New Hampshire Producer's Property & Casualty Insurance
Series 12-64
150 Items - 2.5 Hours

Insurance Regulation 13%

- Licensing
  - Process (402-J:5, 6)
  - Types of Licensees
    - Producer (402-J:2, 14)
    - Producer with appointment (402-J:14)
    - Business entity (402-J:6)
    - Financial institutions (406-C:1–19)
    - Resident versus nonresident (402-J:8, 16)
    - Temporary (402-J:11)
  - Maintenance and Duration
    - Renewal (402-J:7(II–IV))
    - Change of address (402-J:7(VI))
    - Reporting of actions (402-J:17)
    - Assumed names (402-J:10)
    - Continuing education requirements (Reg 1302.03, 1302.04, 1304.03)
  - Disciplinary Actions
    - Cease and desist order (417:12)
    - Denial, suspension or revocation (402:49; 402-J:12)
    - Penalties and fines (400-A:15(III); 402:42, 48; 402-J:12(IV); 417:10, 13)
- State regulation
  - Commissioner's general duties and powers (400-A:3, 15; 417:5, 14)
    - Investigations enforcement (400-A:16)
  - Company regulation
    - Producer appointment (402-J:14)
    - Termination of appointment (402-J:15)
  - Producer regulation
    - Acting without a license (402-J:3, 13)
    - Commissions (402-J:13)
    - Conversion of funds by producer (402:53)
    - Referrals (402:16-B)
    - Controlled business (402:74)
    - Fiduciary requirements (Reg 4301.01–4301.09)
    - License to transact business (402:12)
    - Unfair claim settlement practices (417:4(XV); Reg 1001.01–.11, Reg 1002.01–.20)
  - Unfair insurance trade practices
    - Misrepresentation (402:46; 417:4(I, II))
    - Twisting (402:47; 417:4(I))
    - False information and advertising (417:4(III))
    - Defamation (417:4(IV))
    - Boycott, coercion and intimidation (417:4(V))

- Illegal inducement (417:4(VII))
- Unfair discrimination (417:4(VIII))
- Rebating (402:39–41; 417:4(IX))
- Examination of books and records (400-A:37)
- Insurance fraud regulation (400-A:36-b(II); 417:23; RL 638:20)
- Consumer privacy regulation (Reg 3001–3006)
- New Hampshire Auto Laws
  - Collision Deductible Waiver (Reg 1002.19, 412:8(III))

Federal Laws and Regulations 2%

- Fair Credit Reporting Act
- 18 United States Code (USC) Sections 1033 and 1034 - Purpose
- Flood Insurance Education (National Flood Insurance Program (NFIP))

General Insurance Concepts 14%

- 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 17%

- 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

Dwelling Policy Concepts 3%

- 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 10%

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

Personal Automobile Policy 11%

Definitions

- Personal Injury Protection Definitions
- 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

Commercial Automobile Policy 3%

- Commercial Automobile Coverage Forms
- Covered Automobiles
  - Hired Automobiles
  - Non-owned Automobiles
- 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

Commercial Property Policies 9%

- 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

Commercial General Liability 9%

- 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

Businessowners Policy 4%

- 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 3%

- Specialty Liability Insurance
  - Directors and Officers
  - Professional and 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

Workers' Compensation Laws 2%

Workers' Compensation Coverages and Benefits

Rating and Job Classification

Workers' Compensation Definitions

Occupational Accident versus Occupational Disease and Illness

Levels of Disability

Federal Laws