof of loss
<i>Ref: s.631.81</i>
Payment of claims
<i>Ref: s.102.31, s. 102.31(2)(a),</i>
<i>s. 102.31(2)(b) 1.,</i>
<i>s. 102.315(10)(a)3,</i>
<i>s. 102.315(10)(a)4,</i>
<i>s. 102.315(10)(b)3, s. 628.46, s. 631.36,</i>
<i>s. 631.43, s. 631.48, s. 631.36 (1) and (2)</i>
<i>s. Ins. 21.01, ss. Ins 21.01(4)(a)–(c), s. Ins 21.01(5),</i>
<i>s. Ins 21.01(6), s. Ins 21.01(10),</i>
<i>s. Ins 21.01(11), s. Ins 6.11, s. Ins 6.77</i>
Privacy of Consumer Information
<i>Ref: s. 134.97, s. 610.70, ch.. Ins 25, s.134.98</i>
<b>1.3 Federal Regulation</b>
Fair Credit Reporting Act (15 USC 1681–1681d)
Fraud and false statements (18 USC 1033, 1034)
<b>1.4 Wisconsin statutes, rules, and regulations common to casualty insurance</b>
General rate standards
<i>Ref: s. 625.11, s. 625.13, s. 625.22, s. 626.13,</i>
<i>s. 631.20, s. Ins 3.49(3), s. Ins 4.08,</i>
<i>s. Ins 4.10(7)(g), s. Ins 6.78</i>
Prohibited classification of risks
<i>Ref: s. 628.34, s. Ins 6.54</i>
Surplus lines
Definition
Responsibilities of agents and brokers
<i>Ref: s. 618.39, s. 618.41, s. 618.41(7m),</i>
<i>s. 618.41(8), s. 618.415, s. 618.42, s. 618.43,</i>
<i>s. 628.02, s. 628.02(5), s. 628.04(2), s. Ins</i>
<i>6.17s. Ins 6.18, s. Ins 6.19, s. Ins 6.66</i>
Oral contracts
<i>Ref: s. 631.05</i>

<b>1.5 Wisconsin statutes, rules, and regulations pertinent to casualty insurance</b>
Automobile liability
Financial responsibility defined
Persons required to show proof
Required coverages and prohibited exclusions
Cancellation or nonrenewal
Responsibility for minors operating motor vehicles
Worker's compensation insurance
Purpose
Definitions
Approval of rates and rating plans
The Wisconsin Worker's Compensation Insurance Pool (WWCIP)
<i>Ref: ch. 102, s. 102.04, s. 102.07, s. 102.075, s. 102.076, s. 102.12, s. 102.125, s. 102.28, s. 102.29, s.102.30, s. 102.31, s. 102.315, s. 102.62</i>
<i>ch. 626, s. 626.13, s. 629.09, s. 626.11</i>
<i>ch. 632, s.632.98</i>
<i>s. Ins 6.75 (2) (k), ch. Ins 21, ss. Ins 21.01(7) – (10)</i>
<b>2.0 General Insurance 8% (8 Items)</b>
<b>2.1 Concepts</b>
Risk management key terms
Risk
Exposure
Hazard
Peril
Loss
Methods of handling risk
Avoidance
Retention
Sharing
Reduction
Transfer
Elements of insurable risks
Parties to a contract
Adverse selection
Law of large numbers
Reinsurance
<b>2.2 Insurers</b>
Types of insurers
Stock companies
Mutual companies
Fraternal benefit societies
Reciprocals
Lloyd's associations
Risk retention groups
Private versus government insurers
Admitted versus nonadmitted insurers
Domestic, foreign and alien insurers

Financial status (independent rating services)
Marketing (distribution) systems
<b>2.3 Producers and general rules of the agency</b>
Insurer as principal
Producer/insurer relationship
Authority and powers of producer
Express
Implied
Apparent
The law of agency
Responsibilities to the applicant/insured
<b>2.4 Contracts</b>
Elements of a legal contract
Offer and acceptance
Consideration
Competent parties
Legal purpose
Distinct characteristics of an insurance contract
Contract of adhesion
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
<b>3.0 Casualty Insurance Basics 13% (13 Items)</b>
<b>3.1 Principles and concepts</b>
Insurable interest
Underwriting
Purpose
Process
Results
Function
Loss ratio
Rates
Types
Loss costs
Components
Hazards

Physical
Moral
Morale
Negligence
Torts
Elements of a negligent act
Defenses against negligence
Damages
Compensatory — special versus general
Punitive
Absolute liability
Strict liability
Vicarious liability
<b>3.2 Policy structure</b>
Declarations
Definitions
Insuring agreement or clause
Additional/supplementary coverage
Conditions
Exclusions
Endorsements
<b>3.3 Common policy provisions</b>
Insureds — named, first named and additional
Policy period
Policy territory
Cancellation and nonrenewal
Deductibles/Self-Insured Retention
Other insurance
Nonconcurrency
Primary and excess
Pro Rata
Contribution by Equal Shares
Limits of liability
Per occurrence (accident)
Per person
Aggregate—general versus products—completed operations
Split
Combined single
Policy limits
Named insured provisions
First named insured versus other insureds
Duties after loss
Assignment
Insurer provisions
Liberalization
Subrogation
Duty to defend

Claim settlement options
Arbitration
<b>4.0 Auto Insurance 14% (14 Items)</b>
<b>4.1 Personal auto policy</b>
Definitions
Liability coverage
Bodily injury and property damage
Supplementary payments
Exclusions
Medical payments coverage
Uninsured motorists coverage
Coverage for damage to your auto
Collision
Other than collision
Deductibles
Transportation expenses
Exclusions
Duties after an accident or loss
General provisions
Selected endorsements
Amendment of policy provisions — (PP 01 93)
Towing and labor costs (PP 03 03)
Extended non-owned coverage — vehicles furnished or available for regular use (PP 03 06)
Miscellaneous type vehicle (PP 03 23)
Joint ownership coverage (PP 03 34)
Rental vehicle coverage
Credit information (Insurance score)
<b>4.2 Commercial auto</b>
Commercial auto coverage forms (casualty only)
Business auto
Garage
Business auto physical damage
Truckers
Motor carrier
Coverage form sections
Covered autos
Liability coverage
Garagekeepers coverage
Trailer interchange coverage
Exclusions
Conditions
Definitions
Selected endorsements
Lessor — additional insured and loss payee
Mobile equipment
Auto medical payments coverage

Drive other car coverage
Individual named insured
Property protection coverage
Broad form products
Employees as insureds
Commercial carrier regulations
The Motor Carrier Act of 1980
Endorsement for motor carrier policies of insurance for public liability
<b>4.3 Wisconsin specific auto plan</b>
Wisconsin Automobile Insurance Plan (WAIP)
<i>Ref: s. 343.15, s. 344.01, s. 344.01(2)(d),</i>
<i>s. 344.29, s. 344.30, s. 344.31, s. 344.33,</i>
<i>s. 344.34, s. 344.62, s. 619.01, s. 632.22,</i>
<i>s. 632.26(1), s. 632.32, s. 632.34, s. 632.36,</i>
<i>s. 632.365, s. 632.37, s. 632.38, s. 895.04(4), s. Ins 3.49, s. Ins 6.77</i>
<b>5.0 Commercial Package Policy (CPP) 10% (10 Items)</b>
<b>5.1 Components of a commercial policy</b>
Common policy declarations
Common policy conditions
Interline endorsements
One or more coverage parts
<b>5.2 Commercial general liability</b>
Commercial general liability coverage forms
Bodily injury and property damage liability
Personal and advertising injury liability
Medical payments
Supplementary payments
Who is an insured
Limits of insurance
Conditions
Definitions
Exclusions
Occurrence versus claims-made
Claims-made features
Trigger
Retroactive date
Extended reporting periods — basic versus supplemental
Claim information
Elements of commercial general liability
Commercial general liability exposures
Premises and operations
Products and completed operations
Contractual liability
Insured contract
Pollution liability coverage form
<b>5.3 Commercial crime</b>
General definitions



Insuring agreements
Burglary
Theft
Robbery
Crime coverage forms
Commercial crime coverage forms (discovery/loss sustained)
Government 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
Other crime coverages
Endorsements (Employee dishonesty)
Extortion — commercial entities
Guests' property
<b>5.4 Farm coverage</b>
Farm liability coverage form
Coverage H — Bodily injury and property damage liability
Coverage I — Personal and advertising injury liability
Coverage J — Medical payments
Definitions
Conditions
Exclusions
Limits
Additional coverages
<b>6.0 Businessowners Policy 10% (10 Items)</b>
<b>6.1 Characteristics and purpose</b>
<b>6.2 Businessowners Section II — Liability</b>
Coverages
Exclusions
Who is an insured
Limits of insurance
General conditions
Definitions
<b>6.3 Businessowners Section III — Common Policy Conditions</b>
<b>6.4 Selected endorsement</b>
Hired auto and non-owned auto liability (BP 04 04)
<b>7.0 Worker's Compensation Insurance 5% (5 Items)</b>
<b>7.1 Worker's compensation laws</b>
Type of law
Monopolistic versus competitive
Compulsory versus elective

State Worker's Compensation Law
Exclusive remedy
Employment covered (required, voluntary)
Covered injuries
Occupational disease
Benefits provided
Uninsured Employers Fund
<b>7.2 Worker's compensation and employers liability insurance policy</b>
General section
Part One — Worker's 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
Selected endorsements
Voluntary compensation
Anniversary rating date
Other states
Sole proprietors, partners, officers and others coverage
<b>7.3 Premium computations</b>
Job classification
Rates
Payroll
Adjustment upon audit
Experience modification factor
Premium discounts
<b>7.4 Rating organization</b>
Wisconsin Compensation Rating Bureau (WCRB)
<b>7.5 Termination</b>
Specific requirements
<b>8.0 Other Coverages and Options 5%</b>
<b>8.1 Umbrella/excess liability policies</b>
Personal
Commercial
Underlying limits
Self-insured retention
Defense costs
<b>8.2 Specialty liability insurance</b>
Errors and omissions
Professional liability
Directors and officers liability
Fiduciary liability
Liquor liability
Employment practices liability
Employee benefits
Internet Liability and Network Protection

<b>8.3 Surplus lines</b>
Definitions and markets
Licensing requirements
<b>8.4 Surety bonds</b>
Definition of surety
Differences between surety and insurance
How lossess are paid
Indemnity
Two party agreement
Cancellation
Binders
Obligation of the surety
Parties to the surety bond
Principal
Obligee
Surety
Suretyship
Personal
Corporate
Obligations under a surety bond
Contractual
Statutory
Court order
Power of attorney
Purpose and Type of Surety Bonds
Contract bonds
Commercial
License and permit bonds
Public official
Court
Judicial bonds
Fiduciary bonds
<b>8.5 Other policies</b>
Boatowners