

**LIFE – GENERAL KNOWLEDGE  
CONTENT OUTLINE**

**Product Knowledge, Terms, and Concepts**

(50 scoreable questions plus 10 pretest questions)

**I. TYPES OF POLICIES ..... 12**

**A. Traditional whole life products**

1. Ordinary whole life
2. Limited-pay and single-premium life

**B. Interest/market-sensitive/adjustable life products**

1. Universal life
2. Variable whole life
3. Variable universal life
4. Interest-sensitive whole life
5. Indexed life

**C. Term life**

1. Types
  - a. Level
  - b. Decreasing
  - c. Return of premium
  - d. Annually renewable
2. Special features
  - a. Renewable
  - b. Convertible

**D. Annuities**

1. Single and flexible premium
2. Immediate and deferred
3. Fixed and variable
4. Indexed

**E. Combination plans and variations**

1. Joint life
2. Survivorship life (second to die)

**II. POLICY RIDERS, PROVISIONS, OPTIONS, AND EXCLUSIONS ..... 18**

**A. Policy riders**

1. Waiver of premium and waiver of monthly deduction
2. Guaranteed insurability
3. Payor benefit
4. Accidental death and/or accidental death and dismemberment
5. Term riders
6. Other insureds
7. Long term care
8. Return of premium

**B. Policy provisions and options**

1. Entire contract
2. Insuring clause
3. Free look
4. Consideration
5. Owner's rights
6. Beneficiary designations

- a. Primary and contingent
- b. Revocable and irrevocable
- c. Common disaster
- d. Minor beneficiaries

**7. Premium Payment**

- a. Modes
- b. Grace period
- c. Automatic premium loan
- d. Level or flexible

**8. Reinstatement**

**9. Policy loans, withdrawals, partial surrenders**

**10. Non-forfeiture options**

**11. Dividends and dividend options (eg. participating, non-participating)**

**12. Incontestability**

**13. Assignments**

**14. Suicide**

**15. Misstatement of age and gender**

**16. Settlement options**

**17. Accelerated death benefits**

**C. Policy exclusions**

**III. COMPLETING THE APPLICATION, UNDERWRITING, AND DELIVERING THE POLICES..... 12**

**A. Completing the application**

1. Required signatures
2. Changes in the application
3. Consequences of incomplete applications
4. Warranties and representations
5. Collecting the initial premium and issuing the receipt
6. Replacement
7. Disclosures at point of sale (e.g., HIPAA, HIV consent)
8. USA PATRIOT Act/anti-money laundering

**B. Underwriting \**

1. Insurable interest
2. Medical information and consumer reports
3. Fair Credit Reporting Act
4. Risk classification
5. Stranger/Investor-owned life insurance (STOLI/IOLI)

**C. Delivering the policy**

1. When coverage begins
2. Explaining the policy and its provisions, riders, exclusions, and ratings to the client

**D. Contract law**

1. Elements of a contract
2. Unique aspects of the insurance contract
  - a. Conditional
  - b. Unilateral
  - c. Adhesion
  - d. Aleatory

**IV. TAXES, RETIREMENT, AND OTHER INSURANCE CONCEPTS ..... 8**

**A. Third-party ownership**

**B. Viatical Settlements**

**C. Life Settlements**

**D. Group life insurance**

- 1. Conversion privilege
- 2. Contributory vs. noncontributory

**E. Retirement plans**

- 1. Qualified plans
- 2. Nonqualified plans

**F. Life insurance needs analysis/suitability**

- 1. Personal insurance needs
- 2. Business insurance needs
  - a. Key person
  - b. Buy sell

**G. Social Security benefits**

**H. Tax treatment of insurance premiums, proceeds, and dividends**

- 1. Individual life
- 2. Group life
- 3. Modified Endowment Contracts (MECs)

*Ref: 10-3-1104(1)(a); 10-1-128*

3. Unfair discrimination

*Ref: 10-3-1104(1)(f); 10-3-1104.5*

4. Controlled business

*Ref: 10-2-401(4)*

5. Defamation

*Ref: 10-1-116; 10-3-1104(1)(c)*

6. Rebates

*Ref: 10-3-1104(1)(g)*

7. Unfair claims practices

*Ref: 10-3-1104(1)(h); Reg. 5-1-14 (P&C only)*

8. Colorado Fraud Statute

*Ref: 10-1-128; 10-1-129*

**II. COLORADO STATUTES, RULES, AND REGULATIONS PERTINENT TO LIFE INSURANCE ONLY..... 10**

**A. Policy replacement**

1. Replacement forms

*Ref: Reg. 4-1-4*

2. Record keeping of replacements

*Ref: Reg. 4-1-4*

**B. Group Life**

*Ref: 10-7-106; 10-7-201 through 207*

**C. Suicide**

*Ref: 10-7-109*

**D. Free Look period/Disclosure**

*Ref: 10-7-302; Reg. 4-1-4*

**E. Interest on Proceeds**

*Ref: 10-7-112*

**F. Sales and Marketing of Life and Annuities**

*Ref: 10-7-103 Reg. 1-2-18; 4-1-1; 4-1-2; 4-1-3; 4-1-8; 4-1-11; 4-1-12*

1. Unfair trade practices

2. Suitability requirements

3. Disclosures

4. Advertising

**G. Insurable Interest**

*Ref: 10-7-701 through 710*

**H. Lapse Notice Requirement**

*Ref: 10-7-105.5*

**LIFE  
COLORADO SPECIFIC  
CONTENT OUTLINE  
State Statutes, Rules and Regulations**

*(30 scoreable questions plus 5 pretest questions)*

**I. COLORADO STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, SICKNESS AND ACCIDENT, PROPERTY (FIRE), AND CASUALTY INSURANCE.... 20**

**A. Insurance Commissioner**

1. Power and duties

*Ref: 10-1-104; 10-1-105; 10-1-108; 10-1-109; 10-1-201 through 204; 10-3-105; 10-3-208; 10-3-1106*

2. Hearings and penalties

*Ref: 10-2-801; 10-2-804; 10-3-1104; 10-3-1107 through 1109; 10-3-1111*

3. License suspension and revocation

*Ref: 10-2-401; 10-2-801 through 804; 10-3-904.6; 10-3-904.7; 10-3-1108*

4. Records and requests for information

*Ref: 1-1-7; 1-1-8*

**B. Licensing and producers' legal responsibility**

1. Persons required to be licensed

*Ref: 10-2-103(6); 10-2-105; 10-2-201; 10-2-401; 10-2-404; 10-2-407; 10-2-408; 10-2-412; 10-2-416; 10-2-701; 10-2-702; 10-2-801; Reg. 1-2-10*

2. Payment and acceptance of commissions/fees

*Ref: 10-2-401; 10-2-702; Reg. 1-2-9*

3. Fiduciary/commingling

*Ref: 10-2-704; Reg. 1-2-1*

4. Prelicensing and continuing education

*Ref: 10-2-301; Reg. 1-2-4; 1-2-5*

5. Unauthorized entities

*Ref: 10-3-903 through 10-3-904.5, 10-3-906, 10-3-908*

**C. Unfair competition and deceptive practices**

1. Coercion

*Ref: 10-3-1104(1)(d); 10-3-1105*

2. Misrepresentation

<b>ACCIDENT &amp; HEALTH – GENERAL KNOWLEDGE CONTENT OUTLINE</b>
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**Product Knowledge, Terms, and Concepts**

*(50 scoreable questions plus 10 pretest questions)*

**I. TYPES OF POLICIES..... 14**

**A. Disability income**

- 1. Individual disability income policy
- 2. Business overhead expense policy
- 3. Business disability buyout policy
- 4. Group disability income policy
- 5. Key employee policy

**B. Accidental death and dismemberment**

**C. Medical expense insurance**

- 1. Basic hospital, medical, and surgical policies
- 2. Major medical policies

3. Health Maintenance Organizations (HMOs)	
4. Preferred Provider Organizations (PPOs)	
5. Point of Service (POS) plans	
6. Flexible Spending Accounts (FSAs)	
7. High Deductible Health Plans (HDHPs) and related Health Savings Accounts (HSAs)	
<b>D. Medicare supplement policies</b>	
<b>E. Group insurance</b>	
1. Differences between individual and group contracts	
2. General characteristics	
3. COBRA	
<b>F. Individual/Group Long Term Care (LTC)</b>	
<b>G. Other policies</b>	
1. Dental	
2. Vision	
3. Cancer	
4. Critical illness or specified disease	
5. Worksite (employer-sponsored)	
6. Hospital indemnity	
7. Short-term medical	
8. Accident	
<b>II. POLICY PROVISIONS, CLAUSES, AND RIDERS..... 20</b>	
<b>A. Mandatory and optional provisions</b>	
1. Entire contract	
2. Time limit on certain defenses (incontestable)	
3. Grace period	
4. Reinstatement	
5. Notice of claim	
6. Claim forms	
7. Proof of loss	
8. Time of payment of claims	
9. Payment of claims	
10. Physical examination and autopsy	
11. Legal actions	
12. Change of beneficiary	
13. Misstatement of age or sex	
14. Change of occupation	
15. Illegal occupation	
16. Relation of earning to insurance	
<b>B. Other provisions and clauses</b>	
1. Insuring clause	
2. Free look	
3. Consideration clause	
4. Probationary period	
5. Elimination period	
6. Waiver of premium	
7. Exclusions and limitations	
8. Preexisting conditions	
9. Coinsurance	
10. Deductibles	
11. Eligible expenses	
12. Copayments	
13. Pre-authorizations and prior approval requirements	
14. Usual, reasonable, and customary (URC) charges	
15. Lifetime, annual, or per cause maximum benefit limits	
<b>C. Riders</b>	

1. Impairment/exclusions	
2. Guaranteed insurability	
<b>D. Rights of renewability</b>	
1. Noncancelable	
2. Cancelable	
3. Guaranteed renewable	
<b>III. SOCIAL INSURANCE ..... 3</b>	
<b>A. Medicare (Parts A, B, C, D)</b>	
<b>B. Medicaid</b>	
<b>C. Social Security benefits</b>	
<b>IV. OTHER INSURANCE CONCEPTS..... 4</b>	
<b>A. Total, partial, recurrent and residual disability</b>	
<b>B. Owner's rights</b>	
<b>C. Dependent children benefits</b>	
<b>D. Primary and contingent beneficiaries</b>	
<b>E. Modes of premium payments</b>	
<b>F. Nonduplication and coordination of benefits (e.g., primary vs. excess)</b>	
<b>G. Occupational vs. non-occupational</b>	
<b>H. Tax treatment of premiums and proceeds of insurance contracts (e.g., disability income and medical expenses, etc.)</b>	
<b>I. Managed care</b>	
<b>J. Workers Compensation</b>	
<b>K. Subrogation</b>	
<b>V. FIELD UNDERWRITING PROCEDURES..... 9</b>	
<b>A. Completing the application</b>	
<b>B. Explaining sources of insurability and HIPAA privacy information (e.g., MIB Report, Fair Credit Reporting Act, etc.)</b>	
<b>C. Initial premium payment and receipt and consequences of the receipt (e.g., medical examination, etc.)</b>	
<b>D. Submitting application (and initial premium if collected) to company for underwriting</b>	
<b>E. Policy delivery</b>	
<b>F. Explaining policy and its provisions, riders, exclusions, and ratings to clients</b>	
<b>G. Replacement</b>	
<b>H. Contract law</b>	
1. Elements of a contract	
2. Insurable interest	
3. Warranties and representations	
4. Unique aspects of the insurance contract	
a. Conditional	
b. Unilateral	
c. Adhesion	
d. Aleatory	

**ACCIDENT & HEALTH  
COLORADO SPECIFIC  
CONTENT OUTLINE**

**State Statutes, Rules and Regulations**

*(30 scoreable questions plus 6 pretest questions)*

**I. COLORADO STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, SICKNESS AND ACCIDENT, PROPERTY (FIRE), AND CASUALTY INSURANCE .... 19**

**A. Insurance Commissioner**

1. Power and duties  
*Ref: 10-1-104; 10-1-108; 10-1-109; 10-1-201 through 204; 10-3-105; 10-3-208; 10-3-1106*
2. Hearings and penalties  
*Ref: 10-2-801; 10-2-804; 10-3-1104; 10-3-1107; 10-3-1111; 10-3-1108; 10-3-1109*
3. License suspension and revocation  
*Ref: 10-2-801; 10-2-803; 10-3-1108*
4. Records and requests for information  
*Ref: 1-1-7; 1-1-8*

**B. Licensing and producers' legal responsibility**

1. Persons required to be licensed  
*Ref: 10-2-103(6); 10-2-105; 10-2-201; 10-2-401; 10-2-404; 10-2-407; 10-2-408; 10-2-412 10-2-416; 10-2-701; Reg. 1-2-10*
2. Payment and acceptance of commissions/fees  
*Ref: 10-2-401; 10-2-702; Reg. 1-2-9*
3. Fiduciary/commingling  
*Ref: 10-2-704; Reg. 1-2-1*
4. Prelicensing and continuing education  
*Ref: 10-2-301; Reg. 1-2-4; 1-2-5*
5. Unauthorized entities  
*Ref: 10-3-903 through 904.5; 10-3-906; 10-3-908*

**C. Unfair competition and deceptive practices**

1. Coercion  
*Ref: 10-3-1104(1)(d); 10-3-1105*
2. Misrepresentation  
*Ref: 10-3-1104(1)(a); 10-1-128*
3. Unfair discrimination  
*Ref: 10-3-1104(1)(f); 10-3-1104.5*
4. Controlled business  
*Ref: 10-2-401(4)*
5. Defamation  
*Ref: 10-1-116; 10-3-1104(1)(c)*
6. Rebates  
*Ref: 10-3-1104(1)(g)*
7. Unfair claims practices  
*Ref: 10-3-1104(1)(h); 10-16-214 Reg. 5-1-14 (P&C only)*
8. Colorado Fraud Statute  
*Ref: 10-1-128; 10-1-129; Reg. 6-5-1*

**II. COLORADO STATUTES, RULES, AND REGULATIONS PERTINENT TO SICKNESS AND ACCIDENT INSURANCE ONLY ..... 11**

**A. Common requirements for Sickness and Accident**

1. Maternity/newborn coverage  
*Ref: 10-16-104(1); 10-16-104(3)*
2. Complications of pregnancy  
*Ref: 10-16-104(2)*
3. Mammography/prostate screenings  
*Ref: 10-16-104(10); 10-16-104(18)*
4. Diabetes

- Ref: 10-16-104(13)*
5. Hospice/home health care  
*Ref: 10-16-104(8); Reg. 4-2-8*
6. Guaranteed renewability  
*Ref: 10-16-105.1*
7. Prompt pay  
*Ref: 10-16-106.5; Reg. 4-2-24*
8. Utilization review  
*Ref: 10-16-113, 10-16-113.5; Reg. 4-2-17; 4-2-21; 4-4-5*
9. Mandated benefits  
*Ref: 10-16-104; 4-2-28; 4-2-30*
11. Essential Health Benefits  
*Ref: 10-16-102(22); 10-16-103.4; Reg. 4-2-42*

**B. Individual coverage**

1. Required provisions  
*Ref: 10-16-202*
2. Replacement  
*Ref: 10-16-202; Reg. 4-2-1*
3. Grace Period  
*Ref: 10-16-140; Reg. 4-2-48*
4. Termination  
*Ref: 10-16-222, 10-16-325, 10-16-429*
5. Enrollment periods  
*Ref: 10-16-105.7; Reg. 4-2-43*

**C. Group coverage**

1. Continuation  
*Ref: 10-16-108(1)*
2. Maternity  
*Ref: 10-16-104(3)*
3. Mental health  
*Ref: 10-16-104 (5.5); Reg. 4-2-64*
4. Leasing companies  
*Ref: 10-16-105.6; 10-16-214(5); Reg. 4-6-10*

**D. Small group coverage**

1. Definitions  
*Ref: 10-16-102(18); 10-16-102(61-63); 10-16-105.2; Reg. 4-6-8*
  - a. small employer
  - b. eligible employee
2. Guaranteed issue/open enrollment/ special enrollment  
*Ref: 10-16-105, 10-16-105.7; Reg. 4-2-43*
3. Rating factors  
*Ref: 10-16-102(9); 10-16-105.6*
4. Participation requirements  
*Ref: 10-16-102(61); 10-16-105(3); Reg. 4-6-8*

**E. Fair marketing standards**

- Ref: 10-16-108.5; Reg. 4-2-20*

**F. Specified products**

1. Medicare Supplement  
*Ref: 10-18-101(4); 10-18-103; 10-18-106(1); 10-18-106(2); 10-18-107; 10-18-108; 10-18-109; Reg. 4-3-1; 4-3-2*
2. Long Term Care  
*Ref: 10-19-101 through 115; Reg. 4-4-1; 4-4-4; 4-4-5*
3. Benefit plan description  
*Ref: 10-16-108.5(11); Reg. 4-2-20*

**G. Commission Disclosure**

*Ref: 10-16-133; Reg. 1-2-17*

**H. Sales and Marketing of Health Insurance**

*Ref: 10-16-105.2; Reg.4-2-1; 4-2-3; 4-3-1; 4-3-2; 4-4-1; 4-6-8*

**PROPERTY – GENERAL KNOWLEDGE  
CONTENT OUTLINE**

**Product Knowledge, Terms, and Concepts**

*(50 scoreable questions plus 10 pretest questions)*

**I. TYPES OF POLICIES ..... 25**

**A. Homeowners**

- 1. HO-2
- 2. HO-3
- 3. HO-4
- 4. HO-5
- 5. HO-6
- 6. HO-8

**B. Dwelling policies**

- 1. DP-1
- 2. DP-2
- 3. DP-3

**C. Commercial lines**

- 1. Commercial Package Policy (CPP)
- 2. Commercial property
  - a. Commercial building and business personal property form
  - b. Causes of loss forms
  - c. Business income
  - d. Extra expense
  - e. Equipment breakdown
- 3. Business Owners Policy (BOP)
- 4. Builders Risk

**D. Inland marine**

- 1. Personal Articles floaters
- 2. Commercial Property floaters

**E. National Flood Insurance Program**

**F. Others**

- 1. Earthquake
- 2. Mobile Homes
- 3. Watercraft
- 4. Farm Owners
- 5. Windstorm

**II. INSURANCE TERMS AND RELATED CONCEPTS ..... 14**

**A. Insurance**

- 1. Law of Large Numbers

**B. Insurable interest**

**C. Risk**

- 1. Pure vs. Speculative Risk

**D. Hazard**

- 1. Moral
- 2. Morale
- 3. Physical

**E. Peril**

**F. Loss**

- 1. Direct

- 2. Indirect

**G. Loss Valuation**

- 1. Actual cash value
- 2. Replacement cost
- 3. Market value
- 4. Stated/agreed value
- 5. Salvage value

**H. Proximate cause**

**I. Deductible**

**J. Indemnity**

**K. Limits of liability**

**L. Coinsurance/Insurance to value**

**M. Occurrence**

**N. Cancellation**

**O. Nonrenewal**

**P. Vacancy and unoccupancy**

**Q. Liability**

- 1. Absolute
- 2. Strict
- 3. Vicarious

**R. Negligence**

**S. Binder**

**T. Endorsements**

**U. Blanket vs. Specific**

**III. POLICY PROVISIONS AND CONTRACT LAW ..... 11**

**A. Declarations**

**B. Insuring agreement**

**C. Conditions**

**D. Exclusions**

**E. Definition of the insured**

**F. Duties of the insured**

**G. Obligations of the insurance company**

**H. Mortgagee rights**

**I. Proof of loss**

**J. Notice of claim**

**K. Appraisal**

**L. Other Insurance Provision**

**M. Subrogation**

**N. Elements of a contract**

**O. Warranties, representations, and concealment**

**P. Sources of underwriting information**

**Q. Fair Credit Reporting Act**

**R. Privacy Protection (Gramm Leach Bliley)**

**S. Policy Application**

**T. Terrorism Risk Insurance Act (TRIA)**

**PROPERTY-COLORADO SPECIFIC  
CONTENT OUTLINE**

**State Statutes, Rules and Regulations**

*(25 scoreable questions plus 5 pretest questions)*

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COMMON TO LIFE, SICKNESS AND ACCIDENT,  
PROPERTY (FIRE), AND CASUALTY INSURANCE ... 19**

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  2. Hearings and penalties  
*Ref: 10-2-801; 10-2-804; 10-3-1104; 10-3-1107; 10-3-1108; 10-3-1109; 10-3-1111*
  3. License suspension and revocation  
*Ref: 10-2-108; 10-2-801; 10-2-803*
  4. Records and requests for information  
*Ref: 1-1-7; 1-1-8*
- B. Licensing and producers' legal responsibility**
1. Persons required to be licensed  
*Ref: 10-2-103(6); 10-2-105; 10-2-201; 10-2-401; 10-2-404; 10-2-407; 10-2-408; 10-2-412 10-2-416; 10-2-502; 10-2-701; Reg. 1-2-10*
  2. Surplus Lines  
*Ref: 10-2-408; 10-5-103; 10-5-111; Reg. 2-4-1*
  3. Payment and acceptance of commissions/fees  
*Ref: 10-2-702; Reg. 1-2-9*
  4. Fiduciary/commingling  
*Ref: 10-2-704; Reg. 1-2-1*
  5. Prelicensing and continuing education  
*Ref: 10-2-301; Reg. 1-2-4; 1-2-5*
  6. Unauthorized entities  
*Ref: 10-3-903 through 10-3-904.5; 10-3-906; 10-3-908*
- C. Unfair competition and deceptive practices**
1. Coercion  
*Ref: 10-3-1104(1)(d); 10-3-1105*
  2. Misrepresentation  
*Ref: 10-3-1104(1)(a); 10-1-128*
  3. Unfair discrimination  
*Ref: 10-3-1104(1)(f); 10-3-1104.5*
  4. Controlled business  
*Ref: 10-2-401(4)*
  5. Defamation  
*Ref: 10-1-116; 10-3-1104(1)(c)*
  6. Rebates  
*Ref: 10-3-1104(1)(g)*
  7. Unfair claims practices  
*Ref: 10-3-1104(1)(h); Reg. 5-1-14*
  8. Colorado Fraud Statute  
*Ref: 10-1-128; Reg. 6-5-1*

**II. COLORADO STATUTES, RULES, AND REGULATIONS COMMON TO PROPERTY AND CASUALTY INSURANCE ONLY ..... 4**

- A. Rate regulations**  
*Ref: 10-4-401; 10-4-403; 10-4-416*
1. Prohibited changes in rates or coverages
- B. Summary disclosure form**  
*Ref: 10-4-111; 10-4-636; Reg. 5-2-16*
- C. Commercial policy requirements**  
*Ref: 10-4-109.5; 10-4-109.7; 10-4-110; 10-4-110.5; 10-4-1401 through 10-4-1404; Reg. 5-1-13*
- D. Use of Credit Information**  
*Ref: 10-4-116*

**III. COLORADO STATUTES, RULES, AND REGULATIONS PERTINENT TO PROPERTY INSURANCE ONLY ..... 2**

- A. Fraudulent Claims and Arson Information Reporting Act**  
*Ref: 10-4-1001 through 1008; 10-1-127; Reg. 6-5-1*
- B. Insurance and loans secured by real property**  
*Ref: 10-4-114*
- C. Homeowners Cancellation and Nonrenewal**  
*Ref: 10-4-110.7*
- D. Availability of Fire Insurance**  
*Ref: 10-4-110.9; Reg. 5-1-17*

**CASUALTY – GENERAL KNOWLEDGE CONTENT OUTLINE**  
**Product Knowledge, Terms, and Concepts**

*(50 scoreable questions plus 10 pretest questions)*

**I. TYPES OF POLICIES, BONDS, AND RELATED TERMS ..... 25**

- A. Commercial general liability**
1. Exposures
    - a. Premises and Operations
    - b. Products and Completed Operations
  2. Coverage
    - a. Coverage A: Bodily Injury and Property Damage Liability
      - (1) Occurrence
      - (2) Claims made
        - (a) Retroactive Date
    - b. Coverage B: Personal Injury and Advertising Injury
    - c. Coverage C: Medical Payments
    - d. Supplemental Payments
    - e. Who is an insured
    - f. Limits
      - (1) Per occurrence
      - (2) Annual Aggregate
    - g. Damage to Property of Others
- B. Automobile: personal auto and business auto**
1. Liability
    - a. Bodily Injury
    - b. Property Damage
    - c. Split Limits
    - d. Combined Single Limit
  2. Medical Payments
  3. Physical Damage (collision; other than collision; specified perils)
  4. Uninsured motorists
  5. Underinsured motorists
  6. Who is an insured
  7. Types of Auto
    - a. Owned
    - b. Non-owned
    - c. Hired
    - d. Temporary Substitute
    - e. Newly Acquired Autos

- f. Transportation Expense and Rental Reimbursement Expense
- 8. Garage Coverage Form, including Garagekeepers Insurance
- 9. Exclusions
- 10. Individual Insured and Drive Other Car (DOC)

**C. Workers Compensation Insurance, Employers Liability Insurance, and Related Issues**

(This section does not deal with specifics of state law, which are addressed elsewhere in this outline.)

- 1. Standard policy concepts
  - a. Who is an employee/employer
  - b. Compensation
- 2. Work-related vs. non-work-related
- 3. Other states' insurance
- 4. Employers Liability
- 5. Exclusive remedy
- 6. Premium Determination

**D. Crime**

- 1. Employee Dishonesty
- 2. Theft
- 3. Robbery
- 4. Burglary
- 5. Forgery and Alteration
- 6. Mysterious disappearance

**E. Bonds**

- 1. Surety
- 2. Fidelity

**F. Professional liability**

- 1. Errors and Omissions
- 2. Medical Malpractice
- 3. Directors and Officers (D&O)
- 4. Employment Practices Liability (EPLI)
- 5. Cyber liability and data breach

**G. Umbrella/Excess Liability**

**II. INSURANCE TERMS AND RELATED CONCEPTS ..... 14**

**A. Risk**

**B. Hazards**

- 1. Moral
- 2. Morale
- 3. Physical

**C. Indemnity**

**D. Insurable interest**

**E. Loss valuation**

- 1. Actual cash value
- 2. Replacement cost
- 3. Market value
- 4. Stated/agreed value
- 5. Salvage value

**F. Negligence**

**G. Liability**

**H. Occurrence**

**I. Binders**

**J. Warranties**

**K. Representations**

**L. Concealment**

**M. Deposit Premium/Audit**

**N. Certificate of Insurance**

**O. Law of Large Numbers**

**P. Pure vs. Speculative Risk**

**Q. Endorsements**

**R. Damages**

- 1. Compensatory
  - a. General
  - b. Special
- 2. Punitive

**S. Compliance with provisions of Fair Credit Reporting Act**

**III. POLICY PROVISIONS..... 11**

**A. Declarations**

**B. Insuring agreement**

**C. Conditions**

**D. Exclusions and Limitations**

**E. Definition of the insured**

**F. Duties of the insured after a loss**

**G. Cancellation and nonrenewal provisions**

**H. Supplementary payments**

**I. Proof of loss**

**J. Notice of claim**

**K. Arbitration**

**L. Other insurance**

**M. Subrogation**

**N. Loss settlement provisions including consent to settle a loss**

**O. Terrorism Risk Insurance Act (TRIA)**

**CASUALTY  
COLORADO SPECIFIC  
CONTENT OUTLINE**

**State Statutes, Rules and Regulations**

*(31 scoreable questions plus 5 pretest questions)*

**I. COLORADO STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, SICKNESS AND ACCIDENT, PROPERTY (FIRE), AND CASUALTY INSURANCE ... 19**

**A. Insurance Commissioner**

- 1. Power and duties  
*Ref: 10-1-104; 10-1-108; 10-1-109; 10-1-201 through 204; 10-3-105; 10-3- 208; 10-3-1106*
- 2. Hearings and penalties  
*Ref: 10-2-801; 10-2-804; 10-3-1104; 10-3-1107; 10-3-1108; 10-3-1109; 10-3-1111*
- 3. License suspension and revocation  
*Ref: 10-2-801; 10-2-803*
- 4. Records and requests for information  
*Ref: 1-1-7; 1-1-8*

**B. Licensing and producers' legal responsibility**

- 1. Persons required to be licensed  
*Ref: 10-2-103(6); 10-2-105; 10-2-201; 10-2-401; 10-2-404; 10-2-407; 10-2-408; 10-2-412; 10-2-416; 10-2-701; Reg. 1-2-10*

2. Surplus Lines  
*Ref: 10-2-408; 10-5-103; 10-5-111; Reg. 2-4-1*
3. Payment and acceptance of commissions/fees  
*Ref: 10-2-702; Reg. 1-2-9*
4. Fiduciary/commingling  
*Ref: 10-2-704; Reg. 1-2-1*
5. Prelicensing and continuing education  
*Ref: 10-2-301; Reg. 1-2-4; 1-2-5*
6. Unauthorized entities  
*Ref: 10-3-903 through 10-3-904.5; 10-3-906; 10-3-908*

**C. Unfair competition and deceptive practices**

1. Coercion  
*Ref: 10-3-1104(1)(d); 10-3-1105*
2. Misrepresentation  
*Ref: 10-3-1104(1)(a); 10-1-128*
3. Unfair discrimination  
*Ref: 10-3-1104(1)(f); 10-3-1104.5*
4. Controlled business  
*Ref: 10-2-401(4)*
5. Defamation  
*Ref: 10-1-116; 10-3-1104(1)(c)*
6. Rebates  
*Ref: 10-3-1104(1)(g)*
7. Unfair claims practices  
*Ref: 10-3-1104(1)(h); Reg. 5-1-14*
8. Colorado Fraud Statute  
*Ref: 10-1-128; Reg. 6-5-1*

**II. COLORADO STATUTES, RULES, AND REGULATIONS COMMON TO PROPERTY AND CASUALTY INSURANCE ONLY ..... 4**

**A. Rate regulations**

*Ref: 10-4-401; 10-4-403; 10-4-416*

1. Prohibited changes in rates or coverages

**B. Summary disclosure form**

*Ref: 10-4-111; 10-4-636; Reg. 5-2-16*

**C. Commercial policy requirements**

*Ref: 10-4-109.7; 10-4-110; 10-4-110.4; 10-4-110.5; 10-4-1401 through 10-4-1404; 13-20-808; Reg. 5-1-13*

**D. Use of Credit Information**

*Ref: 10-4-116*

**III. COLORADO STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY ..... 8**

**A. Workers compensation**

1. Who must be covered  
*Ref: 8-40-302; 8-40-102, 8-40-202, 8-40-203; 8-41-202*
2. Sources of coverages  
*Ref: 8-44-101, 8-44-204, 8-44-205*
3. Benefits  
*Ref: 8-42-102; 8-42-103; 8-42-106; 8-42-111; 8-42-114, 8-42-115; 8-42-123*
4. Claims procedures  
*Ref: 8-43-103*

**B. Automobile insurance**

1. Cancellation/nonrenewal  
*Ref: 10-4-602, 10-4-603, 10-4-604; 10-4-626 through 629; Reg. 5-2-12*

2. Excluded drivers  
*Ref: 10-4-629; 10-4-630; Reg. 5-2-2*
3. Uninsured motorist/Underinsured motorist  
*Ref: 10-4-609; 10-4-620; 42-7-103(2), (7); 10-4-610*
4. Financial responsibility  
*Ref: 10-4-619; 10-4-620; 42-7-103(2); 42-7-301*
5. Required Coverages  
*Ref: 10-4-619 through 622*
6. Medical Payment Coverage  
*Ref: 10-4-635, 10-4-636, 10-4-641; Reg. 5-2-16*
7. Transportation Network Company  
*Ref: Industry practice; 40-10.1-604*
8. Claims  
*Ref: 10-3-1117*

**C. Colorado Auto Insurance Plan**

*Ref: 10-4-412*

**D. Bail Bonds**

*Ref: 10-2-705, 10-2-707, 10-3-1104*

**PERSONAL LINES – GENERAL KNOWLEDGE  
CONTENT OUTLINE**

**Product Knowledge, Terms, and Concepts**

*(75 scoreable questions plus 11 pretest questions)*

**I. TYPES OF PROPERTY POLICIES..... 10**

**A. Homeowners**

1. HO-2
2. HO-3
3. HO-4
4. HO-5
5. HO-6
6. HO-8

**B. Dwelling policies**

1. DP-1
2. DP-2
3. DP-3

**C. Inland marine**

1. Personal Articles floaters

**D. National Flood Insurance Program**

**E. Others**

1. Earthquake
2. Mobile Homes
3. Watercraft
4. Windstorm

**II. TYPES OF CASUALTY POLICIES..... 13**

**A. Automobile: personal auto**

1. Liability
  - a. Bodily Injury
  - b. Property Damage
  - c. Split Limits
  - d. Combined Single Limit
2. Medical Payments
3. Physical Damage (collision; other than collision; specified perils)
4. Uninsured motorists



- 5. Underinsured motorists
- 6. Who is an insured
- 7. Types of Auto
  - a. Owned
  - b. Non-owned
  - c. Hired
  - d. Temporary Substitute
  - e. Newly Acquired Autos
  - f. Transportation Expense and Rental Reimbursement Expense
- 8. Exclusions

**B. Umbrella/Excess liability**

**III. PROPERTY AND CASUALTY INSURANCE TERMS AND RELATED CONCEPTS ..... 28**

**A. Insurance**

- 1. Law of Large Numbers

**B. Insurable interest**

**C. Risk**

- 1. Pure vs. Speculative Risk

**D. Hazard**

- 1. Moral
- 2. Morale
- 3. Physical

**E. Peril**

**F. Loss**

- 1. Direct
- 2. Indirect

**G. Loss Valuation**

- 1. Actual cash value
- 2. Replacement cost
- 3. Market value
- 4. Stated value
- 5. Salvage value

**H. Proximate cause**

**I. Deductible**

**J. Indemnity**

**K. Limits of liability**

**L. Coinsurance/Insurance to value**

**M. Occurrence**

**N. Cancellation**

**O. Nonrenewal**

**P. Vacancy and unoccupancy**

**Q. Liability**

- 1. Absolute
- 2. Strict
- 3. Vicarious

**R. Negligence**

**S. Binder**

**T. Endorsements**

**U. Blanket vs. Specific**

**V. Burglary, Robbery, Theft, and Mysterious Disappearance**

**W. Warranties**

**X. Representations**

**Y. Concealment**

**Z. Deposit Premium/Audit**

**AA. Certificate of Insurance**

**BB. Damages**

- 1. Compensatory
  - a. General
  - b. Special
- 2. Punitive

**CC. Compliance with Provisions of Fair Credit Reporting Act**

**IV. PROPERTY AND CASUALTY POLICY PROVISIONS AND CONTRACT LAW ..... 24**

**A. Declarations**

**B. Insuring agreement**

**C. Conditions**

**D. Exclusions**

**E. Definition of the insured**

**F. Duties of the insured after a loss**

**G. Obligations of the insurance company**

**H. Mortgagee rights**

**I. Proof of loss**

**J. Notice of claim**

**K. Appraisal**

**L. Other Insurance Provision**

**M. Subrogation**

**N. Elements of a contract**

**O. Sources of underwriting information**

**P. Fair Credit Reporting Act**

**Q. Privacy Protection (Gramm Leach Bliley)**

**R. Policy Application**

**S. Terrorism Risk Insurance Act (TRIA)**

**T. Cancellation and nonrenewal provisions**

**U. Supplementary payments**

**V. Arbitration**

**W. Loss settlement provisions including consent to settle a loss**

**PERSONAL LINES-COLORADO SPECIFIC CONTENT OUTLINE**

**State Laws, Rules and Regulations**

*(29 questions plus 4 pretest questions)*

**I. COLORADO STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, SICKNESS AND ACCIDENT, PROPERTY (FIRE), CASUALTY, AND PERSONAL LINES INSURANCE..... 19**

**A. Insurance Commissioner**

- 1. Power and duties

*Ref: 10-1-104; 10-1-108; 10-1-109; 10-1-201 through 204; 10-3-105; 10-3-202 through 208; 10-3-1106*

- 2. Hearings and penalties

*Ref: 10-2-801, 10-2-804; 10-3-1104; 10-3-1107; 10-3-1111; 10-3-1108; 10-3-1109*

- 3. License suspension and revocation

*Ref: 10-2-801; 10-2-803*

- 4. Records and requests for information

*Ref: 1-1-7; 1-1-8*

**B. Licensing and producers' legal responsibility**

- 1. Persons required to be licensed

*Ref: 10-2-103(6); 10-2-105; 10-2-201; 10-2-401;*

10-2-404; 10-2-407; 10-2-408; 10-2-412;  
10-2-416; 10-2-701; Reg. 1-2-10

2. Surplus Lines  
Ref: 10-2-408; 10-5-103; 10-5-111; Reg. 2-4-1
3. Payment and acceptance of commissions/fees  
Ref: 10-2-702; Reg. 1-2-9
4. Fiduciary/commingling  
Ref: 10-2-704; Reg. 1-2-1
5. Prelicensing and continuing education  
Ref: 10-2-301; Reg. 1-2-4; 1-2-5
6. Unauthorized entities  
Ref: 10-3-903 through 10-3-904.5; 10-3-906; 10-3-908

**C. Unfair competition and deceptive practices**

1. Coercion  
Ref: 10-3-1104(1)(d); 10-3-1105
2. Misrepresentation  
Ref: 10-3-1104(1)(a); 10-1-128
3. Unfair discrimination  
Ref: 10-3-1104(1)(f); 10-3-1104.5
4. Controlled business  
Ref: 10-2-401(4)
5. Defamation  
Ref: 10-1-116; 10-3-1104(1)(c)
6. Rebates  
Ref: 10-3-1104(1)(g)
7. Unfair claims practices  
Ref: 10-3-1104(1)(h); 10-16-214; Reg. 5-1-14
8. Colorado Fraud Statute  
Ref: 10-1-128; Reg. 6-5-1

**II. COLORADO STATUTES, RULES, AND REGULATIONS, COMMON TO PROPERTY, CASUALTY, AND PERSONAL LINES INSURANCE ONLY ..... 3**

**A. Rate regulations**

Ref: 10-4-401; 10-4-403; 10-4-416

1. Prohibited changes in rates or coverages

**B. Summary disclosure form**

Ref: 10-4-111; 10-4-636; Reg. 5-2-16

**C. Use of Credit Information**

Ref: 10-4-116

**III. COLORADO STATUTES, RULES, AND REGULATIONS PERTINENT TO PROPERTY INSURANCE ONLY ..... 2**

**A. Fraudulent Claims and Arson Information Reporting Act**

Ref: 10-4-1001 through 1008; 10-1-128; Reg. 6-5-1

**B. Insurance and loans secured by real property**

Ref: 10-4-114

**C. Homeowners Cancellation and Nonrenewal**

Ref: 10-4-111

1. Cancellation/nonrenewal Ref: 10-4-110.7

2. Required coverages Ref: 10-4-110.8

**D. Availability of Fire Insurance**

Ref: 10-4-110.7; 10-4-110.9; Reg. 5-1-17

**IV. COLORADO STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY ..... 5**

**A. Automobile insurance.....**

**1. Cancellation/nonrenewal**

Ref: 10-4-602; 10-4-603; 10-4-604; 10-4-626 through 630; Reg. 5-2-12

**2. Excluded drivers**

Ref: 10-4-628; 10-4-629; 10-4-630; Reg. 5-2-2

**3. Uninsured motorist/Underinsured motorist**

Ref: 10-4-609; 10-4-610; 10-4-620; 42-7-103(2); 42-7-103(7)

**4. Financial responsibility**

Ref: 10-4-619; 10-4-620; 42-7-103(2); 42-7-301

**5. Required coverages**

Ref: 10-4-619 through 621

**6. Medical Payment Coverage**

Ref: 10-4-635; 10-4-636; 10-4-641; Reg. 5-2-16

**7. Transportation Network Company**

Ref: Industry practice; 40-10.1-604

**8. Claims**

Ref: 10-3-1117

**B. Colorado Auto Insurance Plan**

Ref: 10-4-412

**COLORADO CREDIT EXAMINATION CONTENT OUTLINE**

(30 scoreable questions)

**I. COLORADO STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, SICKNESS AND ACCIDENT, PROPERTY (FIRE), AND CASUALTY INSURANCE ... 5**

**A. Insurance Commissioner**

**1. Power and duties**

Ref: 10-1-104; 10-1-108; 10-1-109; 10-1-201 through 204; 10-3-105; 10-3-202 through 208; 10-3-1106

**2. Hearings and penalties**

Ref: 10-2-804; 10-3-1104; 10-3-1107; 10-3-1111; 10-3-1108; 10-3-1109

**3. License suspension and revocation**

Ref: 10-2-801; 10-2-803

**4. Records and requests for information**

Ref: 1-1-7; 1-1-8

**B. Licensing and producers' legal responsibility**

**1. Persons required to be licensed**

Ref: 10-2-103(6); 10-2-106; 10-2-201; 10-2-401; 10-2-404; 10-2-407; 10-2-408; 10-2-412; 10-2-416; Reg. 1-2-10

**2. Surplus Lines**

Ref: 10-2-408; 10-5-103; 10-5-111; Reg. 2-4-1

**3. Payment and acceptance of commissions/fees**

Ref: 10-2-702; Reg. 1-2-9

**4. Fiduciary/commingling**

Ref: 10-2-704; Reg. 1-2-1

- 5. Prelicensing and continuing education  
*Ref: 10-2-301; Reg. 1-2-4; 1-2-5*
- 6. Unauthorized entities  
*Ref: 10-3-904.5; 10-3-906; 10-3-908; 10-3-104*

**C. Unfair competition and deceptive practices**

- 1. Coercion  
*Ref: 10-3-1104(1)(d); 10-3-1105*
- 2. Misrepresentation  
*Ref: 10-3-1104(1)(a)*
- 3. Unfair discrimination  
*Ref: 10-3-1104(1)(f); 10-3-1104.5*
- 4. Controlled business  
*Ref: 10-2-401(4)*
- 5. Defamation  
*Ref: 10-1-120; 10-3-1104(1)(c)*
- 6. Rebates  
*Ref: 10-3-1104(1)(g)*
- 7. Unfair claims practices  
*Ref: 10-3-1104(1)(h); Reg. 5-1-14*
- 8. Colorado Fraud Statute  
*Ref: 10-1-128; Reg. 6-5-1*

**II. COLORADO STATUTES, RULES, AND TITLE 10, ARTICLE 10, REGULATIONS PERTINENT TO CREDIT INSURANCE ..... 25**

*Ref: Reg. 4-9-2 all sections*

**A. Definitions and general concepts**

*Ref: 10-10-103, 10-10-107*

**B. Policy Provisions**

*Ref: 10-10-108*

**C. Benefits and Rates**

*Ref: 10-10-108, 10-10-109*

**D. Claims procedures**

*Ref: 10-10-112*

**E. Delivery of policy/certificate**

*Ref: 10-10-108*

**COLORADO PUBLIC ADJUSTER EXAMINATION CONTENT OUTLINE**

*(60 scoreable questions)*

**I. GENERAL PROPERTY INSURANCE PRODUCT KNOWLEDGE PERTINENT TO ADJUSTERS**

*Ref: All topics make reference to general product knowledge, unless otherwise noted*

**A. Standard Fire Policy**

*Ref: New York Standard Fire Policy*

- 1. Basic coverages, provisions, and clauses
- 2. Limitations and restrictions
- 3. Proof of Loss
- 4. Loss requirements and inventories
- 5. Appraisal
- 6. Company options
- 7. Cancellation
- 8. Additional coverages

**B. Personal Lines coverage**

*Ref: ISO Homeowners policies*

- 1. Dwelling and Contents

- 2. Homeowners and forms/coverages
  - a. Policy provisions
    - i. Duties after loss
    - ii. Loss settlement provisions
  - b. Replacement costs
  - c. Extended replacement costs
  - d. Appraisal
  - e. Optional provisions
  - f. Special limits of liability
  - g. Proof of Loss
  - h. Additional Living Expense
- 3. General Property forms

**C. Commercial Lines coverage**

*Ref: ISO Business Policies, Standard Boiler and Machinery policies*

- 1. Commercial Property forms
  - a. Commercial property and buildings
  - b. Causes of Loss
  - c. Coinsurance
- 2. Commercial Package Policy (CPP)
- 3. Boiler and Machinery
- 4. Business owner policy
- 5. Commercial and Special Multi-peril
- 6. Business Interruption

**D. Inland Marine**

*Ref: Personal Article Floaters, Personal Property Floaters, Commercial Property Floaters*

- 1. Definitions
- 2. Policies
  - a. Personal floaters
  - b. Commercial floaters
  - c. Commercial Inland Marine policy
- 3. Free On Board (F.O.B.)

**E. Additional Coverages and Exclusions**

- 1. Business Interruption
- 2. Time Element
- 3. Law and Ordinance exclusion
- 4. Law and Ordinance coverage
- 5. Valuable Papers and Records
- 6. Debris removal

**F. Bonds**

**II. INSURANCE TERMS AND CONCEPTS**

**A. Peril**

- 1. Open peril
- 2. Named peril

**B. Waiver/non-waiver agreement**

**C. Estoppel**

**D. Insurance contract and clauses**

**E. Proof of Loss**

**F. Depreciation/Betterment**

**G. Deductible**

**H. Liability**

**I. Valued policy**

**J. Appraisal clause**

**K. Actual Cash Value as opposed to Fair Market Value**

**L. Robbery**

- M. Burglary
- N. Agreed Value
- O. Replacement Cost
- P. National Flood Insurance
- Q. Indemnity
- R. Apportionment clause
- S. Coinsurance
- T. Insurable Interest
- U. Blanket coverage
- V. Subrogation
- W. Misrepresentation/Fraud
- X. Release
- Y. Insured

**III. General Public Adjuster practices, responsibilities, and duties**

**IV. COLORADO LAWS AND REGULATIONS PERTINENT TO PUBLIC ADJUSTERS**

- A. Regulation and licensing of Public Adjusters  
*Ref: 10-2-103(1); 10-2-103(8.5); 10-2-417; 10-2-801; Reg. 1-2-4; 1-2-10; 1-2-19*
- B. Public Adjuster practices, responsibilities, and duties  
*Ref: Reg. 1-2-4; 1-2-10; 1-2-19*
- C. Unfair Claims Settlement and Trade Practices  
*Ref: 10-3-1104; 10-3-1107*
- D. Claims Handling
  - 1. Fraudulent & Arson Reporting  
*Ref: 10-4-1001 to 10-4-1008*
  - 2. Property damage – time of payment  
*Ref: 10-4-112*
  - 3. Requirement on hazard insurance loans secured by real property  
*Ref: 10-4-114*

**COLORADO SURPLUS LINES BROKER CONTENT OUTLINE**

*(35 scoreable questions)*

**I. COLORADO SURPLUS LINES STATUTES AND REGULATIONS**

- A. Purpose of Surplus Lines Regulation  
*Ref: 10-5-101.1; 10-5-112; 10-7-102; Reg. 2-4-1(7)*
- B. Definitions  
*Ref: 10-1-102; 10-5-101.2; 10-5-103; 10-5-104; 10-5-106; 10-5-107; Reg. 2-4-1(6)*
- C. Qualifications for Surplus Lines Insurers  
*Ref: 10-5-101; 10-5-108; 10-5-114; Reg. 2-4-1(8); 2-4-1(9); 2-4-1(10)*
  - 1. Syndicates
  - 2. Alien
  - 3. Foreign
  - 4. Lloyd's
  - 5. Non-admitted Surplus Lines Insurers
    - a. Approved List
- D. Courtesy Filings

*Ref: Reg. 2-4-1(11)*

- E. Exemptions  
*Ref: 10-5-101.5*
- F. Conditions/Procurement  
*Ref: 10-5-101; 10-5-103; Reg. 2-4-1*
- G. Disclosures  
*Ref: 10-5-104; 10-5-119; Reg. 2-4-1(4)*
- H. Affidavit  
*Ref: 10-5-103; Reg. 2-4-1(7)(B); 2-4-1(11)*
- I. Endorsement  
*Ref: 10-5-104; Reg. 2-4-1*
- J. Premium Rates  
*Ref: 10-4-401; 10-5-103; Reg. 2-4-1(5)*
- K. Premium Tax  
*Ref: 10-5-111; Reg. 2-4-1 (7)(A) (B)*
  - 1. Acceptable premium tax reporting forms and procedures  
*Ref: Bulletin-2.7(III)*
- L. Annual Statement  
*Ref: 10-5-110*
- M. Records  
*Ref: 10-5-109; 10-5-116; Reg. 2-4-1(6); 2-4-1(7)*
- N. Penalties  
*Ref: 10-5-108, 10-5-112, 10-5-113, 10-5-114, 10-5-116*

**TITLE-GENERAL KNOWLEDGE CONTENT OUTLINE**

**Product Knowledge, Terms, and Concepts**

*(35 scoreable questions)*

- I. TITLE INSURANCE TERMS AND CONCEPTS..... 8
  - A. Commitment
  - B. Policy
  - C. Exception
  - D. Requirement
  - E. Endorsement
  - F. Insurer/Underwriter
  - G. Chain of Title
  - H. Closing and Settlement
  - I. Title Agent
  - J. Fiduciary Responsibilities
  - K. Search and Examination
- II. TITLE INSURANCE POLICIES..... 7
  - A. Types of Policies
    - 1. Owners
      - a. ALTA Forms
    - 2. Loan
    - 3. Construction Loan
  - B. Policy Provisions
    - 1. Insuring Clause
    - 2. Terms, Conditions, and Stipulations
    - 3. Exclusions
- III. REAL ESTATE OWNERSHIP..... 5
  - A. Joint Tenancy
  - B. Tenants In Common
  - C. Fee Simple

- D. Life Estate
- E. LeaseHold
- IV. RIGHTS AND INTERESTS ..... 5
  - A. Easement and Right of Way
  - B. Liens
    - 1. Voluntary
    - 2. Involuntary
  - C. Covenants, Conditions, and Restrictions
- V. LEGAL DESCRIPTIONS..... 5
  - A. Platted and Unplatted
  - B. Section, Township, and Range
  - C. Metes and Bounds
  - D. Lot and Block
- VI. METHODS OF TRANSFER/CONVEYANCES ..... 5
  - A. Warranty Deeds
  - B. Quitclaim Deeds
  - C. Deed of Trust
  - D. Foreclosure
  - E. Probate

- E. Standards of Conduct/Licensing
  - 1. Insurance Commissioner
    - a. Power and duties  
*Ref: 10-1-104; 10-1-108; 10-1-109; 10-1-201 through 204; 10-3-105; 10-3-202 through 208; 10-3-1106*
    - b. Hearings and penalties  
*Ref: 10-2-801; 10-2-804; 10-3-104; 10-3-1107; 10-3-1108; 10-3-1109; 10-3-1111; Reg. 8-1-5*
    - c. License suspension and revocation  
*Ref: 10-2-801; 10-2-802; 10-2-803; 10-2-804*
    - d. Records and requests for information  
*Ref: 1-1-7; 1-1-8*
  - 2. Licensing and producers' legal responsibility
    - a. Persons required to be licensed  
*Ref: 10-2-103(6); 10-2-105; 10-2-201; 10-2-401; 10-2-404; 10-2-407; 10-2-408; 10-2-412; 10-2-416; 10-11-116; Reg. 1-2-10*
    - b. Payment and acceptance of commissions/fees  
*Ref: 10-2-702; Reg. 1-2-9; Reg. 8-1-3*
    - c. Fiduciary/commingling  
*Ref: 10-2-704; Reg. 1-2-1; Reg. 8-1-4*
    - d. Unauthorized entities  
*Ref: 10-2-401; 10-3-903 through 10-3-904.5; 10-3-906; 10-3-908*
    - e. Change of address  
*Ref: 10-2-406; 10-2-412*
    - f. Assumed names  
*Ref: 10-2-409; 10-2-701; 10-11-117; Reg. 1-2-10*
    - g. Responsible Producer  
*Ref: 10-2-406; Reg. 1-2-10*
    - h. Agency Licensing  
*Ref: 10-2-406; 10-11-116*
  - 3. Unfair competition and deceptive practices
    - a. Coercion  
*Ref: 10-3-1104(1)(d); 10-3-1105*
    - b. Misrepresentation  
*Ref: 10-3-1104(1)(a)*
    - c. Unfair discrimination  
*Ref: 10-3-1104(1)(f)*
    - d. Controlled business  
*Ref: 10-2-401(4); Reg. 8-1-3*
    - e. Defamation  
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    - f. Rebates/Remuneration  
*Ref: 10-3-1104(1)(g); 10-11-108; Reg. 8-1-3*
    - g. Unfair claims practices  
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**TITLE-COLORADO SPECIFIC  
CONTENT OUTLINE  
State Laws, Rules and Regulations  
(40 scoreable questions)**

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  - A. Definitions  
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      - a. Closing/Settlement Fees  
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      - b. Title Insurance Premiums  
*Ref: 10-4-401; 10-4-403; 10-11-118; Reg. 8-1-1*
    - 2. Volume Discounts  
*Ref: 10-3-1104; 10-4-415; Reg. 8-1-1*
  - C. Prohibited Practices  
*Ref: 10-3-1104; 10-11-108; Reg. 8-1-1; 8-1-2; 8-1-3; 8-1-4; 8-1-5*
  - D. Consumer Protections
    - 1. Title Commitments  
*Ref: 10-11-106; 10-11-122; Reg. 8-1-2*
    - 2. Mineral Estates  
*Ref: 10-11-123*
    - 3. Complaints to the Division  
*Ref: 10-1-108*
    - 4. Retention of Records/Response to Division Inquiries  
*Ref: 10-11-106; 10-11-116; Reg. 1-1-7; 1-1-8*
    - 5. Closing Instructions  
*Ref: Reg. 8-1-2*
    - 6. Search and examination  
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    - 7. Privacy notices  
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**COLORADO CROP HAIL  
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**D. Colorado Crop Hail Insurance Law**

1. Rate filings

*Ref: 10-4-401; 10-4-403; 10-4-416*