# LIFE – GENERAL KNOWLEDGE CONTENT OUTLINE

## Product Knowledge, Terms, and Concepts

<table>
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<th>(50 scoreable questions plus 10 pretest questions)</th>
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## I. TYPES OF POLICIES

### 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

### 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

### C. Policy exclusions

## III. COMPLETING THE APPLICATION, UNDERWRITING, AND DELIVERING THE POLICIES

### 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

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### 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)

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
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      2. Misrepresentation

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

ACCIDENT & HEALTH – GENERAL KNOWLEDGE
CONTENT OUTLINE
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

COLORADO Insurance - Examination Content Outlines
Effective Date: January 1, 2019
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)

D. Medicare supplement policies
E. Group insurance
   1. Differences between individual and group contracts
   2. General characteristics
   3. COBRA

F. Individual/Group Long Term Care (LTC)

G. Other policies
   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

II. POLICY PROVISIONS, CLAUSES, AND RIDERS................... 20
   A. Mandatory and optional provisions
      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. Other provisions and clauses
      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
   C. Riders

III. SOCIAL INSURANCE ............................................. 3
   A. Medicare (Parts A, B, C, D)
   B. Medicaid
   C. Social Security benefits

IV. OTHER INSURANCE CONCEPTS.................................... 4
   A. Total, partial, recurrent and residual disability
   B. Owner’s rights
   C. Dependent children benefits
   D. Primary and contingent beneficiaries
   E. Modes of premium payments
   F. Nonduplication and coordination of benefits (e.g., primary vs. excess)
   G. Occupational vs. non-occupational
   H. Tax treatment of premiums and proceeds of insurance contracts (e.g., disability income and medical expenses, etc.)
   I. Managed care
   J. Workers Compensation
   K. Subrogation

V. FIELD UNDERWRITING PROCEDURES......................... 9
   A. Completing the application
   B. Explaining sources of insurability and HIPAA privacy information (e.g., MIB Report, Fair Credit Reporting Act, etc.)
   C. Initial premium payment and receipt and consequences of the receipt (e.g., medical examination, etc.)
   D. Submitting application (and initial premium if collected) to company for underwriting
   E. Policy delivery
   F. Explaining policy and its provisions, riders, exclusions, and ratings to clients
   G. Replacement
   H. Contract law
      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

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: Reg. 4-2-43

C. Group coverage

1. Continuation
   Ref: 10-16-108(1)(b); 10-16-108(1)

2. Maternity
   Ref: 10-16-104(3)

3. Mental health
   Ref: 10-16-104 (5.5)

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); 10-16-102(51),
   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

3. Rating factors
   Ref: 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

2. Long Term Care
   Ref: 10-19-101 through 115; Reg. 4-4-1, 4-4-4

3. Benefit plan description
   Ref: 10-16-105; 10-16-108.5(11); Reg. 4-2-20

G. Commission Disclosure

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Effective Date: January 1, 2019
Ref: 10-16-133; Reg. 1-2-17

H. Sales and Marketing of Health Insurance
Ref: 10-16-105.2; Reg.4-2-3; 4-3-1, 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
      1. Proof of loss
      2. Notice of claim
      3. 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)

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
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

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

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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: 10-4-411; 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

COLORADO Insurance - Examination Content Outlines  Effective Date: January 1, 2019
III. PROPERTY AND CASUALTY INSURANCE TERMS AND RELATED CONCEPTS

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

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
1. Proof of loss
2. 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

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

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Effective Date: January 1, 2019
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
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   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/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

   B. Colorado Auto Insurance Plan
      Ref: 10-4-412

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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

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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
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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

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
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W. Misrepresentation/Fraud
X. Release
Y. Insured

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B. Public Adjuster practices, responsibilities, and duties
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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-I(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-I(6)
   C. Qualifications for Surplus Lines Insurers
      Ref: 10-5-101; 10-5-108; 10-5-114; Reg. 2-4-I(8); 2-4-I(9); 2-4-I(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-I(11)
   E. Exemptions
      Ref: 10-5-101.5
   F. Conditions/Procurement
      Ref: 10-5-101; 10-5-103; Reg. 2-4-I

G. Disclosures
   Ref: 10-5-104; 10-5-119; Reg. 2-4-I(4)
H. Affidavit
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I. Endorsement
   Ref: 10-5-104; Reg. 2-4-I
J. Premium Rates
   Ref: 10-4-401; 10-5-103; Reg. 2-4-I(5)
K. Premium Tax
   Ref: 10-5-111; Reg. 2-4-I (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
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Product Knowledge, Terms, and Concepts
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   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
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      2. Loan
      3. Construction Loan
   B. Policy Provisions
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      2. Terms, Conditions, and Stipulations
      3. Exclusions

III. REAL ESTATE OWNERSHIP................................. 5
   A. Joint Tenancy
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   C. Fee Simple
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   E. LeaseHold

IV. RIGHTS AND INTERESTS.................................... 5
   A. Easement and Right of Way
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   1. Voluntary  
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  V. LEGAL DESCRIPTIONS
     A. Platted and Unplatted  
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     C. Metes and Bounds  
     D. Lot and Block  

VI. METHODS OF TRANSFER/CONVEYANCES  
   A. Warranty Deeds  
   B. Quitclaim Deeds  
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   E. Probate  

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(40 scoreable questions)  

I. COLORADO INSURANCE LAWS AND REGULATIONS  
   A. Definitions  
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   B. Rates  
      1. Filing Requirements  
         a. Closing/ Settlement Fees  
            Ref: 10-11-118; Reg. 8-1-1  
         b. Title Insurance Premiums  
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      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  
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         Ref: Reg. 6-4-1; 6-4-2  
   E. Standards of Conduct/Licensing  
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         a. Power and duties  
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   b. Hearings and penalties  
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   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  
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      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  
      Ref: 10-3-1104(1)(c)  
   f. Rebates/Remuneration  
      Ref: 10-3-1104(1)(g); 10-11-108; Reg. 8-1-3  
   g. Unfair claims practices  
      Ref: 10-3-1104(1)(h)  

COLORADO CROP HAIL CONTENT OUTLINE  
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(35 scoreable questions)  

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   C. Binder  
   D. Coinsurance  
   E. Hazard  
   F. Indemnity  

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         c. Location
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      3. Insured’s duties
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      2. Production Reporting
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      4. Important Dates
      5. Written Agreements
      6. High Risk Land
      7. Actuarial Documents
      8. Insured Eligibility
      9. Units
     10. Coverage Levels
     11. Administrative Fees
     12. Life of the Policy
   B. Plans of Insurance
      1. Actual Production History (APH)
         a. Buy-up Coverage
         b. Catastrophic Risk Protection Endorsement (CAT)
      2. Revenue Protection (RP)
      3. Yield Protection (YP)

IV. COLORADO LAWS, RULES, AND REGULATIONS
PERTINENT TO CROP INSURANCE .............................. 5
   A. Insurance Commissioner
      1. Power and duties
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            204; 10-3-105; 10-3-208; 10-3-1106; 10-4-401
      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. Licensing requirements
         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. Fiduciary/commingling
         Ref: 10-2-704; Reg. 1-2-1
   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)(ff); 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
   D. Colorado Crop Hail Insurance Law
      1. Rate filings
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