LIFE—GENERAL KNOWLEDGE
CONTENT OUTLINE
Product Knowledge, Terms, and Concepts
(50 scoreable questions plus 5 pretest questions)

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   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
   5. Accumulation and Annuity Periods
   6. Payout options
E. Combination plans and variations
   1. Joint life (first to die)
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II. LIFE PROVISIONS, RIDERS, OPTIONS, AND EXCLUSIONS........................................................ 15
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   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
   9. Disability
   10. Cost of Living
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
     e. Designation by class
  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 (e.g., participating, non-participating)
 12. Incontestability
 13. Assignments
 14. Suicide
 15. Misstatement of age or gender
 16. Settlement options
 17. Accelerated death benefits
C. Policy exclusions
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   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
   9. Gramm-Leach-Bliley Act (GLBA) Privacy
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 legal contract
      a. Consideration
      b. Offer and Acceptance
      c. Competent parties
      d. Legal purpose
2. Unique aspects of the insurance contract  
   a. Conditional  
   b. Unilateral  
   c. Adhesion  
   d. Aleatory  

IV. RETIREMENT AND OTHER INSURANCE CONCEPTS.  
A. Third-party ownership  
B. Life Settlements  
C. Group life insurance  
   1. Conversion privilege  
   2. Contributory vs. noncontributory  
D. Retirement plans  
   1. Qualified plans  
   2. Nonqualified plans  
E. Life insurance needs analysis/suitability  
   1. Personal insurance needs  
   2. Business insurance needs  
      a. Key person  
      b. Buy sell  
F. Social Security benefits  
G. Tax treatment of insurance premiums, proceeds, and dividends  
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   2. Group life  
   3. Modified Endowment Contracts (MECs)  

LIFE—WEST VIRGINIA SPECIFIC CONTENT OUTLINE  
State Laws and Rules  
(28 scoreable questions plus 6 pretest questions)  
I. WEST VIRGINIA LAWS AND RULES COMMON TO LIFE, ACCIDENT AND SICKNESS INSURANCE……………….21  
Ref: All statutory references are taken from §114-25 and Section 33-12B of the West Virginia Code of State Rules, which are available at www.wvinsurance.gov/Legal-Authority.  
A. Insurance Commissioner…………………………………….2  
   1. Broad powers  
      Ref: 33-2-1, 33-2-3, 33-2-4, 33-12-6  
   2. Examination of records  
      Ref: 33-2-4, 33-2-9  
   3. Notice and conduct of hearing  
      Ref: 33-2-12, 33-2-13  
   4. Penalties  
      Ref: 33-2-9, 33-2-11, 33-3-11, 33-11-6, 33-11-8, 33-12-24, 33-44-7  
   5. Filing and approval of forms  
      Ref: 33-6-8, 33-6-9  
B. Definitions……………………………………………….4  
   1. Domestic, foreign, alien, nonadmitted, and unauthorized companies  
      Ref: 33-1-6, 33-1-7, 33-1-8, 33-44-3  
   2. Stock and mutual  
      Ref: 33-1-18, 33-1-19  
   3. Transacting insurance  
      Ref: 33-3-1, 33-12-2(m), (o), (p), 33-12-21  
   4. Producer  
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C. Licensing…………………………………………………7  
   1. Purpose/Requirements  
      Ref: 33-12-2, 33-12-6  
   2. Qualifications  
      a. Producer  
      Ref: 33-12-2, 33-12-6, 33-12-9  
      b. Direct response  
      Ref: 33-6-35(a)(1), 33-28-3(c),33-28-3(e)  
      c. Nonresident Life/A&H producer  
      Ref: 33-12-12  
      d. Fingerprinting  
      Ref: 33-12-37; Title 114-2A-7  
   3. Termination of license  
      a. Expiration and cancellation  
      Ref: 33-12-17  
      b. Revocation and suspension  
      Ref: 33-11-6, 33-12-24  
   c. Nonrenewal  
      Ref: 33-12-24  
   4. Limitation of license  
      Ref: 33-12-18, 33-12-19, 33-12-20, 33-12-21  
   5. Appointment  
      Ref: 33-12-3(d), 33-12-17, 33-12-18(a), 33-12-24  
   6. Education requirements  
      a. Continuing education  
      Ref: 33-12-8; Rule 114-42-1, 2, 3, 4, 7  
      b. Mandatory reporting requirements  
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D. Unfair Trade Practices…………………………………..6  
   1. Unfair claims methods and practices  
      Ref: 33-11-4(9); 33-43-2, Rule 114-14-5, 6  
   2. Excessive charges  
      Ref: Information letter No. 6  
   3. Rebating  
      Ref: 33-11-4(8), Rule 114-70  
   4. Coercion  
      Ref: 33-11-5, 33-11-4(4)  
   5. Misrepresentation  
      Ref: 33-11-4(1)  
   6. Defamation  
      Ref: 33-11-4(3)  
   7. Advertising  
      Ref: 33-11-4(2); Rule 114-11-4  
   8. Penalties  
      Ref: 33-11-6, 33-11-8  
E. Mass Marketed Life and Sickness Insurance………1  
   Ref: 33-6-35, 33-6-8(e)  
F. West Virginia Life and Health Guaranty Association…………………………………………………………1  
   Ref: 33-26A-2 through 33-26A-8  
G. Unauthorized Insurers  
   Ref: 33-44-3, 4, 7, 9, 11  
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   2. Employee and debtor groups
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   3. Labor union and trustee groups
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   4. Conversion on termination of policy
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   5. Conversion on termination of employment
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ACCIDENT & HEALTH—GENERAL KNOWLEDGE

CONTENT OUTLINE

(Product Knowledge, Terms, and Concepts

(50 scoreable questions plus 5 pretest questions)

I. TYPES OF POLICIES ......................................................... 16
   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)
      8. Health Reimbursement Accounts (HRAs)
   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)
      1. Eligibility
      2. Levels of care

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 .......... 15
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      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 gender
      14. Change of occupation
      15. Illegal occupation
      16. Relation of earnings 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
      1. Impairment/exclusions
      2. Guaranteed insurability
      3. Future increase option
   D. Rights of renewability
      1. Noncancelable
      2. Cancelable
      3. Guaranteed renewable

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   C. Social Security benefits

IV. OTHER INSURANCE CONCEPTS.............................. 5
   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
1. Impact on health insurance benefits
K. Subrogation
L. Cost containment

V. FIELD UNDERWRITING PROCEDURES
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 AND HEALTH OR SICKNESS
WEST VIRGINIA SPECIFIC
CONTENT OUTLINE

I. WEST VIRGINIA LAWS AND RULES COMMON TO LIFE
AND ACCIDENT AND SICKNESS INSURANCE
Ref: All statutory references are taken from §114-25 and Section
33-12B of the West Virginia Code of State Rules, which are
available at www.wvinsurance.gov/Legal-Authority.
A. Insurance Commissioner
1. Broad powers
   Ref: 33-2-1, 33-2-3, 33-2-4, 33-12-6
2. Examination of records
   Ref: 33-2-4, 33-2-9
3. Notice and conduct of hearing
   Ref: 33-2-12, 33-2-13
4. Penalties
   Ref: 33-2-9, 33-2-11, 33-3-11, 33-11-6,
   33-11-8, 33-12-24, 33-44-7
5. Filing and approval of forms
   Ref: 33-6-8, 33-6-9
B. Definitions
1. Domestic, foreign, and alien companies

R. Stock and mutual
Ref: 33-1-18, 33-1-19
S. Transacting insurance
Ref: 33-3-1, 33-12-2(m), (o), (p), 33-12-21
T. Producer
Ref: 33-1-12, 33-1-23

C. Licensing
1. Purpose/Requirements
Ref: 33-12-2, 33-12-6
2. Qualifications
   a. Producer
      Ref: 33-12-2, 33-12-6, 33-12-9
   b. Direct response
      Ref: 33-6-35(a)(1), 33-28-3(c), 33-28-3(e)
   c. Nonresident Life/A&H producer
      Ref: 33-12-12
   d. Fingerprinting
      Ref: 33-12-37; Title 114-2A-7
3. Termination of license
   a. Expiration and cancellation
      Ref: 33-12-17
   b. Revocation and suspension
      Ref: 33-11-6, 33-12-24
   c. Nonrenewal
      Ref: 33-12-24
4. Limitation of license
Ref: 33-12-18, 33-12-19, 33-12-20, 33-12-21
5. Appointment
Ref: 33-12-3(d), 33-12-17, 33-12-18(a), 33-12-24
6. Education requirements
   a. Continuing education
      Ref: 33-12-8; Series 42: 1,2,3,4,7
7. Mandatory reporting requirements
   a. Criminal prosecution and administrative action
      Ref: 33-12-34
   b. Fraud
      Ref: 33-41-5; 114-71-3; Informational Letter 206
8. Penalties
Ref: 33-11-6, 33-11-8

D. Unfair Trade Practices
1. Unfair claims methods and practices
Ref: 33-11-4(9), Rule 114-14-5, 6
2. Excessive charges
Ref: Information Letter No. 6
3. Rebating
Ref: 33-11-4(8), Rule 114-70
4. Coercion
Ref: 33-11-5, 33-11-4(4)
5. Misrepresentation
Ref: 33-11-4(1)
6. Defamation
Ref: 33-11-4(3)
7. Advertising
Ref: 33-11-4(2); Rule 114-11-4
8. Penalties
Ref: 33-11-6, 33-11-8

E. Mass Marketed Life & Sickness Insurance
Ref: 33-6-35, 33-6-8(e)

F. West Virginia Life and Health Guaranty
Association
Ref: 33-26A-2, 33-26A-9 (a), 33-26A-3(c)(2)(A)

G. Unauthorized Insurers
II. WEST VIRGINIA LAWS AND RULES PERTINENT TO ACCIDENT AND HEALTH OR SICKNESS INSURANCE ONLY ................................................................. 9
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B. Requirements for Replacement; Individual Minimum A&S Standards ........................................ 1
Ref: Informational Letter 186A
C. Medicare Supplement Insurance ....................................... 2
Ref: 33-6-11(a), 33-16-3(d), 33-28-5(b); Rule 114-17, 24
D. Health Maintenance Organization Act .................... 1
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1. Definitions
2. Deceptive practice
E. Corporations ................................................................. 1
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1. Hospital service corporations
2. Medical service corporations
3. Dental service corporations
4. Health service corporations
F. Coverage for Newborn Children .................................... 1
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G. Long-Term Care ............................................................ 1-2
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H. Small Employer Group .................................................. 0-1
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PROPERTY—GENERAL KNOWLEDGE CONTENT OUTLINE
Product Knowledge, Terms, and Concepts
(50 scoreable questions plus 5 pretest questions)

I. TYPES OF POLICIES .......................................................... 22
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
5. Cyber First-Party Coverage
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 .......... 15
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 .......... 13
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)
U. Territory

PROPERTY—WEST VIRGINIA SPECIFIC CONTENT OUTLINE

State Laws and Rules

(30 scoreable questions plus 5 pretest questions)

I. WEST VIRGINIA LAWS AND RULES PERTINENT TO PROPERTY INSURANCE

Ref: All statutory references are taken from §114-25 and Section 33-12B of the West Virginia Code of State Rules, which are available at www.wvinsurance.gov/Legal-Authority.

A. Insurance Commissioner

1. Broad powers
   Ref: 33-2-1, 33-2-3, 33-2-4, 33-12-6
2. Examination of records
   Ref: 33-2-4, 33-2-9
3. Notice and Conduct of hearing
   Ref: 33-2-12, 33-2-13
4. Penalties
   Ref: 33-2-9, 33-2-11, 33-11-6, 33-11-8, 33-12-24, 33-44-7

B. Definitions, Restrictions, and Responsibilities

1. Licensed and unlicensed companies
   Ref: 33-3-1, 33-12C-3, 33-44-3
2. Domestic, foreign, alien, nonadmitted and unauthorized companies
   Ref: 33-1-6, 33-1-7, 33-1-8, 33-12C-3, 33-44-3
3. Stock and mutual companies
   Ref: 33-1-18, 33-1-19
4. Selling, soliciting, and negotiating insurance
   Ref: 33-3-1, 33-12-2, 33-12-21
5. Producer
   Ref: 33-1-12, 33-12-23
6. Surplus lines /Nonadmitted Insurance Act
   Ref: 33-12C
7. Valued policy law
   Ref: 33-17-9
8. Comparative negligence
   Ref: 55-7-13a through 13d

C. Licensing

1. Purpose/Requirements
   Ref: 33-12-2, 33-12-6
2. Qualifications
   a. Producer
      Ref: 33-12-6
   b. Nonresident licensing
      Ref: 33-12-12
   c. Company requirements
      Ref: 33-12-3(d)
   d. Fingerprinting
      Ref: 33-12-37; Title 114-2A-7
3. Termination of license
   a. Expiration
      Ref: 33-12-17
   b. Revocation and suspension
      Ref: 33-12-24
   c. Nonrenewal
      Ref: 33-12-24
4. Limitation of license
   Ref: 33-12-6(a)(7), 33-12-18, 33-12-19, 33-44-4(b)
5. Appointment
   Ref: 33-12-3(d), 33-12-18(a)
6. Educational requirements
   a. Continuing education
      Ref: 33-12-8; Rule 114-42-1, 2, 3, 4, 7
   7. Mandatory reporting requirements
      a. Criminal prosecution and administrative action
         Ref: 33-12-34
      b. Fraud
         Ref: 33-41-5, 114-71-3; Informational Letter 206

D. Unfair Trade Practices

1. Unfair claims methods and practices
   Ref: 33-11-4(9); Rule 114-14-5, 6
2. Excessive charges
   Ref: Information Letter No. 6
3. Rebating
   Ref: 33-11-4(8), Rule 114-70
4. Coercion
   Ref: 33-11-4(4), 33-11-5
5. Misrepresentation
   Ref: 33-11-4(1)
6. Defamation
   Ref: 33-11-4(3)
7. Advertising
   Ref: 33-11-4(2)
8. Unfair discrimination
   Ref: 33-11-4(7)
9. Penalties
   Ref: 33-11-6, 33-11-8

E. Insurable Interest in Property

Ref: 33-6-3

F. Binders

Ref: 33-6-18

G. Approval of Rates and Forms

Ref: 33-6-8, 33-17-8, 33-20-4

H. Compensation of Licensees

1. Payment of commissions
   Ref: 33-12-23, 33-12-27; 114-2-1 et. seq.

I. West Virginia Essential Insurance Coverage Act (FAIR) Plan

Ref: 33-20A-1 through 33-20A-3; Series 21: Sec. 8, 9, 11, 13, 14

J. Mine Subsidence

Ref: 33-30-3, 33-30-4, 33-30-6, 33-30-7, 33-30-10

K. Homeowner's Insurance

1. Declination, termination, and disclosure
   Ref: 33-17a

L. West Virginia Insurance Guaranty Association

Ref: 33-26-1 to 33-26-19; 114-20-4

M. Risk Retention Act of West Virginia

Ref: 33-32-1, 33-32-2, 33-32-21
CASUALTY—GENERAL KNOWLEDGE CONTENT OUTLINE

Product Knowledge, Terms, and Concepts

(50 scoreable questions plus 5 pretest questions)

I. TYPES OF POLICIES, BONDS, AND RELATED TERMS ........................................................... 23
   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 (Occurrence, Claims made including Retroactive Date)
         b. Coverage B: Personal Injury and Advertising Injury
         c. Coverage C: Medical Payments
         d. Supplemental Payments
         e. Who is an insured
         f. First named insured
         g. Limits (Per occurrence, Annual Aggregate)
         h. 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. Auto Dealers Coverage Form, including Garagekeepers Insurance
      9. Exclusions
      10. Individual Named Insured and Drive Other Car (DOC)
      11. Mobile equipment
   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, funds transfer
      6. Liquor liability
   G. Umbrella/Excess Liability
   H. Business Owners Policy (BOP)

II. INSURANCE TERMS AND RELATED CONCEPTS........... 15
   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..................................................... 12
   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. Other insurance
L. Subrogation
M. Loss settlement provisions including consent to settle a loss
N. Terrorism Risk Insurance Act (TRIA)

CASUALTY—WEST VIRGINIA SPECIFIC CONTENT OUTLINE
State Laws and Rules

(30 scoreable questions plus 5 pretest questions)

I. WEST VIRGINIA LAWS AND RULES PERTINENT TO CASUALTY INSURANCE ............................................. 30
Ref: All statutory references are taken from §114-25 and Section 33-12B of the West Virginia Code of State Rules, which are available at www.wvinsurance.gov/Legal-Authority.

A. Insurance Commissioner Act ......................... 2
  1. Broad powers
     Ref: 33-2-1, 33-2-3, 33-2-4, 33-12-6
  2. Examination of records
     Ref: 33-2-4, 33-2-9
  3. Notice and Conduct of hearing
     Ref: 33-2-12, 33-2-13
  4. Penalties
     Ref: 33-2-9, 33-2-11, 33-11-6, 33-11-8, 33-12-24, 33-44-7

B. Definitions, Restrictions, and Responsibilities ............................................... 7
  1. Licensed and unlicensed companies
     Ref: 33-3-1, 33-12C-3, 33-44-3
  2. Domestic, foreign, alien, nonadmitted and unauthorized companies
     Ref: 33-1-6, 33-1-7, 33-1-8, 33-12C-3, 33-44-3
  3. Stock and mutual companies
     Ref: 33-1-18, 33-1-19
  4. Selling, soliciting, and negotiating insurance
     Ref: 33-3-1, 33-12-2, 33-12-21
  5. Producer
     Ref: 33-1-12, 33-12-23
  6. Surplus lines / Nonadmitted Insurance Act
     Ref: 33-12C
  7. Valued policy law
     Ref: 33-17-9
  8. Comparative negligence
     Ref: 55-7-13a through 13d

C. Licensing ............................................................. 6
  1. Purpose/Requirements
     Ref: 33-12-2, 33-12-6
  2. Qualifications
     a. Producer
        Ref: 33-12-6
     b. Nonresident licensing
        Ref: 33-12-12
     c. Company requirements
        Ref: 33-12-3(d)
     d. Fingerprinting
        Ref: 33-12-37; Title 114-2A-7
  3. Termination of license

D. Unfair Trade Practices .......................................... 6
  1. Unfair claims methods and practices
     Ref: 33-11-4(9); Rule 114-14-5, 6
  2. Excessive charges
     Ref: Information Letter No. 6
  3. Rebating
     Ref: 33-11-4(8), Rule 114-70
  4. Coercion
     Ref: 33-11-4(4), 33-11-5
  5. Misrepresentation
     Ref: 33-11-4(1)
  6. Defamation
     Ref: 33-11-4(3)
  7. Advertising
     Ref: 33-11-4(2)
  8. Unfair discrimination
     Ref: 33-11-4(7)
  9. Penalties
     Ref: 33-11-6, 33-11-8

E. Binders ............................................................ 0-1
Ref: 33-6-18

F. Approval of Rates and Forms ................................ 0-1
Ref: 33-6-8, 33-17-8, 33-20-4

G. Compensation of Licensees .............................. 0-1
  1. Payment of commissions

H. Automobile Insurance......................................... 5
  1. Provisions
     Ref: 33-6-31
     a. Coverage
     b. Uninsured motorists
        Ref: 17D-4-2
     c. Underinsured motorists
  2. Financial responsibility and required minimum liability limits
     Ref: Ch. 17A-3-3 and 17D Motor Vehicle laws
  3. Renewal, nonrenewal, and cancellation
     Ref: 33-6A-1 through 33-6A-4; 17D
  4. West Virginia Automobile Insurance Plan
     (Assigned Risk)
     Ref: Auto manual

I. Malpractice Policies ......................................... 0-1
Ref: 33-20C
PROPERTY & CASUALTY CONTENT OUTLINE—PROPERTY GENERAL KNOWLEDGE
Product Knowledge, Terms, and Concepts

(50 scoreable questions plus 5 pretest questions)

I. TYPES OF POLICIES .......................................................... 22

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

W. Dwelling policies
   1. DP-1
   2. DP-2
   3. DP-3

X. 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
   5. Cyber First-Party Coverage

Y. Inland marine
   1. Personal Articles floaters
   2. Commercial Property floaters

Z. National Flood Insurance Program
AA. Others
   1. Earthquake
   2. Mobile Homes
   3. Watercraft
   4. Farm Owners
   5. Windstorm

II. INSURANCE TERMS AND RELATED CONCEPTS ........... 15

A. Insurance
   1. Law of Large Numbers

B. Insurable interest
   1. Pure vs. Speculative Risk

C. Risk
   1. Moral
   2. Morale
   3. Physical

D. Hazard
   1. Premises and Operations
   2. Products and Completed Operations

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 .............. 13

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 Billey)
S. Policy Application
T. Terrorism Risk Insurance Act (TRIA)
U. Territory
West Virginia Insurance Supplement – Examination Content Outlines

II. INSURANCE TERMS AND RELATED CONCEPTS ........ 15

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 ..................................................... 12

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. Other insurance
  L. Subrogation
M. Loss settlement provisions including consent to settle a loss
N. Terrorism Risk Insurance Act (TRIA)
S11

PROPERTY & CASUALTY
WEST VIRGINIA SPECIFIC CONTENT OUTLINE
State Laws and Rules

(40 scoreable questions plus 8 pretest questions)

I. WEST VIRGINIA LAWS AND RULES PERTINENT TO PROPERTY AND CASUALTY INSURANCE ............. 40
Ref: All statutory references are taken from §114-25 and Section 33-12B of the West Virginia Code of State Rules, which are available at www.wvinsurance.gov/Legal-Authority.

A. Insurance Commissioner ........................................ 2
  1. Broad powers
    Ref: 33-2-1, 33-2-3, 33-2-4, 33-12-6, 9
  2. Examination of records
    Ref: 33-2-4, 33-2-9
  3. Notice and Conduct of hearing
    Ref: 33-2-12, 33-2-13
  4. Penalties
    Ref: 33-2-9, 33-2-11, 33-11-6, 33-11-8, 33-12-24, 33-44-7

B. Definitions, Restrictions, and Responsibilities .................................. 7
  1. Licensed and unlicensed companies
    Ref: 33-3-1, 33-12C-3, 33-44-3
  2. Domestic, foreign, alien, nonadmitted and unauthorized companies
    Ref: 33-1-6, 33-1-7, 33-1-8, 33-12C-3, 33-44-3
  3. Stock and mutual companies
    Ref: 33-1-18, 33-1-19
  4. Selling, soliciting, and negotiating insurance
    Ref: 33-3-1, 33-12-2, 33-12-21
  5. Producer
    Ref: 33-1-12, 33-12-23
  6. Surplus lines / Nonadmitted Insurance Act
    Ref: 33-12C
  7. Valued policy law
    Ref: 33-17-9
  8. Comparative negligence
    Ref: 55-7-13a through 13d

C. Licensing .............................................................. 6
  1. Purpose/Requirements
    Ref: 33-12-2, 33-12-6
  2. Qualifications
    a. Producer
      Ref: 33-12-6
    b. Nonresident licensing
      Ref: 33-12-12
    c. Company requirements
      Ref: 33-12-3(d)
    d. Fingerprinting
      Ref: 33-12-37; Title 114-2A-7
  3. Termination of license
    a. Expiration
      Ref: 33-12-17
    b. Revocation and suspension
      Ref: 33-12-24
    c. Nonrenewal
      Ref: 33-12-24
  4. Limitation of license
    Ref: 33-12-6(a)(7), 33-12-18, 33-12-19, 33-44-4(b)
  5. Appointment
    Ref: 33-12-3(d), 33-12-18(a)
  6. Educational requirements
    a. Continuing education
      Ref: 33-12-8; Rule.114-42-1, 2, 3, 4, 7
  7. Mandatory reporting requirements
    a. Criminal prosecution and administrative action
      Ref: 33-12-34
    b. Fraud
      Ref: 33-41-5, 114-71-3; Informational Letter 206

D. Unfair Trade Practices ........................................... 6
  1. Unfair claims methods and practices
    Ref: 33-11-4(9); Rule 114-14-5, 6
  2. Excessive charges
    Ref: Information Letter No. 6
  3. Rebating
    Ref: 33-11-4(8), Rule 114-70
  4. Coercion
    Ref: 33-11-4(4), 33-11-5
  5. Misrepresentation
    Ref: 33-11-4(1)
  6. Defamation
    Ref: 33-11-4(3)
  7. Advertising
    Ref: 33-11-4(2)
  8. Unfair discrimination
    Ref: 33-11-4(7)
  9. Penalties
    Ref: 33-11-6, 33-11-8

E. Insurable Interest in Property ............................... 1
    Ref: 33-6-3

F. Binders ................................................................. 1
    Ref: 33-6-18

G. Approval of Rates and Forms ................................ 1
    Ref: 33-6-8, 33-17-8, 33-20-4

H. Compensation of Licensees .................................... 2
  1. Payment of commissions
    Ref: 33-12-23, 33-12-27, 114-2-1 et. seq

I. West Virginia Essential Insurance Coverage Act (FAIR) Plan ................................................. 1
    Ref: 33-20A-1 through 33-20A-3; Series 21: Sec. 8, 9, 11, 13, 14

J. Automobile Insurance ........................................... 8
  1. Provisions
    Ref: 33-6-31
    a. Coverage
    b. Uninsured motorists
      Ref: 17D-4-2
    c. Underinsured motorists
      Ref: Ch. 17A-3-3 and 17D Motor Vehicle laws
  2. Financial responsibility and required minimum liability limits
    Ref: Ch. 17A-3-3 and 17D Motor Vehicle laws
  3. Renewal, nonrenewal, and cancellation
    Ref: 33-6A-1 through 33-6A-4; 17D
  4. West Virginia Automobile Insurance Plan
     (Assigned Risk)
     Ref: Auto manual

K. West Virginia Insurance Guaranty Association...1
    Ref: 33-26-1 to 33-26-19
L. Mine Subsidence ................................................... 1
   Ref: 33-30-3, 33-30-4, 33-30-6, 33-30-7, 33-30-10
M. Malpractice Policies .............................................. 1
   Ref: 33-20C
N. Risk Retention Act of West Virginia ..................... 0-1
   Ref: 33-32-1, 33-32-2, 33-32-21
O. Homeowner’s Insurance ....................................... 1
   1. Declination, termination, and disclosure
   Ref: 33-17a
P. Workers’ Compensation ........................................ 0-1
   Ref: 23-2-1(a), 23-2-1(b), 23-2-1(i), 33-1-10(c)(14)

PERSONAL LINES—GENERAL KNOWLEDGE
CONTENT OUTLINE
Product Knowledge, Terms, and Concepts

(75 scoreable questions plus 5 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

West Virginia Insurance Supplement – Examination Content Outlines
Effective Date: May 1, 2022
S12
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 Billey)
R. Policy Application
S. Terrorism Risk Insurance Act (TRIA)
T. Cancellation and nonrenewal provisions
U. Supplementary payments
V. Loss settlement provisions including consent to settle a loss
W. Territory

PERSONAL LINES—WEST VIRGINIA SPECIFIC CONTENT OUTLINE
State Laws and Rules
(38 scoreable questions)

I. WEST VIRGINIA LAWS AND RULES PERTINENT TO PERSONAL LINES INSURANCE ....................... 38
Ref: All statutory references are taken from §114-25 and Section 33-12B of the West Virginia Code of State Rules, which are available at www.wvinsurance.gov/Legal-Authority.
A. Insurance Commissioner................................. 2
1. Broad powers
   Ref: 33-2-1, 33-2-3, 33-2-4, 33-12-6
2. Examination of records
   Ref: 33-2-4, 33-2-9
3. Notice and conduct of hearing
   Ref: 33-2-12, 33-2-13
4. Penalties
   Ref: 33-2-9, 33-2-11, 33-3-11, 33-11-6, 33-11-8, 33-12-24, 33-44-7
B. Definitions, Restrictions, and Responsibilities...7
1. Licensed and unlicensed companies
   Ref: 33-3-1, 33-12C-3, 33-44-3
2. Domestic, foreign, alien, nonadmitted, and unauthorized companies
   Ref: 33-1-6, 33-1-7, 33-1-8, 33-12C-3, 33-44-3
3. Stock and mutual companies
   Ref: 33-1-18, 33-1-19
4. Selling, soliciting, and negotiating insurance
   Ref: 33-3-1, 33-12-2, 33-12-21
5. Producer
   Ref: 33-1-12, 33-12-23
6. Surplus lines / Nonadmitted Insurance Act
   Ref: 33-12C
7. Valued policy law
   Ref: 33-17-9
8. Comparative negligence
   Ref: 55-7-13a through 13d
C. Licensing ..................................................... 6
   1. Purpose/Requirements
      Ref: 33-12-2, 33-12-6
   2. Qualifications
      a. Producer
         Ref: 33-12-6
      b. Nonresident licensing
         Ref: 33-12-12
      c. Company requirements
         Ref: 33-3-14(d)
      d. Fingerprinting
         Ref: 33-12-37; Title 114-2A-7
   3. Termination of license
      a. Expiration
         Ref: 33-12-17
      b. Revocation and suspension
         Ref: 33-12-24
      c. Nonrenewal
         Ref: 33-12-24
   4. Limitation of license
      Ref: 33-12-6(a)(7), 33-12-18, 33-12-19, 33-44-4(b)
   5. Appointment
      Ref: 33-12-3(d), 33-12-18(a)
   6. Educational requirements
      a. Continuing education
         Ref: 33-12-8; Rule 114-42-1, 2, 3, 4, 7
      b. Mandatory reporting requirements
         Ref: 33-12-34
   7. Misrepresentation
      Ref: 33-11-4(1)
   8. Defamation
      Ref: 33-11-4(3)
   9. Advertising
      Ref: 33-11-4(2)
   10. Unfair discrimination
      Ref: 33-11-4(7)
   11. Penalties
      Ref: 33-11-5, 33-11-6, 33-11-8
   12. Undefined acts
      Ref: 33-11-7
E. Insurable Interest in Property............................. 1
Ref: 33-6-3
F. Binders ................................................... 1
Ref: 33-6-18
G. Approval of Rates and Forms ......................... 1
Ref: 33-6-8, 33-17-8, 33-20-4
H. Compensation of Licensees............................. 2
   1. Payment of commissions
      Ref: 33-12-23, 33-12-27
I. West Virginia Essential Insurance Coverage Act (FAIR) Plan
Ref: 33-20A-1 through 33-20A-3; Series 21: Sec. 8, 9, 11, 13, 14

J. Automobile Insurance
1. Provisions
Ref: 33-6-31
a. Coverage
b. Uninsured motorists
Ref: 17D-4-2
c. Underinsured motorists
2. Financial responsibility and required minimum liability limits
Ref: Ch. 17A-3-3 and 17D Motor Vehicle laws
3. Renewal, nonrenewal, and cancellation
Ref: 33-6A-1 through 33-6A-4; 17D
4. West Virginia Automobile Insurance Plan (Assigned Risk)
Ref: Auto manual

K. West Virginia Property and Casualty Insurance Guaranty Association
Ref: 33-26A-2 through 33-26A-8

L. Mine Subsidence
Ref: 33-30-3, 33-30-4, 33-30-6, 33-30-7, 33-30-10

M. Homeowner's Insurance
1. Declination, termination, and disclosure
Ref: 33-17a

ADJUSTER—WEST VIRGINIA SPECIFIC CONTENT OUTLINE

(75 scoreable questions plus 5 pretest questions)

I. WEST VIRGINIA LAWS AND RULES PERTINENT TO ADJUSTERS
Ref: All statutory references are taken from §114-25 and Section 33-12B of the West Virginia Code of State Rules, which are available at www.wvinsurance.gov/Legal-Authority

A. Claims Practice Rules
1. State licensing and regulation of adjusters
Ref: 33-12B(1); Rule 114-25-2.10, 3, 7, 9
2. Unfair claim settlement practices
Ref: 33-11-4(9); Rule 114-14-1 through 10
3. Insurable interest in property
Ref: 33-6-3
4. Binders
Ref: 33-6-18
5. West Virginia Property and Casualty Insurance Guaranty Association
Ref: 33-26-10 through 33-26-19
6. Mandatory reporting requirements
a. Criminal prosecution and administrative action
Ref: 33-12-34
b. Fraud
Ref: 33-41-5, 114-71-3; Informational Letter 206

B. Property Adjusting
1. Valued policy law
Ref: 33-17-9
2. Cooperation with fire marshal in fire loss investigation

C. Automobile Adjusting
Ref: 33-6-31; 17D-4-2 (Motor Vehicle Safety Responsibility Law)
2. Guest passenger law
Ref: 33-6-29
3. Standards for settling auto claims
Ref: 33-6-33; Rule 114-14-7; 33-6F-2

D. Comparative negligence doctrine
Ref: 55-7-13a through 13d

E. Workers' Compensation
1. Benefits
Ref: 23-4-1d(a), 1e(a), 5, 6, 9, 10, 15, 18; Rules 85-1-5.1, 10.1, 10.2, 10.3, 10.5, 10.6, 10.7, 16
a. Indemnity
b. Medical
2. Administrative
Ref: 23-5-1(b)(1); Rules 85-1-7.2, 10.7, 16

II. COMMERCIAL LINES COVERAGE
Ref: Standard insurance textbooks and policies

A. Commercial Property Forms

B. Commercial General Liability Policy

C. Businessowners Policy

D. Commercial Auto Forms

E. Commercial Crime Forms

F. Surety Bonds

III. PERSONAL LINES COVERAGE
Ref: Standard insurance textbooks and policies

A. Dwelling Forms/Standard Fire Policy

B. Homeowner's Forms

C. Personal Property Floaters

D. Personal Excess Liability Coverage

E. Personal Auto Policy

F. Mobile Home Coverage

IV. MISCELLANEOUS COVERAGE
Ref: Standard insurance textbooks and policies

A. Watercraft Coverage

B. Flood Insurance

V. INSURANCE TERMS AND CONCEPTS
Ref: Standard insurance textbooks and policies

A. Abandonment

B. Accident

C. Actual Cash Value

D. Appraisal Clause

E. Arbitration / Mediation

F. Co-insurance

G. Concealment

H. Deductible
I. Depreciation
J. Direct Loss
K. Fraud
L. Hazard
M. Indemnity
N. Indirect Loss
O. Liability
P. Loss of Use
Q. Market Value
R. Misrepresentation
S. Mortgagee Rights
T. Named Perils Coverage
U. Negligence
V. Occurrence
W. Open Perils (all-risk) Coverage
X. Other Insurance Provision
Y. Overinsurance
Z. Pair and Set Clause
AA. Peril
BB. Proximate Cause
CC. Replacement Cost
DD. Representations
EE. Subrogation
FF. Warranties
GG. Surplus Lines

PUBLIC ADJUSTER
WEST VIRGINIA SPECIFIC CONTENT OUTLINE
State Laws and Rules
(45 scoreable questions)

I. WEST VIRGINIA LAWS AND RULES PERTINENT TO PUBLIC ADJUSTERS.......................... 30
Ref: All statutory references are taken from §114-25 and Section 33-12B of the West Virginia Code of State Rules, which are available at www.wvinsurance.gov/Legal-Authority.
A. Public Adjusters
1. License requirements
   a. Administrative actions
   b. Definition of public adjuster
      Ref: §114-25-2.10, §114-25-11.6.a.2, §114-25-11.6.g, 33-12B-1, 33-12B-3, 33-12B-4
c. Hearings
   Ref: 33-12B-14
d. Penalties
   Ref: 33-12B-14
2. Standards of Conduct
   Ref: §114-25-10, §114-25-2.10, §114-25-10.2h, §114-25-14
3. Compensation
   a. Disclosure
      Ref: §114-25-10.1.h
   b. Obligation
      Ref: §114-25-11
c. Ownership
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II. INSURANCE TERMS AND CONCEPTS .................... 15
Ref: Standard insurance textbooks and policies
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H. Deductible
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S. Mortgagee Rights
T. Named Perils Coverage
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VIATICAL SETTLEMENT BROKER
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(35 scoreable questions)

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Ref: All statutory references are taken from §114-25 and Section 33-12B of the West Virginia Code of State Rules, which are available at www.wvinsurance.gov/Legal-Authority.

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B. Licensing and Renewal Requirements
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C. Reporting Requirements
Ref: §33-13C-6; Rule §114-80-6

D. Disclosures
Ref: §33-13C-5, §33-13C-8; Rule §114-80-10

E. Contracts and Payments of Proceeds
Ref: Rule §114-80-8

F. Examination or Investigation
Ref: §33-13C-7

G. Standards for Evaluation of Reasonable Payments to Terminally or Chronically Ill Insureds
Ref: Rule §114-80-5

H. General Rules
Ref: §33-13C-10; Rule §114-80-7

I. Prohibited Practices
Ref: §33-13C-11, §33-13C-12; Rule §114-80-118

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L. Criminal Penalties
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D. Surplus Lines Insurance

E. Withdrawal of Eligibility As A Surplus Lines Insurer
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1. Criminal prosecution and administrative action
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A. Standard policy concepts
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II. WEST VIRGINIA LAWS AND RULES PERTINENT TO ADJUSTERS
Ref: All statutory references are taken from §114-25 and Section 33-12B of the West Virginia Code of State Rules

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Ref: 33-12B (1); Rule 114-25; Session 2020 House Bill 4502

2. Compromise and settlement
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G. Settlements/awards
Ref: 23-5-7, 85-12-1.

V. INSURANCE TERMS AND CONCEPTS
Ref: Standard insurance textbooks and policies
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