

Wisconsin Personal Lines: General and State Series 22-09 100 questions – 2-hour time limit July 15, 2022	
1.0 Insurance Regulation 35% (35 Items)	
1.1 Licensing	
Purpose (<i>ch. 628</i>)	
Persons required to be licensed	
<i>Ref: s. 618.41, ch. 628, s. 628.02(1),</i>	
<i>s. 628.02(3), s. 628.02(4), s. 628.02(5),</i>	
<i>s. 628.03, s. 628.04, s. 628.49,</i>	
<i>s. 632.69(1)(b) and (c),</i>	
<i>s. 632.69(2), s. Ins 6.58, s. Ins 42.01, s. Ins 42.03, s. Ins 47</i>	
License Requirements	
<i>Ref: ch. 26, s. 628.03, s. 628.04, s. 628.04(2), s. 628.34, s. 628.51, 632.69(1)(b) and</i>	
<i>(c), 632.69 (2), s. Ins 6.59, s. Ins 6.59(4)(a),</i>	
<i>s. Ins 6.59(4)(c)</i>	
Record keeping, maintenance, and duration	
Renewal	
Continuing education requirements	
Reinstatement	
Assumed name	
Change of address or telephone number	
Reporting of actions	
<i>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</i>	
<i>6.61, s. Ins 6.63(3), s. Ins 28.04(1)(a),</i>	
<i>s. Ins 28.04(1)(f), s. Ins 28.04(2)(a),</i>	
<i>s. Ins 28.04(2)(b), s. Ins 28.06(6)</i>	
Disciplinary actions	
License termination, suspension, or revocation	
Monetary forfeiture (fines)	
<i>Ref: s. 601.31, s. 601.64, s. 628.10(1),</i>	
<i>s. 628.10(2), s. 628.10(3), s. 628.345(1)(b), s. 628.345(2), s. 628.345(3)(a),</i>	
<i>s. 628.345(3)(d), s. 628.345(3)(e),</i>	
<i>s. 628.345(3)(f), s. Ins 6.63</i>	
1.2 State Regulation	
Commissioner's general duties and powers	
Duties	
Hearings	
Penalties	
Wisconsin Insurance Security Fund	
<i>Ref: ch. 227, s. 227.12, s. 601.41, s. 601.41(4), s. 601.42, s. 601.42(4), s. 601.62, s.</i>	
<i>601.62(5), s. 601.64, s. 601.64(2), s. 601.64(3),</i>	
<i>s. 601.64(3)(d), s. 601.64(4), s. 601.65,</i>	
<i>s. 628.10, s. 628.10(2)(b), s. Ins 6.59, ch. 646</i>	
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. 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
Controlled business
Shared commissions
Proper exchange of business
<i>Ref: s. 628.32, s. 628.51, s. 628.61, s. Ins 6.66</i>
Marketing practices
Misrepresentation
False advertising
Rebating
Unfair discrimination
Boycott, coercion, or intimidation
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
Knowledge and acts of the agent
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
Renewal/Nonrenewal
Notice of proof of loss
Payment of claims
<i>Ref: s. 102.31(2)(a),</i>
<i>s. 102.31(2)(b) 1.,</i>
<i>s. 102.315(10)(a)4,</i>
<i>s. 102.315(10)(a)3,</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(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, s. Ins 25</i>
1.3 Federal Regulation
Fair Credit Reporting Act (15 USC 1681–1681d)
Fraud and false statements (18 USC 1033, 1034)
1.4 Wisconsin statutes, rules, and regulations common to property insurance
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>
1.5 Wisconsin statutes, rules, and regulations pertinent to property insurance
Application of the standard fire policy in Wisconsin
Modifications or additions
Required provisions
Limitations on using or disclosing information regarding domestic abuse
<i>Ref: s. 628.34, s. 631.95(2)(f),</i>
<i>s. 632.05, s. 632.07, s. 632.08, s. Ins 4.01, s. Ins 6.76</i>
Wisconsin Insurance Plan (WIP)
<i>Ref: s. 610.01, ch. 619, s. Ins 4.10</i>
Lender Requirements
<i>Ref: s. 632.07</i>
1.6. Wisconsin statutes, rules, and regulations pertinent to casualty insurance
Automobile liability

Financial responsibility defined
Persons required to show proof
Required coverages and prohibited exclusions
Cancellation or nonrenewal
Responsibility for minors operating motor vehicles
The Wisconsin Auto 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. 344.34,</i>
<i>s. 344.62, s. 619.01, s. 632.26(1)</i>
<i>s. 632.32, s. 632.34, s. 632.36, s. 632.365,</i>
<i>s. 632.37, s. 632.38, s. 895.04(4), s. Ins 3.49, s. Ins 6.77(6)</i>
2.0 General Insurance 5% (5 Items)
2.1 Concepts
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
2.2 Insurers
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
2.3 Producers and general rules of the agency
Insurer as principal
Producer/insurer relationship
Authority and powers of producer

Express
Implied
Apparent
The law of agency
Responsibilities to the applicant/insured
2.4 Contracts
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
3.0 Property Insurance Basics 20% (20 Items)
3.1 Principles and concepts
Insurable interest
Underwriting
Purpose
Process
Results
Function
Loss ratio
Rates
Types
Loss costs
Components
Hazards
Physical
Moral
Morale
Negligence
Tort
Elements of a negligent act

Defenses against negligence
Accident versus occurrence
Damages
Compensatory — special versus general
Punitive
Absolute liability
Strict liability
Vicarious liability
Causes of loss (perils)
Named perils versus special (open) perils
Direct loss
Consequential or indirect loss
Blanket versus specific insurance
Basic types of construction
Loss valuation
Actual cash value
Replacement cost
Functional replacement cost
Market value
Agreed value
Stated amount
Valued policy
3.2 Policy structure
Declarations
Definitions
Insuring agreement or clause
Additional/supplementary coverage
Conditions
Exclusions
Endorsements
3.3 Common policy provisions
Insureds — named, first named and additional
Policy period
Policy territory
Cancellation and nonrenewal
Deductibles
Other insurance
Nonconcurrency
Primary and excess
Pro Rata
Contribution by Equal Shares
Limits of liability
Per occurrence (accident)
Per person
Aggregate
Split
Combined single

Policy limits
Restoration/nonreduction of limits
Coinurance
Purpose
Definition
Calculation
Penalties
Total versus partial loss
Specific, scheduled, and blanket insurance
Vacancy or unoccupancy
Named insured provisions
First named insured versus other insureds
Duties after loss
Assignment
Waiver of rights
Abandonment
Insurer provisions
Liberalization
Subrogation
Salvage
Claim settlement options
Duty to defend
Third-party provisions
Standard mortgage clause
Loss payable clause
No benefit to the Bailee
4.0 Dwelling Policy 10% (10 Items)
4.1 Characteristics and purpose
4.2 Coverage forms — Perils insured against
Basic
Broad
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4.3 Property coverages
Coverage A — Dwelling
Coverage B — Other structures
Coverage C — Personal property
Coverage D — Fair rental value
Coverage E — Additional living expense
Other coverages
4.4 General exclusions
4.5 Conditions
4.6 Selected endorsements
Special provisions (DP 01 43)
Automatic increase in insurance (DP 04 11)
Broad theft coverage (DP 04 72)
Dwelling under construction (DP 11 43)
4.7 Personal liability supplement

5.0 Homeowners Policy 10% (10 Items)
Characteristics
Eligibility
Purpose
5.1 Coverage forms
Broad (HO-2)
Special (HO-3)
Contents Broad (HO-4)
Unit-Owners (HO-6)
Modified Coverages (HO-8)
5.2 Definitions
5.3 Section I — Property coverages
Coverage A — Dwelling
Coverage B — Other structures
Coverage C — Personal property
Coverage D — Loss of use
Additional coverages
5.4 Section II - Liability Coverages
Coverage E — Personal liability
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Additional coverages
5.5 Perils insured against
5.6 Exclusions
Section I - Property covered exclusions
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5.7 Conditions
5.8 Selected endorsements
Special provision (HO 01 43)
Limited fungi, wet or dry rot, or bacteria coverage (HO 04 26, HO 04 27)
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Scheduled personal property (HO 04 61)
Personal property replacement cost (HO 04 90)
Home day care (HO 04 97)
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Personal injury (HO 24 82)
Business pursuits
Watercraft
6.0 Auto Insurance 10% (10 Items)
6.1 Personal auto policy
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)
7.0 Other Coverages and Options 10% (10 Items)
7.1 Personal Umbrella policy (DL 98 01)
7.2 National Flood Insurance Program
Write your own versus government
Eligibility
Coverage
Limits
Deductibles
7.3 Other policies
Boatowners
Mobile and/or Manufactured Homes policy (Insuring Agreement)
Earthquake insurance
Deductible