

**LIFE
CONTENT OUTLINE**
Life—General Section;
Life—State Section

**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: 26-1-102, 26-9-224 and 225*
- c. Consultant
Ref: 26-9-220, Reg. Ch. 18, 26-9-231
- d. Limited lines
Ref: 26-9-202
- e. Surplus lines broker
Ref: 26-9-208, 26-11-103, 26-11-112
- f. Nonresident
Ref: 26-9-208, 215, 230
- g. Temporary license
Ref: 26-9-210
- 2. Agent appointment/termination of contract
Ref: 26-9-213 and 214
- 3. Obtaining a license
 - a. Qualifications
Ref: 26-9-206, Reg. Ch. 18
 - b. Exemptions/exceptions
Ref: 26-9-204, 26-9-209
 - c. License denial
Ref: 26-9-211
- 4. Maintaining a license
 - a. Continuing education
Ref: 26-9-231, Reg. Ch. 20
 - b. Change of address
Ref: 26-9-207, 26-9-228
 - c. Fees/renewal/reinstatement
Ref: 26-9-207; 26-4-101
 - d. License expiration/termination
Ref: 26-9-207, 26-9-232
 - e. Suspension or revocation of licenses
Ref: 26-9-211
 - f. Reporting of actions
Ref: 26-9-216
 - g. Penalties
Ref: 26-1-107

**WY Life Producer–WYOMING SPECIFIC
CONTENT OUTLINE
State Statutes, Rules, and Regulations
(35 scoreable questions plus 5 pretest questions)**

- I. WYOMING STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, ACCIDENT AND HEALTH, PROPERTY, AND CASUALTY INSURANCE.....15**
- A. Insurance Commissioner**
 - 1. Appointment
Ref: 26-2-102
 - 2. General powers and duties
Ref: 26-2-109 and 110
 - 3. Examinations
Ref: 26-2-116 and 117
 - 4. Orders and hearings
Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130
 - 5. Penalties
Ref: 26-1-107, 26-2-112, 26-9-211
 - B. Definitions**
Ref: 26-1-102; 26-3-101, 26-3-105, 26-29-201, 210
 - 1. Domestic company
 - 2. Foreign company
 - 3. Alien company
 - 4. Stock and mutual companies and reciprocals
 - 5. Reciprocal
 - 6. Fraternal benefit society
 - 7. Certificate of authority
 - C. Licensing**
 - 1. Persons required to be licensed
 - a. Producer/business entity
Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233
 - b. Producer acting as broker

- D. Producer responsibilities**
Ref: Reg. Chapter 62
 - 1. Fiduciary capacity
Ref: 26-9-229, Reg. Ch. 46
 - a. Premium accountability
 - b. Separate account requirements
 - 2. Commissions and compensation
Ref: 26-9-212
 - 3. Place of business of licensees/display of licenses/records
Ref: 26-9-228
 - 4. Agency vs. individual licensee
 - 5. Military sales practices
Ref: Chapter 60
- E. Unfair trade practices**
 - 1. Boycott, coercion, intimidation
Ref: 26-13-108
 - 2. Controlled business
Ref: 26-9-226
 - 3. Defamation
Ref: 26-13-107
 - 4. False advertising
Ref: 26-13-103
 - 5. False financial statements

Ref: 26-13-106

- 6. Fraud
Ref: 26-13-201 and 202
- 7. Misrepresentation
Ref: 26-13-103
- 8. Rebates/illegal inducements
Ref: 26-13-110, 112
- 9. Unfair discrimination
Ref: 26-13-109, 112(c)
- 10. Twisting (Life and AH only)
Ref: 26-13-105
- 11. Unfair claims settlement practices
Ref: 26-13-124

F. Wyoming Insurance Guaranty Association

Ref: 26-31-103, 26-31-106; 26-42-116(a);
Reg. Ch. 43

G. Consumer privacy regulation

Ref: Reg. Ch. 54

II. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO LIFE INSURANCE ONLY20

A. Policy replacement

Ref: Reg. Ch. 12

- 1. Purpose
- 2. Definitions
- 3. Exemptions
- 4. Duties of agent and broker
- 5. Duties of replacing insurer

B. Individual life and annuity contracts

Ref: 26-15-122; 26-16-101 through 120

- 1. Standard provisions
 - a. Assignment
 - b. Grace period
 - c. Incontestability
 - d. Misstatement of age
 - e. Policy loan
 - (1) Interest rates
 - f. Reinstatement
 - g. Prohibited provisions
- 2. Policy settlement

Ref: 26-16-112

C. Group Life

- 1. Standard provisions/required provisions

Ref: 26-17-101 through 130

- 2. Conversion rights
Ref: 26-17-119
- 3. Types of groups/eligible groups
Ref: 26-17-102

- 4. Dependent coverage

Ref: 26-17-108

- 5. Assignment

Ref: 26-17-126

D. Variable products

Ref: 26-9-207; Reg. Ch. 67

- 1. Separate accounts
- 2. Variable contracts
- 3. Reinstatement
- 4. Required reports (8)
- 5. Producer licensing requirements

E. Credit Life

Ref: 26-21-101 through 114, Reg. Ch. 52

ACCIDENT, HEALTH, SICKNESS, & DISABILITY CONTENT OUTLINE

Accident & Health—General Section;
Accident & Health, Sickness, & Disability—State Section

ACCIDENT & HEALTH—GENERAL KNOWLEDGE CONTENT OUTLINE

Product Knowledge, Terms, and Concepts
(50 scoreable questions plus 10 pretest questions)

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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)

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 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

D. Rights of renewability

1. Noncancelable
2. Cancelable
3. Guaranteed renewable

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
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**WY Accident and Health or Sickness Producer -
WYOMING SPECIFIC
CONTENT OUTLINE
State Statutes, Rules, and Regulations**
(35 scoreable questions plus 5 pretest questions)

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3. Examinations
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4. Orders and hearings
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5. Penalties
Ref: 26-1-107, 26-2-112, 26-9-211

B. Definitions

- Ref: 26-1-102; 26-3-101, 26-3-105, 26-29-201, 210*
1. Domestic company
 2. Foreign company
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 4. Stock and mutual companies and reciprocals
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 6. Fraternal benefit society
 7. Certificate of authority

C. Licensing

1. Persons required to be licensed
 - a. Producer/business entity
Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233
 - b. Producer acting as broker
Ref: 26-1-102, 26-9-224 and 225
 - c. Consultant
Ref: 26-9-220, Reg. Ch. 18, 26-9-231
 - d. Limited lines
Ref: 26-9-202
 - e. Surplus lines broker
Ref: 26-9-208, 26-11-103, 26-11-112

- f. Nonresident
Ref: 26-9-208, 215, 230
- g. Temporary license
Ref: 26-9-210
- 2. Agent appointment/termination of contract
Ref: 26-9-213 and 214
- 3. Obtaining a license
 - a. Qualifications
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 - b. Exemptions/exceptions
Ref: 26-9-204, 26-9-209
 - c. License denial
Ref: 26-9-211
- 4. Maintaining a license
 - a. Continuing education
Ref: 26-9-231, Reg. Ch. 20
 - b. Change of address
Ref: 26-9-207, 26-9-228
 - c. Fees/renewal/reinstatement
Ref: 26-9-207; 26-4-101
 - d. License expiration/termination
Ref: 26-9-207, 26-9-232
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- D. Producer responsibilities**
 - 1. Fiduciary capacity
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*Ref: 26-31-103, 26-31-106; 26-42-116(a);
Reg. Ch. 43*

G. Consumer privacy regulation

Ref: Reg. Ch. 54

II. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO ACCIDENT AND HEALTH INSURANCE ONLY 20

A. Policy clauses and provisions (Individual and Group)

- 1. General requirements for policies
Ref: 26-18-103
- 2. Required and optional coverages
 - a. Dependent children
Ref: 26-22-401, 26-18-103(a)(iii)
 - b. Diabetes
Ref: 26-20-201
 - c. Grace period
Ref: 26-18-107
 - d. Newborns and adopted children
Ref: 26-20-101 through 102
 - e. Non-custodial parents
Ref: 26-15-135
 - f. Substance abuse treatment
Ref Reg Ch 37, Sec. 6
- 3. Benefit standards
- 4. Prohibited provisions

B. Group health insurance

- 1. Eligible groups
Ref: 26-19-102
- 2. Continuation of coverage
Ref: 26-19-113
- 3. Conversion
Ref: 26-19-113(a)(viii)
- 4. Payable benefits
Ref: 26-19-109

C. Marketing methods and practices

- 1. Advertising
Ref: Reg. Ch. 21
 - a. Purpose
 - b. Definitions
 - c. Disclosure
 - d. Testimonials and endorsement

D. Medicare supplement Insurance

- 1. Advertising
Ref: Reg. Ch. 21, Sec. 7
- 2. Marketing standards
Ref: Reg. Ch. 35, Sec. 19
- 3. Disclosure
Ref: Reg. Ch. 35, Sec. 17
- 4. Buyer's Guide
Ref: Reg. Ch. 35, Sec. 17(a) (vi) (A)
- 5. Outline of coverage
Ref: Reg. Ch. 35, Sec. 17(d)
- 6. Preexisting conditions
Ref: Reg. Ch. 35, Sec. 8(a)(i)

7. Free look
Ref: Reg. Ch. 35, Sec. 17(a)(v)

8. Replacement/replacement forms
Ref: Reg. Ch. 35, Sec. 18 and 22

E. Long-term care policies

1. Outline of coverage
Ref: 26-38-105(k); Reg. Ch. 37, Sec. 19

2. Buyer's Guide
Ref: Reg. Ch. 37, Sec. 20

3. Free look
Ref: 26-38-105(j)

4. Replacement
Ref: Reg. Ch. 37, Sec. 11

5. Policy standards
Ref: 26-38-105

6. Protection against unintentional lapse
Ref: 26-38-108

7. Preexisting conditions
Ref: 26-38-105(c-f)

8. Nonforfeiture benefits
Ref: 26-38-109

9. Required provisions
a. Marketing renewable
b. Mental/emotional disorders
c. Levels of care
d. Zero-day hospital
e. Preexisting conditions

10. Other provisions
a. Waiver of premium
b. Inflation adjustments
c. Spousal discount
d. Reinstatement of used benefits

11. Terminology
a. Skilled (primary) care
b. Home health care vs. home care
c. Alternate care
d. Case management
e. Activities of daily living (ADL) and cognitive impairment
f. Medically necessary or appropriate
g. Plan of care
h. Adult day care

F. Requirements for small employers

1. Definitions
Ref: 26-19-302(a)(xxii)

2. Benefit plans offered
Ref: 26-19-306

3. Availability of coverage
Ref: 26-19-306

4. Renewability
Ref: 26-19-305

5. Guaranteed issue
Ref: Reg. Ch. 49, Sec. 7

G. Wyoming Child Health Insurance Program

Ref: 35-25-101 through 108

H. Wyoming Health Insurance Pool

Ref: 26-43-103; Reg. Ch. 41, Sec. 3 and Appendix

I. Health Care Services and Health Maintenance Organizations (HMOs)

1. Definitions
Ref: 26-34-102

2. Information to enrollees
Ref: 26-34-111

3. Evidence of coverage
Ref: 26-34-109

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CONTENT OUTLINE**
Life—General Section;
Health—General Section;
Life & Health—State Section

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16. Relation of earnings to insurance

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4. Probationary period
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J. Workers Compensation

K. Subrogation

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 - b. Unilateral
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 - d. Aleatory

**WY Life and Accident and Health or Sickness
 Producer -
 WYOMING SPECIFIC
 CONTENT OUTLINE
 State Statutes, Rules, and Regulations
 (35 scoreable questions plus 5 pretest questions)**

I. WYOMING STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, ACCIDENT AND HEALTH, PROPERTY, AND CASUALTY INSURANCE..... 15

A. Insurance Commissioner

1. Appointment
Ref: 26-2-102
2. General powers and duties
Ref: 26-2-109 and 110
3. Examinations
Ref: 26-2-116 and 117
4. Orders and hearings
Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130
5. Penalties
Ref: 26-1-107, 26-2-112, 26-9-211

B. Definitions
Ref: 26-1-102; 26-3-101, 26-3-105, 26-29-201, 210

1. Domestic company
2. Foreign company
3. Alien company
4. Stock and mutual companies and reciprocals
5. Reciprocal
6. Fraternal benefit society
7. Certificate of authority

C. Licensing

1. Persons required to be licensed
 - a. Producer/business entity

- Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233*
- b. Producer acting as broker
Ref: 26-1-102, 26-9-224 and 225
- c. Consultant
Ref: 26-9-220, Reg. Ch. 18, 26-9-231
- d. Limited lines
Ref: 26-9-202
- e. Surplus lines broker
Ref: 26-9-208, 26-11-103, 26-11-112
- f. Nonresident
Ref: 26-9-208, 215, 230
- g. Temporary license
Ref: 26-9-210
- 2. Agent appointment/termination of contract
Ref: 26-9-213 and 214
- 3. Obtaining a license
 - a. Qualifications
Ref: 26-9-206, Reg. Ch. 18
 - b. Exemptions/exceptions
Ref: 26-9-204, 26-9-209
 - c. License denial
Ref: 26-9-211
- 4. Maintaining a license
 - a. Continuing education
Ref: 26-9-231, Reg. Ch. 20
 - b. Change of address
Ref: 26-9-207, 26-9-228
 - c. Fees/renewal/reinstatement
Ref: 26-9-207; 26-4-101
 - d. License expiration/termination
Ref: 26-9-207, 26-9-232
 - e. Suspension or revocation of licenses
Ref: 26-9-211
 - f. Reporting of actions
Ref: 26-9-216
 - g. Penalties
Ref: 26-1-107
- D. Producer responsibilities**
 - 1. Fiduciary capacity
Ref: 26-9-229, Reg. Ch. 46
 - a. Premium accountability
 - b. Separate account requirements
 - 2. Commissions and compensation
Ref: 26-9-212
 - 3. Place of business of licensees/display of licenses/records
Ref: 26-9-228
 - 4. Agency vs. individual licensee
- E. Unfair trade practices**
 - 1. Boycott, coercion, intimidation
Ref: 26-13-108
 - 2. Controlled business
Ref: 26-9-226
 - 3. Defamation
Ref: 26-13-107
 - 4. False advertising
Ref: 26-13-103
 - 5. False financial statements

- Ref: 26-13-106*
- 6. Fraud
Ref: 26-13-201 and 202
- 7. Misrepresentation
Ref: 26-13-103
- 8. Rebates/illegal inducements
Ref: 26-13-110, 112
- 9. Unfair discrimination
Ref: 26-13-109, 112(c)
- 10. Twisting (Life and AH only)
Ref: 26-13-105
- 11. Unfair claims settlement practices
Ref: 26-13-124
- F. Wyoming Insurance Guaranty Association**
Ref: 26-31-103, 26-31-106; 26-42-116(a); Reg. Ch. 43
- G. Consumer privacy regulation**
Ref: Reg. Ch. 54
- II. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO LIFE INSURANCE ONLY.....10**
 - A. POLICY REPLACEMENT**
Ref: Reg. Ch. 12
 - 1. Purpose
 - 2. Definitions
 - 3. Exemptions
 - 4. Duties of agent and broker
 - 5. Duties of replacing insurer
 - B. Individual life and annuity contracts**
Ref: 26-15-122; 26-16-101 through 120
 - 1. Standard provisions
 - a. Assignment
 - b. Grace period
 - c. Incontestability
 - d. Misstatement of age
 - e. Policy loan
 - (1) Interest rates
 - f. Reinstatement
 - g. Prohibited provisions
 - 2. Policy settlement
Ref: 26-16-112
 - C. Group Life**
 - 1. Standard provisions/required provisions
Ref: 26-17-101 through 130
 - 2. Conversion rights
Ref: 26-17-119
 - 3. Types of groups/eligible groups
Ref: 26-17-102
 - 4. Dependent coverage
Ref: 26-17-108
 - 5. Assignment
Ref: 26-17-126
 - D. Variable products**
Ref: 26-9-207; Reg. Ch. 67
 - 1. Separate accounts
 - 2. Variable contracts
 - 3. Reinstatement
 - 4. Required reports
 - 5. Producer licensing requirements

E. Credit Life

Ref: 26-21-101 through 114, Reg. Ch. 52

III. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO ACCIDENT AND HEALTH INSURANCE ONLY 10

A. Policy clauses and provisions (Individual and Group)

- 1. General requirements for policies
Ref: 26-18-103
- 2. Required and optional coverages
 - a. Dependent children
Ref: 26-22-401, 26-18-103(a)(iii)
 - b. Diabetes
Ref: 26-20-201
 - c. Grace period
Ref: 26-18-107
 - d. Newborns and adopted children
Ref: 26-20-101 through 102
 - e. Non-custodial parents
Ref: 26-15-135
 - f. Substance abuse treatment
Ref Reg Ch 37, Sec 6

B. Group health insurance

- 1. Eligible groups
Ref: 26-19-102
- 2. Continuation of coverage
Ref: 26-19-113
- 3. Conversion
Ref: 26-19-113(a)(viii)
- 4. Payable benefits
Ref: 26-19-109

C. Marketing methods and practices

- 1. Advertising
Ref: Reg. Ch. 21
 - a. Purpose
 - b. Definitions
 - c. Disclosure
 - d. Testimonials and endorsement

D. Medicare supplement Insurance

- 1. Advertising
Ref: Reg. Ch. 21, Sec. 7
- 2. Marketing standards
Ref: Reg. Ch. 35, Sec. 19
- 3. Disclosure
Ref: Reg. Ch. 35, Sec. 17
- 4. Buyer's Guide
Ref: Reg. Ch. 35, Sec. 17(a) (vi) (A)
- 5. Outline of Coverage
Ref: Reg. Ch. 35, Sec. 17(d)
- 6. Preexisting conditions
Ref: Reg. Ch. 35, Sec. 8(a)(i)
- 7. Free look
Ref: Reg. Ch. 35, Sec. 17(a)(v)
- 8. Replacement/replacement forms
Ref: Reg. Ch. 35, Sec. 18 and 22

E. Long-term care policies

- 1. Outline of coverage

Ref: 26-38-105(k); Reg. Ch. 37, Sec. 19

- 2. Buyer's Guide
Ref: Reg. Ch. 37, Sec. 20
- 3. Free look
Ref: 26-38-105(j)
- 4. Replacement
Ref: Reg. Ch. 37, Sec. 11
- 5. Policy standards
Ref: 26-38-105
- 6. Protection against unintentional lapse
Ref: 26-38-108
- 7. Preexisting conditions
Ref: 26-38-105(c-f)
- 8. Nonforfeiture benefits
Ref: 26-38-109
- 9. Required provisions
 - a. Marketing renewable
 - b. Mental/emotional disorders
 - c. Levels of care
 - d. Zero-day hospital
 - e. Preexisting conditions
- 10. Other provisions
 - a. Waiver of premium
 - b. Inflation adjustments
 - c. Spousal discount
 - d. Reinstatement of used benefits
- 11. Terminology
 - a. Skilled (primary) care
 - b. Home health care vs. home care
 - c. Alternate care
 - d. Case management
 - e. Activities of daily living (ADL) and cognitive impairment
 - f. Medically necessary or appropriate
 - g. Plan of care
 - h. Adult day care

F. Requirements for small employers

- 1. Definitions
Ref: 26-19-302(a)(xxii)
- 2. Benefit plans offered
Ref: 26-19-306
- 3. Availability of coverage
Ref: 26-19-306
- 4. Renewability
Ref: 26-19-305
- 5. Guaranteed issue
Ref: Reg. Ch. 49, Sec. 7

G. Wyoming Child Health Insurance program

Ref: 35-25-101 through 108

H. Wyoming Health Insurance Pool

Ref: 26-43-103; Reg. Ch. 41, Sec. 3 and Appendix

I. Health Care Services and Health Maintenance Organizations (HMOs)

- 1. Definitions
Ref: 26-34-102
- 2. Information to enrollees
Ref: 26-34-111
- 3. Evidence of coverage
Ref: 26-34-109

**CONSULTANT'S
LIFE, ACCIDENT, HEALTH, SICKNESS
& DISABILITY
CONTENT OUTLINE**
Life—General Section;
Health—General Section;
Consultant's Life & Health—State Section

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

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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

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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
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 - 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)

- 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 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
- D. Rights of renewability**
- 1. Noncancelable
 - 2. Cancelable
 - 3. Guaranteed renewable

**HEALTH-GENERAL KNOWLEDGE
CONTENT OUTLINE**
Product Knowledge, Terms, and Concepts
(50 scoreable questions plus 5 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)

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

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
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- Ref: 26-1-102, 26-9-224 and 225*
- c. Consultant
Ref: 26-9-220, Reg. Ch. 18, 26-9-231
- d. Limited lines
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Ref: 26-9-231, Reg. Ch. 20
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Ref: 26-9-207, 26-9-228
 - c. Fees/renewal
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 - e. Suspension or revocation of licenses
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Ref: 26-9-216
 - g. Penalties
Ref: 26-1-107
- D. Producer responsibilities**
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 - a. Premium accountability
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 - 2. Commissions and compensation
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 - 3. Place of business of licensees/display of licenses/records
Ref: 26-9-228
 - 4. Agency vs. individual licensee
Ref: Title 18 Chapter 17
- E. Unfair trade practices**
 - 1. Boycott, coercion, intimidation
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 - 2. Controlled business
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 - 3. Defamation
Ref: 26-13-107
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 - 5. False financial statements
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 - 6. Fraud

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8. Rebates/illegal inducements
Ref: 26-13-110, 112
9. Unfair discrimination
Ref: 26-13-109, 112(c)
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Ref: 26-13-105
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Ref: 26-13-124

F. Wyoming Insurance Guaranty Association

Ref: 26-31-103, 26-31-106; 26-42-116(a);
Reg. Ch. 43

G. Consumer privacy regulation

Ref: Reg. Ch. 54

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

A. Policy replacement

Ref: Reg. Ch. 12

1. Purpose
2. Definitions
3. Exemptions
4. Duties of agent and broker
5. Duties of replacing insurer

B. Individual life and annuity contracts

Ref: 26-15-122; 26-16-101 through 120

1. Standard provisions
 - a. Assignment
 - b. Grace period
 - c. Incontestability
 - d. Misstatement of age
 - e. Policy loan
 - (1) Interest rates
 - f. Reinstatement
 - g. Prohibited provisions
2. Policy settlement

Ref: 26-16-112

C. Group life

1. Standard provisions/required provisions
Ref: 26-17-101 through 130
2. Conversion rights
Ref: 26-17-119
3. Types of groups/eligible groups
Ref: 26-17-102
4. Dependent coverage
Ref: 26-17-108
5. Assignment
Ref: 26-17-126

D. Variable products

Ref: 26-9-207; Reg. Ch. 67

1. Separate accounts
2. Variable contracts
3. Reinstatement
4. Required reports
5. Producer licensing requirements

E. Credit life

Ref: 26-21-101 through 114, Reg. Ch. 52

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Ref: 26-15-135
 - f. Substance abuse treatment
Ref: Reg Ch 37, Sec 6
3. Benefit standards
4. Prohibited provisions

B. Group health insurance

1. Eligible groups
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2. Continuation of coverage
Ref: 26-19-113
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Ref: 26-19-113(a)(viii)
4. Payable benefits
Ref: 26-19-109

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 - b. Definitions
 - c. Disclosure
 - d. Testimonials and endorsement

D. Medicare supplement insurance

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Ref: Reg. Ch. 35, Sec. 19
3. Disclosure
Ref: Reg. Ch. 35, Sec. 17
4. Buyer's Guide
Ref: Reg. Ch. 35, Sec. 17(a) (vi) (A)
5. Outline of Coverage
Ref: Reg. Ch. 35, Sec. 17(d)
6. Preexisting conditions
Ref: Reg. Ch. 35, Sec. 8(a)(i)
7. Free look
Ref: Reg. Ch. 35, Sec. 17(a)(v)
8. Replacement/replacement forms
Ref: Reg. Ch. 35, Sec. 18 and 22

E. Long-term care policies

1. Outline of coverage
Ref: 26-38-105(k); Reg. Ch. 37, Sec. 19
2. Buyer's guide
Ref: Reg. Ch. 37, Sec. 20

- 3. Free look
Ref: 26-38-105(j)
 - 4. Replacement
Ref: Reg. Ch. 37, Sec. 11
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Ref: 26-38-105(c-f)
 - 8. Nonforfeiture benefits
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 - c. Levels of care
 - d. Zero-day hospital
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 - c. Alternate care
 - d. Case management
 - e. Activities of daily living (ADL) and cognitive impairment
 - f. Medically necessary or appropriate
 - g. Plan of care
 - h. Adult day care
- F. Requirements for small employers**
- 1. Definitions
Ref: 26-19-302(a)(xxii)
 - 2. Benefit plans offered
Ref: 26-19-306
 - 3. Availability of coverage
Ref: 26-19-306
 - 4. Renewability
Ref: 26-19-305
 - 5. Guaranteed issue
Ref: Reg. Ch. 49, Sec. 7
- G. Wyoming Child Health Insurance program**
Ref: 35-25-101 through 108
- H. Wyoming Health Insurance Pool**
Ref: 26-43-103; Reg. Ch. 41, Sec. 3 and Appendix
- I. Health Care Services and Health Maintenance Organizations (HMOs)**
- 1. Definitions
Ref: 26-34-102
 - 2. Information to enrollees
Ref: 26-34-111
 - 3. Evidence of coverage
Ref: 26-34-109

CONTENT OUTLINE
Property—General Section;
Property—State Section

PROPERTY—GENERAL KNOWLEDGE
CONTENT OUTLINE
Product Knowledge, Terms, and Concepts
(50 scoreable questions plus 10 pretest questions)

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

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- 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**

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

H. Proximate cause

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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)

Ref: 26-2-102

2. General powers and duties

Ref: 26-2-109 and 110

3. Examinations

Ref: 26-2-116 and 117

4. Orders and hearings

Ref: 16-3-103, 26-2-111 and 112, 26-1-107,

26-2-130

5. Penalties

Ref: 26-1-107, 26-2-112, 26-9-211

B. Definitions

Ref: 26-1-102; 26-3-101, 26-3-105, 26-29-201, 210

1. Domestic company

2. Foreign company

3. Alien company

4. Stock and mutual companies and reciprocals

5. Reciprocal

6. Certificate of authority

C. Licensing

1. Persons required to be licensed

a. Producer/business entity

Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233

b. Producer acting as broker

Ref: 26-1-102, 26-9-224 and 225

c. Consultant

Ref: 26-9-220, Reg. Ch. 18, 26-9-231

d. Limited lines

Ref: 26-9-202

e. Surplus lines broker

Ref: 26-9-208, 26-11-103, 26-11-112

f. Nonresident

Ref: 26-9-208, 215, 230

g. Temporary license

Ref: 26-9-210

2. Agent appointment/termination of contract

Ref: 26-9-213 and 214

3. Obtaining a license

a. Qualifications

Ref: 26-9-206, Reg. Ch. 18

b. Exemptions/exceptions

Ref: 26-9-204, 26-9-209

c. License denial

Ref: 26-9-211

4. Maintaining a license

a. Continuing education

Ref: 26-9-231, Reg. Ch. 20

b. Change of address

Ref: 26-9-207, 26-9-228

c. Fees/renewal/reinstatement

Ref: 26-9-207, 26-4-101

d. License expiration/termination

Ref: 26-9-207, 26-9-232

e. Suspension or revocation of licenses

Ref: 26-9-211

f. Reporting of actions

Ref: 26-9-216

g. Penalties

WY Property Producer -

WYOMING SPECIFIC

CONTENT OUTLINE

State Statutes, Rules, and Regulations

(35 scoreable questions plus 5 pretest questions)

I. WYOMING STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, ACCIDENT AND HEALTH, PROPERTY, AND CASUALTY INSURANCE.....28

A. Insurance Commissioner

1. Appointment

Ref: 26-1-107

D. Producer responsibilities

- 1. Fiduciary capacity
Ref: 26-9-229, Reg. Ch. 46
 - a. Premium accountability
 - b. Separate account requirements
- 2. Commissions and compensation
Ref: 26-9-212
- 3. Place of business of licensees/display of licenses/records
Ref: 26-9-228
- 4. Agency vs. individual licensee

E. Unfair trade practices

- 1. Boycott, coercion, intimidation
Ref: 26-13-108
- 2. Controlled business
Ref: 26-9-226
- 3. Defamation
Ref: 26-13-107
- 4. False advertising
Ref: 26-13-103
- 5. False financial statements
Ref: 26-13-106
- 6. Fraud
Ref: 26-13-201 and 202
- 7. Misrepresentation
Ref: 26-13-103
- 8. Rebates/illegal inducements
Ref: 26-13-110, 112
- 9. Unfair discrimination
Ref: 26-13-109, 112(c)
- 10. Twisting (Life and AH only)
Ref: 26-13-105
- 11. Unfair claims settlement practices
Ref: 26-13-124

F. Wyoming Insurance Guaranty Association

Ref: 26-31-103, 26-31-106; 26-42-116(a);
Reg. Ch. 43

G. Consumer privacy regulation

Ref: Reg. Ch. 54

II. WYOMING STATUTES, RULES AND REGULATIONS COMMON TO PROPERTY AND CASUALTY INSURANCE ONLY 7

A. Renewal, nonrenewal, cancellation

Ref: 26-35-202, 203, 26-23-403

B. Binders

Ref: 26-15-119

C. Payment of claims

Ref: 26-15-124

D. Terrorism Risk Insurance Act of 2002 and Extension Act of 2005

Ref: 15 USC 6701; S467

**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

**CASUALTY
CONTENT OUTLINE**
Casualty—General Section;
Casualty—State Section

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)

**WY Casualty Producer -
WYOMING SPECIFIC
CONTENT OUTLINE**
State Statutes, Rules, and Regulations
(35 scoreable questions plus 5 pretest questions)

I. WYOMING STATUTES, RULES, AND REGULATIONS

COMMON TO LIFE, ACCIDENT AND HEALTH, PROPERTY, AND CASUALTY INSURANCE..... 24

A. Insurance Commissioner

1. Appointment
Ref: 26-2-102
2. General powers and duties
Ref: 26-2-109 and 110
3. Examinations
Ref: 26-2-116 and 117
4. Orders and hearings
Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130
5. Penalties
Ref: 26-1-107, 26-2-112, 26-9-211

B. Definitions

Ref: 26-1-102; 26-3-101, 26-3-105, 26-29-201, 210

1. Domestic company
2. Foreign company
3. Alien company
4. Stock and mutual companies and reciprocals
5. Reciprocal
6. Certificate of authority

C. Licensing

1. Persons required to be licensed
 - a. Producer/business entity
Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233
 - b. Producer acting as broker
Ref: 26-1-102, 26-9-224 and 225
 - c. Consultant
Ref: 26-9-220, Reg. Ch. 18, 26-9-231
 - d. Limited lines
Ref: 26-9-202
 - e. Surplus lines broker
Ref: 26-9-208, 26-11-103, 26-11-112
 - f. Nonresident
Ref: 26-9-208, 215, 230
 - g. Temporary license

- Ref: 26-9-210*
- 2. Agent appointment/termination of contract
Ref: 26-9-213 and 214
- 3. Obtaining a license
 - a. Qualifications
Ref: 26-9-206, Reg. Ch. 18
 - b. Exemptions/exceptions
Ref: 26-9-204, 26-9-209
 - c. License denial
Ref: 26-9-211
- 4. Maintaining a license
 - a. Continuing education
Ref: 26-9-231, Reg. Ch. 20
 - b. Change of address
Ref: 26-9-207, 26-9-228
 - c. Fees/renewal/reinstatement
Ref: 26-9-207; 26-4-101
 - d. License expiration/termination
Ref: 26-9-207, 26-9-232
 - e. Suspension or revocation of licenses
Ref: 26-9-211
 - f. Reporting of actions
Ref: 26-9-216
 - g. Penalties
Ref: 26-1-107
- D. Producer responsibilities**
 - 1. Fiduciary capacity
Ref: 26-9-229, Reg. Ch. 46
 - a. Premium accountability
 - b. Separate account requirements
 - 2. Commissions and compensation
Ref: 26-9-212
 - 3. Place of business of licensees/display of licenses/records
Ref: 26-9-228
 - 4. Agency vs. individual licensee
- E. Unfair trade practices**
 - 1. Boycott, coercion, intimidation
Ref: 26-13-108
 - 2. Controlled business
Ref: 26-9-226
 - 3. Defamation
Ref: 26-13-107
 - 4. False advertising
Ref: 26-13-103
 - 5. False financial statements
Ref: 26-13-106
 - 6. Fraud
Ref: 26-13-201 and 202
 - 7. Misrepresentation
Ref: 26-13-103
 - 8. Rebates/illegal inducements
Ref: 26-13-110, 112
 - 9. Unfair discrimination
Ref: 26-13-109, 112(c)
 - 10. Twisting (Life and AH only)
Ref: 26-13-105
 - 11. Unfair claims settlement practices
Ref: 26-13-124

F. Wyoming Insurance Guaranty Association

*Ref: 26-31-103, 26-31-106; 26-42-116(a);
Reg. Ch. 43*

G. Consumer privacy regulation

Ref: Reg. Ch. 54

II. WYOMING STATUTES, RULES AND REGULATIONS PERTINENT TO PROPERTY AND CASUALTY INSURANCE ONLY 4

A. Renewal, Nonrenewal, Cancellation

Ref: 26-35-202, 203, 26-23-403

B. Binders

Ref: 26-15-119

C. Payment of claims

Ref: 26-15-124

D. Terrorism Risk Insurance Act of 2002 and Extension Act of 2005

Ref: 15 USC 6701; S467

III. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY 7

A. Automobile Insurance

- 1. Financial responsibility
Ref: 31-9-401 through 31-9-413
 - a. Proof of financial responsibility defined
 - b. Persons required to show proof
 - c. Penalty for noncompliance
 - d. Methods of satisfying financial responsibility
- 2. Uninsured/underinsured motorists coverage
*Ref: 31-10-101 through 31-10-104;
Reg. Ch. 23*
 - a. Required coverages
 - (1) Bodily injury
 - b. Option for additional coverage
- 3. Cancellation/nonrenewal
Ref: Reg. Ch. 14
- 4. Wyoming Automobile Insurance (Assigned Risk) Plan
- 5. Defensive driver discount
Ref: 26-14-105

B. Workers' Compensation

**PROPERTY & CASUALTY
CONTENT OUTLINE**
Property—General Section;
Casualty—General Section;
Property & Casualty—State Section

**PROPERTY–GENERAL KNOWLEDGE
CONTENT OUTLINE**

Product Knowledge, Terms, and Concepts

(50 scoreable questions plus 5 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)

**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 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**

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 - 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)**

**WY Property and Casualty Producer -
WYOMING SPECIFIC
CONTENT OUTLINE**
State Statutes, Rules, and Regulations
(35 scoreable questions plus 5 pretest questions)

**I. WYOMING STATUTES, RULES, AND REGULATIONS
COMMON TO LIFE, ACCIDENT AND HEALTH,**

**PROPERTY, AND CASUALTY
INSURANCE.....20**

A. Insurance Commissioner

- 1. Appointment
Ref: 26-2-102
- 2. General powers and duties
Ref: 26-2-109 and 110
- 3. Examinations
Ref: 26-2-116 and 117
- 4. Orders and hearings
*Ref: 16-3-103, 26-2-111 and 112, 26-1-107,
26-2-130*
- 5. Penalties
Ref: 26-1-107, 26-2-112, 26-9-211

B. Definitions

Ref: 26-1-102; 26-3-101, 26-3-105, 26-29-201, 210

- 1. Domestic company
- 2. Foreign company
- 3. Alien company
- 4. Stock and mutual companies and
reciprocals
- 5. Reciprocal
- 6. Certificate of authority

C. Licensing

- 1. Persons required to be licensed
 - a. Producer/business entity
*Ref: 26-9-203, 26-9-206, 26-9-207,
26-29-233*
 - b. Producer acting as broker
Ref: 26-1-102, 26-9-224 and 225
 - c. Consultant
Ref: 26-9-220, Reg. Ch. 18, 26-9-231
 - d. Limited lines
Ref: 26-9-202
 - e. Surplus lines broker
Ref: 26-9-208, 26-11-103, 26-11-112
 - f. Nonresident
Ref: 26-9-208, 215, 230
 - g. Temporary license
Ref: 26-9-210
- 2. Agent appointment/termination of contract
Ref: 26-9-213 and 214
- 3. Obtaining a license
 - a. Qualifications
Ref: 26-9-206, Reg. Ch. 18
 - b. Exemptions/exceptions
Ref: 26-9-204, 26-9-209
 - c. License denial
Ref: 26-9-211
- 4. Maintaining a license
 - a. Continuing education
Ref: 26-9-231, Reg. Ch. 20
 - b. Change of address
Ref: 26-9-207, 26-9-228
 - c. Fees/renewal/reinstatement
Ref: 26-9-207; 26-4-101
 - d. License expiration/termination
Ref: 26-9-207, 26-9-232
 - e. Suspension or revocation of licenses

Ref: 26-9-211

- f. Reporting of actions

Ref: 26-9-216

- g. Penalties

Ref: 26-1-107

D. Producer responsibilities

- 1. Fiduciary capacity
Ref: 26-9-229, Reg. Ch 46
 - a. Premium accountability
 - b. Separate account requirements
- 2. Commissions and compensation
Ref: 26-9-212
- 3. Place of business of licensees/display of
licenses/records
Ref: 26-9-228
- 4. Agency vs. individual licensee
Ref: Title 18 Chapter 17

E. Unfair trade practices

- 1. Boycott, coercion, intimidation
Ref: 26-13-108
- 2. Controlled business
Ref: 26-9-226
- 3. Defamation
Ref: 26-13-107
- 4. False advertising
Ref: 26-13-103
- 5. False financial statements
Ref: 26-13-106
- 6. Fraud
Ref: 26-13-201 and 202
- 7. Misrepresentation
Ref: 26-13-103
- 8. Rebates/illegal inducements
Ref: 26-13-110, 112
- 9. Unfair discrimination
Ref: 26-13-109, 112(c)
- 10. Twisting (Life and AH only)
Ref: 26-13-105
- 11. Unfair claims settlement practices
Ref: 26-13-124

F. Wyoming Insurance Guaranty Association

*Ref: 26-31-103, 26-31-106; 26-42-116(a);
Reg. Ch. 43*

G. Consumer privacy regulation

Ref: Reg. Ch. 54

**II. WYOMING STATUTES, RULES AND REGULATIONS
COMMON TO PROPERTY AND CASUALTY INSURANCE
ONLY 5**

A. Renewal, Nonrenewal, Cancellation

Ref: 26-35-202, 203, 26-23-403

B. Binders

Ref: 26-15-119

C. Payment of claims

Ref: 26-15-124

**D. Terrorism Risk Insurance Act of 2002 and
Extension Act of 2005**

Ref: 15 USC 6701; S467

III. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY..... 10

A. Automobile Insurance

1. Financial responsibility
Ref: 31-9-401 through 31-9-413
 - a. Proof of financial responsibility defined
 - b. Persons required to show proof
 - c. Penalty for noncompliance
 - d. Methods of satisfying financial responsibility
2. Uninsured/underinsured motorists coverage
Ref: 31-10-101 through 31-10-104; Reg. Ch. 23
 - a. Required coverages
 - (1) Bodily injury
 - b. Option for additional coverage
3. Cancellation/nonrenewal
Ref: Reg. Ch. 14
4. Wyoming Automobile Insurance (Assigned Risk) Plan
5. Defensive driver discount
Ref: 26-14-105

B. Workers' Compensation

C. Surplus Lines

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
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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

**CONSULTANT'S
PROPERTY & CASUALTY
CONTENT OUTLINE**
Property—General Section;
Casualty—General Section;
Property & Casualty—State Section

**PROPERTY—GENERAL KNOWLEDGE
CONTENT OUTLINE**
Product Knowledge, Terms, and Concepts
(50 scoreable questions plus 5 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

- 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)

- 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

**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 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

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)

- a. Producer/business entity
Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233
- b. Producer acting as broker
Ref: 26-1-102, 26-9-224 and 225
- c. Consultant
Ref: 26-9-220, Reg. Ch. 18, 26-9-231
- d. Limited lines
Ref: 26-9-202
- e. Surplus lines broker
Ref: 26-9-208, 26-11-103, 26-11-112
- f. Nonresident
Ref: 26-9-208, 215, 230
- g. Temporary license
Ref: 26-9-210
- 2. Agent appointment/termination of contract
Ref: 26-9-213 and 214
- 3. Obtaining a license
 - a. Qualifications
Ref: 26-9-206, Reg. Ch. 18
 - b. Exemptions/exceptions
Ref: 26-9-204, 26-9-209
 - c. License denial
Ref: 26-9-211
- 4. Maintaining a license
 - a. Continuing education
Ref: 26-9-231, Reg. Ch. 20
 - b. Change of address
Ref: 26-9-207, 26-9-228
 - c. Fees/renewal/reinstatement
Ref: 26-9-207; 26-4-101
 - d. License expiration/termination
Ref: 26-9-207, 26-9-232
 - e. Suspension or revocation of licenses
Ref: 26-9-211
 - f. Reporting of actions
Ref: 26-9-216
 - g. Penalties
Ref: 26-1-107

D. Producer responsibilities

- 1. Fiduciary capacity
Ref: 26-9-229, Reg. Ch. 46
 - a. Premium accountability
 - b. Separate account requirements
- 2. Commissions and compensation
Ref: 26-9-212
- 3. Place of business of licensees/display of licenses/records
Ref: 26-9-228
- 4. Agency vs. individual licensee

E. Unfair trade practices

- 1. Boycott, coercion, intimidation
Ref: 26-13-108
- 2. Controlled business
Ref: 26-9-226
- 3. Defamation
Ref: 26-13-107
- 4. False advertising
Ref: 26-13-103

WY Property and Casualty Consultant - WYOMING SPECIFIC CONTENT OUTLINE
State Statutes, Rules, and Regulations
(35 scoreable questions plus 5 pretest questions)

I. WYOMING STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, ACCIDENT AND HEALTH, PROPERTY, AND CASUALTY INSURANCE.....20

A. Insurance Commissioner

- 1. Appointment
Ref: 26-2-102
- 2. General powers and duties
Ref: 26-2-109 and 26-2-110
- 3. Examinations
Ref: 26-2-116 and 26-2-117
- 4. Orders and hearings
Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130
- 5. Penalties
Ref: 26-1-107, 26-2-112, 26-9-211

B. Definitions

- Ref: 26-1-102; 26-3-101, 26-3-105, 26-29-201, 210*
- 1. Domestic company
 - 2. Foreign company
 - 3. Alien company
 - 4. Stock and mutual companies and reciprocals
 - 5. Reciprocal
 - 6. Certificate of authority

C. Licensing

- 1. Persons required to be licensed

- 6. False financial statements
Ref: 26-13-106
- 6. Fraud
Ref: 26-13-201 and 202
- 7. Misrepresentation
Ref: 26-13-103
- 8. Rebates/illegal inducements
Ref: 26-13-110, 112
- 9. Unfair discrimination
Ref: 26-13-109, 112(c)
- 10. Twisting (Life and AH only)
Ref: 26-13-105
- 11. Unfair claims settlement practices
Ref: 26-13-124
- F. Wyoming Insurance Guaranty Association**
*Ref: 26-31-103, 26-31-106; 26-42-116(a);
Reg. Ch. 43*
- G. Consumer privacy regulation**
Ref: Reg. Ch. 54
- II. WYOMING STATUTES, RULES AND REGULATIONS
COMMON TO PROPERTY AND CASUALTY INSURANCE
ONLY 5**
- A. Renewal, Nonrenewal, Cancellation**
Ref: 26-35-202, 203, 26-23-403
- B. Binders**
Ref: 26-15-119
- C. Payment of claims**
Ref: 26-15-124
- D. Terrorism Risk Insurance Act of 2002 and
Extension Act of 2005**
Ref: 15 USC 6701; S467
- III. WYOMING STATUTES, RULES, AND REGULATIONS
PERTINENT TO CASUALTY INSURANCE ONLY..... 10**
- A. Automobile Insurance**
 - 1. Financial responsibility
Ref: 31-9-401 through 31-9-413
 - 2. Uninsured/underinsured motorists coverage
*Ref: 31-10-101 through 31-10-104;
Reg. Ch. 23*
 - a. Required coverages
 - (1) Bodily injury
 - b. Option for additional coverage
 - 3. Cancellation/nonrenewal
Ref: Reg. Ch. 14
 - 4. Wyoming Automobile Insurance
(Assigned Risk) Plan
 - 5. Defensive driver discount
Ref: 26-14-105
- B. Workers' Compensation**

CONTENT OUTLINE
Product Knowledge, Terms, and Concepts
(75 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

**PERSONAL LINES
CONTENT OUTLINE**
Personal Lines—General Section;
Personal Lines—State Section

PERSONAL LINES—GENERAL KNOWLEDGE

- 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

**WY Personal Lines Producer -
WYOMING SPECIFIC
CONTENT OUTLINE
State Statutes, Rules, and Regulations**
(25 scoreable questions)

- I. WYOMING STATUTES AND REGULATIONS COMMON TO LIFE, ACCIDENT AND HEALTH, PROPERTY, CASUALTY AND PERSONAL LINES INSURANCE.....15
 - A. Insurance Commissioner
 - 1. Appointment
Ref: 26-2-102
 - 2. General powers and duties
Ref: 26-2-109 and 110
 - 3. Examinations
Ref: 26-2-116 and 117
 - 4. Orders and hearings
Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130
 - 5. Penalties
Ref: 26-1-107, 26-2-112, 26-9-211
 - B. Definitions
Ref: 26-1-102; 26-3-101, 26-3-105, 26-29-201, 210
 - 1. Domestic company
 - 2. Foreign company
 - 3. Alien company
 - 4. Stock and mutual companies and reciprocals
 - 5. Reciprocal
 - 6. Certificate of authority
 - C. Licensing
 - 1. Persons required to be licensed
 - a. Producer/business entity
Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233
 - b. Producer acting as broker
Ref: 26-1-102, 26-9-224 and 225
 - c. Consultant
Ref: 26-9-220, 26-9-231 Reg. Ch. 18
 - d. Limited lines
Ref: 26-9-202
 - e. Surplus lines broker
Ref: 26-9-208, 26-11-103, 26-11-112
 - f. Nonresident
Ref: 26-9-208, 215, 230
 - g. Temporary license
Ref: 26-9-210
 - 2. Agent appointment/termination of contract

- Ref: 26-9-213 and 214*
3. Obtaining a license
 - a. Qualifications
Ref: 26-9-206, Reg. Ch. 18
 - b. Exemptions/exceptions
Ref: 26-9-204, 26-9-209
 - c. License denial
Ref: 26-9-211
 4. Maintaining a license
 - a. Continuing education
Ref: 26-9-231, Reg. Ch. 20
 - b. Change of address
Ref: 26-9-207, 26-9-228
 - c. Fees/renewal/reinstatement
Ref: 26-9-207; 26-4-101
 - d. License expiration/termination
Ref: 26-9-207, 26-9-232
 - e. Suspension or revocation of licenses
Ref: 26-9-211
 - f. Reporting of actions
Ref: 26-9-216
 - g. Penalties
Ref: 26-1-107
- D. Producer responsibilities**
1. Financial responsibility
Ref: 31-9-401 through 31-9-413
 - a. Proof of financial responsibility defined
 - b. Persons required to show proof
 - c. Penalty for noncompliance
 - d. Methods of satisfying financial responsibility
 2. Fiduciary capacity
Ref: 26-9-229, Reg. Ch. 46
 - a. Premium accountability
 - b. Separate account requirements
 3. Commissions and compensation
Ref: 26-9-212
 4. Place of business of licensees/display of licenses/records
Ref: 26-9-228
 5. Agency vs. individual licensee
- E. Unfair trade practices**
1. Boycott, coercion, intimidation
Ref: 26-13-108
 2. Controlled business
Ref: 26-9-226
 3. Defamation
Ref: 26-13-107
 4. False advertising
Ref: 26-13-103
 5. False financial statements
Ref: 26-13-106
 6. Fraud
Ref: 26-13-201 and 202
 7. Misrepresentation
Ref: 26-13-103
 8. Rebates/illegal inducements
Ref: 26-13-110, 112
 9. Unfair discrimination
Ref: 26-13-109, 112(c)

10. Twisting (Life and AH only)
Ref: 26-13-105
11. Unfair claims settlement practices
Ref: 26-13-124

- F. Wyoming Insurance Guaranty Association**
Ref: 26-31-103, 26-31-106; 26-42-116(a); Reg. Ch. 43
- G. Consumer privacy regulation**
Ref: Reg. Ch. 54

II. WYOMING STATUTES, RULES AND REGULATIONS PERTINENT TO PROPERTY AND CASUALTY INSURANCE ONLY 4

- A. Renewal, Nonrenewal, Cancellation**
Ref: 26-35-202, 203, 26-23-403
- B. Binders**
Ref: 26-15-119
- C. Payment of claims**
Ref: 26-15-124
- D. Terrorism Risk Insurance Act of 2002 and Extension Act of 2005**
Ref: 15 USC 6701; S467

III. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY....6

- A. Automobile Insurance**
1. Uninsured/underinsured motorists coverage
Ref: 31-10-101 through 31-10-104; Reg. Ch. 23
 - a. Required coverages
 - (1) Bodily injury
 - b. Option for additional coverage
 2. Cancellation/nonrenewal
Ref: Reg. Ch. 14
 3. Wyoming Automobile Insurance (Assigned Risk) Plan
 4. Defensive driver discount
Ref: 26-14-105

**WYOMING Pre-Need Funeral Limited Lines
Producer -
CONTENT OUTLINE
State Statutes, Rules, and Regulations
(50 scoreable questions)**

- I. CONTRACT LAW**
- A. Requirements of forming a contract**
- B. Warranties and representations**
- C. Types of contracts**
1. Formal and informal
 2. Unilateral and bilateral
 3. Executory and executed contracts
 4. Express and implied
 5. Other aspects of contracts
 - a. Conditional
 - b. Adhesion
- II. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO FUNERAL SERVICE CONTRACTS**
- A. Insurance Commissioner**

1. General powers and duties

Ref: 26-32-101

B. Producer Licensing

Ref: Reg. Ch. 2; 26-4-101

1. Qualifications

Ref: Reg. Ch. 2, Sec. 11

2. License to accept funds

Ref: Reg. Ch. 2, Sec. 5

3. Seller's bond

Ref: Reg. Ch. 2, Sec. 10

4. Maintaining a license

Ref: 26-9-206; 26-9-207

a. Renewal and expiration

Ref: Reg. Ch. 2, Sec. 5

b. Reinstatement

Ref: Reg. Ch. 2, Sec. 16

5. Penalties and violations

a. Suspension, revocation or surrender of licenses

Ref: Reg. Ch. 2, Sec. 12, 13, 14

b. Violations

Ref: Reg. Ch. 2, Sec. 17; 26-32-103

c. Immunity from prosecution

Ref: Reg. Ch. 2, Sec. 18

C. Producer responsibilities

Ref: Reg. Ch. 2, Sec. 5, Sec. 7

1. Record keeping

2. Annual report

3. Examination of records

D. Unfair trade practices

1. Boycott, coercion, intimidation

Ref: 26-13-108

2. False advertising

Ref: 26-13-103

3. Misrepresentation

Ref: 26-13-103

4. Rebates/illegal inducements

Ref: 26-13-110, 112

5. Twisting

Ref: 26-13-105

III. FUNERAL CONTRACT TRUST FUNDS

Ref: Reg. Ch. 2

A. Deposit of funds

Ref: Reg. Ch. 2, Sections 3, 4, and 6

B. Contents of contract—Procedure

Ref: Reg. Ch. 2, Sec. 8

C. Disbursements by depositories

Ref: Reg. Ch. 2 Sec. 9

**WYOMING SURPLUS LINES BROKER -
CONTENT OUTLINE**

(60 scoreable questions)

I. GENERAL INSURANCE DEFINITIONS

A. Actual cash value

B. Agreed value

C. Coinsurance

D. Exposure

E. Insurable interest

F. Loss

G. Negligence

H. Peril

I. Physical hazard

J. Proximate cause

K. Reinsurance

L. Replacement cost

M. Risk

N. Salvage

II. SURPLUS LINES MARKETS

A. Types of insurers

1. Surplus Lines insurer

2. Admitted and nonadmitted insurers

B. United States nonadmitted market

C. London market

1. Lloyd's brokers

2. United States trust fund

3. Underwriters

D. Other foreign markets

E. Nonstandard (substandard lines or capacity problems)

1. Property

2. General liability

3. Professional liability

F. Insurance exchanges

III. CONTRACTS

A. Requirements of forming a contract

1. Offer and acceptance

2. Consideration

3. Competent parties

4. Legal purpose

B. Warranties, representations, and misrepresentations

C. Types of contracts

1. Formal and informal

2. Unilateral and bilateral

3. Executory and executed contracts

4. Express and implied

D. Features of an insurance contract

1. Contract of adhesion

2. Conditional

3. Personal

4. Aleatory

5. Unilateral

IV. POLICIES, COVERAGES, FORMS

A. Commercial General Liability

B. Building and Personal Property

C. Claims Made

D. Extended coverage

E. Employee Dishonesty

F. Liability

1. Contingent

2. Umbrella

3. Contractual

V. WYOMING INSURANCE LAWS AND REGULATIONS

A. Insurance Commissioner

1. Appointment
Ref: 26-2-102
2. General powers and duties
Ref: 26-2-109 and 110, 26-3-132
3. Examinations
Ref: 26-2-116 and 117
4. Orders and hearings
Ref: 16-3-103, 26-1-107, 26-2-111 and 112, 26-2-130, 26-13-115
5. Penalties
Ref: 26-1-107, 26-2-112, 26-9-211

B. Definitions

Ref: 26-1-102; 26-3-101, 26-11-103, 26-29-201

1. Domestic company
2. Foreign company
3. Alien company
4. Stock and mutual companies
5. Reciprocal
6. Fraternal benefit society
7. Authorized vs. unauthorized insurers
8. Certificate of authority
9. Export

C. Licensing

1. Persons required to be licensed
 - a. Producer
Ref: 26-9-203
 - b. Business entity
Ref: 26-9-206(b)
 - c. Surplus lines broker
Ref: 26-9-208, 26-11-103, 26-11-112
2. Obtaining a license
 - a. Qualifications/placing business
Ref: 26-11-112, 26-11-115
 - b. Required bonds
Ref: 26-11-114
 - c. Nonresident
Ref: 26-9-208
3. Maintaining a license
 - a. Continuing education
Ref: 26-9-231, Reg. Ch. 20
 - b. Change of address
Ref: 26-9-207, 26-9-228
 - c. Fees/renewal/reinstatement
Ref: 26-4-101, 26-9-207(h)
 - d. License expiration/termination
Ref: 26-9-207, 26-9-232
 - e. Suspension or revocation of licenses
Ref: 26-9-211, 26-11-113
 - f. Reporting of actions
Ref: 26-9-216
 - g. Penalties
Ref: 26-1-107
- D. Unfair trade practices**
 1. Boycott, coercion, intimidation
Ref: 26-13-108
 2. Defamation
Ref: 26-13-107
 3. False advertising
Ref: 26-13-103, 104

4. False financial statements
Ref: 26-13-106
5. Fraud
Ref: 26-13-201 and 202
6. Misrepresentation
Ref: 26-13-103
7. Rebates/illegal inducements
Ref: 26-13-112
8. Unfair discrimination
Ref: 26-13-112(c)
9. Twisting
Ref: 26-13-105
10. Unfair claims settlement practices
Ref: 26-13-124

VI. WYOMING SURPLUS LINES LAWS AND REGULATIONS

Ref: Title 26, Ch. 11

A. Placement of surplus lines insurance

Ref: 26-11-102, 26-11-104

B. Requirements — Eligible surplus lines insurers

Ref: 26-11-107

C. Listing — Eligible surplus lines insurers

Ref: 26-11-106, 26-11-107

D. Producing broker's affidavit

Ref: 26-11-105

E. Evidence of insurance, required stamped notice

Ref: 26-11-108, 109

F. Disclosure

Ref: 26-11-122

G. Premium payments received by a surplus lines broker

Ref: 26-9-229, Reg. Ch. 46

H. Reports, records

Ref: 26-11-116, 26-11-117

1. Filing written report
2. Annual reports

I. Surplus lines premium tax, filing fee, and collection

Ref: 26-11-118, 26-11-119

J. Service of process — Action against a surplus lines insurer

Ref: 26-11-120

**WYOMING
PROPERTY AND CASUALTY ADJUSTER
CONTENT OUTLINE**
(100 scoreable questions)

I. PROPERTY AND CASUALTY INSURANCE TERMS AND RELATED CONCEPTS

- A. Abandonment**
- B. Accident**
- C. Actual cash value**
- D. Additional coverages**
- E. Appraisal**
- F. Binders**
- G. Burglary**
- H. Deductible**
- I. Depreciation**

- J. Earnings
 - K. Estimating
 - I. Estoppel
 - M. Extensions of coverage
 - N. Hazard
 - 1. Moral
 - 2. Morale
 - O. Indemnity
 - P. Insurance
 - Q. Insurable interest
 - R. Liability
 - S. Limits of liability
 - T. Loss
 - 1. Direct
 - 2. Indirect
 - U. Mysterious disappearance
 - V. Negligence
 - W. Obsolescence
 - X. Occurrence
 - Y. Pair and set clause
 - Z. Peril
 - AA. Proximate cause
 - BB. Replacement cost
 - CC. Right of salvage
 - DD. Risk
 - EE. Robbery
 - FF. Tariff Liability
 - GG. Theft
 - HH. Vacancy and unoccupancy
 - II. Value Policy
 - JJ. Waiver/Non-Waiver Agreement
 - KK. Voiding and suspension of policy: differences
- II. PROPERTY AND CASUALTY POLICY PROVISIONS AND CONTRACT LAW**
- A. Additional (supplementary) payments
 - B. Apportionment clause
 - C. Appraisal
 - D. Arbitration
 - E. Assignment
 - F. Cancellation and Nonrenewal provisions
 - G. Claims Made policy form
 - H. Coinsurance
 - I. Concealment
 - J. Conditions
 - K. Declarations
 - L. Definition of the insured
 - M. Duties of the insured after a loss
 - N. Elements of a contract
 - O. Endorsements
 - P. Exclusions
 - Q. Fair Credit Reporting Act (Compliance)
 - R. Insuring agreement
 - S. Limitations
 - T. Loss settlement provisions including consent to settle a loss
 - U. Mortgagee rights
 - V. Notice of claim
 - W. Obligations of the insurance company

- X. Other Insurance provision
 - Y. Proof of loss
 - Z. Representations and misrepresentations
 - AA. Salvage
 - BB. Sources of underwriting information
 - CC. Subrogation
 - DD. Warranties
 - EE. Statute of limitations
- III. 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, restrictions, and exclusions
 - 3. Proof of Loss
 - a. Periods of Limitation Tolled
 - 4. Loss requirements and inventories
 - a. Taxes and Demolition Expenses
 - 5. Appraisal
 - 6. Duties of the insured/insurer
 - 7. Cancellation
 - 8. Additional coverages
 - 9. Replacement costs
 - 10. Actual cash value
 - 11. Assignment
- B. Personal lines**
- Ref: ISO Homeowners policies*
- 1. Dwelling and contents (DP forms)
 - 2. Personal liability
 - 3. Homeowners and forms/coverages
 - a. Policy provisions
 - b. Replacement costs
 - c. Appraisal
 - d. Optional provisions
 - e. Special limits of liability
 - f. Proof of Loss
 - g. Exclusions
 - 4. Mobile Homes
- C. Commercial lines**
- Ref: ISO Business Policies, Standard Boiler and Machinery policies.*
- 1. Commercial property
 - a. Commercial building and personal property form
 - b. Causes of loss forms
 - c. Business income
 - d. Extra expense
 - 2. Commercial Package Policy (CPP)
 - 3. Equipment Breakdown Coverage
 - 4. Businessowners Policy (BOP)
 - 5. Commercial and Special Multi-peril
 - 6. Builder's Risk
- D. Inland marine**
- Ref: Personal Article Floaters, Personal Property Floaters, Commercial Property Floaters.*
- 1. Nationwide Definition

- 2. Policies
 - a. Personal floaters
 - b. Commercial floaters
 - c. Commercial inland marine
- E. Others**
 - 1. Personal Watercraft
 - 2. Earthquake
- F. Automotive: Personal auto and Business auto**
 - 1. Liability
 - 2. Medical Payments
 - 3. Physical damage (collision and other than collision/comprehensive)
 - 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
 - 8. Garage coverage form
 - a. Standard coverages
 - (1) Liability
 - (2) Garagekeepers
 - (3) Physical damage
 - b. Garagekeepers options
 - 9. Truckers coverage form
- G. 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. Vandalism and Malicious Mischief
 - 7. Broad Form
- H. Crime**
 - 1. Employee Theft
 - 2. Inside the Premises—Theft of Money and Securities
 - 3. Inside the Premises—Robbery or Safe Burglary of Other Property
 - 4. Inside the Premises—Robbery or Burglary of Other Property
 - 5. Definitions
 - a. Custodian
 - b. Messenger
 - c. Guard or watchperson
- I. Surety bonding**
 - 1. Definitions
 - a. Obligee
 - b. Principal
 - c. Surety
- J. Professional liability**
 - 1. Errors and Omissions
 - 2. Directors and Officers
- K. Umbrella/Excess liability**
- L. Employers liability insurance, and related issues (PROPERTY AND CASUALTY ADJUSTER only)**

- 1. Standard policy concepts
- 2. Self-insurers
- 3. Work-related vs. non-work-related
- 4. Other states' insurance
- IV. PROPERTY AND CASUALTY Adjuster**
 - A. Roles and responsibilities of adjuster**
 - B. Loss Report**
 - 1. Essential Elements
 - a. Inception/Expiration Date
 - b. Occurrence Date
 - c. Identification of Parties Involved
 - d. Policy Form/Number
 - e. Description of Loss
 - f. Coverages
 - g. Deductible
 - h. Tort/Tort Feasors
 - C. Loss/Damage Valuation**
 - 1. Direct Loss vs. Indirect Loss (Loss of Use)
 - 2. Damages
- V. WY LAWS, RULES, AND REGULATIONS PERTINENT TO PROPERTY AND CASUALTY ADJUSTER**
 - A. Licensing Requirements**

Ref: 26-1-102 and 107; 26-9-207, 26-9-219, 26-9-231 and 232, 26-2-130, 26-13-115, Reg. Ch. 20

 - 1. Qualifications and exceptions
 - 2. Records
 - 3. Maintenance
 - 4. Continuing education
 - 5. Denial, renewal, suspension and revocation of license
 - 6. Penalties
 - B. Unfair Claims Settlement practices**

Ref: 26-13-124 and 26-13-201, Reg. Ch. 33
- VI. WY STATUTES, RULES, AND REGULATIONS COMMON TO ALL LINES OF INSURANCE**
 - A. Insurance Commissioner**
 - 1. Appointment

Ref: 26-2-102
 - 2. General powers and duties

Ref: 26-2-109 and 110
 - 3. Examinations

Ref: 26-2-116 and 117
 - 4. Orders and hearings

Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130
 - 5. Penalties

Ref: 26-1-107, 26-2-112, 26-9-211
 - B. Definitions**

Ref: 26-1-102; 26-3-101, 26-3-105, 26-29-201, and 26-29-210

 - 1. Domestic company
 - 2. Foreign company
 - 3. Alien company
 - 4. Stock and mutual companies and reciprocals
 - 5. Reciprocal
 - 6. Fraternal benefit society

7. Certificate of authority

C. Licensing

1. Persons required to be licensed
 - a. Producer/business entity
Ref: 26-9-203, 26-9-206, 26-9-207
 - b. Nonresident
Ref: 26-9-208, 26-9-215, and 26-9-230
 - c. Temporary license
Ref: 26-9-210
2. Agent appointment/termination of contract
Ref: 26-9-213 and 214
3. Obtaining a license
 - a. Qualifications
Ref: 26-9-206, Reg. Ch. 18
 - b. Exemptions/exceptions
Ref: 26-9-204, 26-9-209
 - c. License denial
Ref: 26-9-211
4. Maintaining a license
 - a. Continuing education
Ref: 26-9-231, Reg. Ch. 20
 - b. Change of address
Ref: 26-9-207, 26-9-228
 - c. Fees/renewal/reinstatement
Ref: 26-9-207, 26-4-101
 - d. License expiration/termination
Ref: 26-9-207, 26-9-232
 - e. Suspension or revocation of licenses
Ref: 26-9-211
 - f. Reporting of actions
Ref: 26-9-216
 - g. Penalties
Ref: 26-1-107

D. Unfair trade practices

1. Boycott, coercion, intimidation
Ref: 26-13-108, Reg: Ch. 33
2. Controlled business
Ref: 26-9-226
3. Defamation
Ref: 26-13-107
4. False advertising
Ref: 26-13-103
5. False financial statements
Ref: 26-13-106
6. Fraud
Ref: 26-13-201 and 202
7. Misrepresentation
Ref: 26-13-103
8. Rebates/illegal inducements
Ref: 26-13-110 and 26-13-112
9. Unfair discrimination
Ref: 26-13-109, 112
10. Twisting
Ref: 26-13-105
11. Unfair claims settlement practices
Ref: 26-13-124; Reg: Ch. 33

F. Wyoming Insurance Guaranty Association

*Ref: 26-31-103, 26-31-106; 26-42-116;
Reg. Ch. 43*

G. Consumer privacy regulation

Ref: Reg. Ch. 54

VII. WY STATUTES, RULES AND REGULATIONS PERTINENT TO PROPERTY AND CASUALTY INSURANCE ONLY

A. Renewal, Nonrenewal, Cancellation

Ref: 26-35-202, 26-35-203

B. Binders

Ref: 26-15-119

C. Payment of claims

Ref: 26-15-124

D. Terrorism Risk Insurance Act of 2002 and Extension Act of 2005

Ref: 15 USC 6701; S467

VIII. WY STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY

A. Automobile Insurance

1. Uninsured/underinsured motorists coverage
Ref: 31-10-101 through 104; Reg. Ch. 23
 - a. Required coverages
 - (1) Bodily injury
 - b. Option for additional coverage
2. Cancellation/nonrenewal
Ref: Reg. Ch. 14
3. Wyoming Automobile Insurance (Assigned Risk) Plan

<p style="text-align: center;">WYOMING VARIABLE LIFE AND VARIABLE ANNUITY PRODUCER - CONTENT OUTLINE <i>(100 scoreable questions)</i></p>
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I. GENERAL PRODUCT KNOWLEDGE

A. Definition of Variable Life Insurance

B. Comparison of Fixed Premium (Traditional), Whole Life, And Fixed Premium Variable Life

1. Standard Provisions
2. Premiums
3. Death Benefit
4. Cash Value
5. Separate vs. General Account

C. Comparison of Fixed Premium Variable and Flexible Premium Variable Life

1. Premiums
2. Death Benefit
3. Cash Value

D. Characteristics of Variable Life Insurance

1. Similarities and Differences Between Variable Annuities and Variable Life
2. Operation of the Separate Account
3. Change in Investment Policy Of The Separate Account
4. The Assumed Investment Rate (Air)
5. Net Investment Return
6. Contract Exchange
7. Minimum Death Benefit
8. Cash Values

9. Loans
10. Other Contract Provisions
11. Underwriting and Administration
12. Reporting Requirements

E. Federal Regulations

1. Securities Act Of 1933
2. Securities and Exchange Act Of 1934
Investment Company Act Of 1940

F. Types of Annuity Policies

1. Traditional annuity products (fixed dollar)
2. Variable annuity products
 - a. Number of lives covered
 - (1) individual
 - (2) joint and survivor
 - (3) joint life
 - b. Method of premium payment
 - (1) single premium
 - (2) annual premium
 - (3) flexible premium
 - c. Time benefits begin
 - (1) immediate
 - (2) deferred
 - d. Disposition of proceeds
 - (1) life annuity (no refund)
 - (2) guaranteed minimum
 - (a) period certain
 - (b) refund
 - (c) installment
 - (d) cash
 - e. Payout
3. Equity indexed annuities

G. Other Annuity Characteristics

1. Accumulation unit
2. Annuity unit
3. Annuitization
4. Prospectus

H. Tax treatment of life insurance and annuities

1. Modified Endowment Contracts (MECs)

II. SEPARATE ACCOUNT

A. Types of Investment Objectives (Suitability)

B. Types of Investment Options

C. Composition and Operation of Special Account

III. WYOMING STATUTES, RULES, AND REGULATIONS COMMON TO ALL LINES OF INSURANCE

A. Insurance Commissioner

1. Appointment
Ref: 26-2-102
2. General powers and duties
Ref: 26-2-109 and 110
3. Examinations
Ref: 26-2-116 and 117
4. Orders and hearings
Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130
5. Penalties
Ref: 26-1-107, 26-2-112, 26-9-211

B. Definitions

Ref: 26-1-102; 26-3-101

1. Domestic company
2. Foreign company
3. Alien company
4. Stock and mutual companies and reciprocals
5. Reciprocal
6. Certificate of authority

C. Licensing

1. Persons required to be licensed
 - a. Producer
Ref: 26-9-207; Reg. Ch. 27, sec 10
 - b. Nonresident
Ref: 26-9-208, 215
 - c. Temporary license
Ref: 26-9-210
2. Agent appointment/termination of contract
Ref: 26-9-213 and 214
3. Obtaining a license
 - a. Qualifications
Ref: 26-9-207; Reg. Ch. 27, sec 10
 - b. Exemptions/exceptions
Ref: 26-9-207; Reg. Ch. 27, sec 10
 - c. License denial
Ref: 26-9-211
4. Maintaining a license
 - a. Continuing education
Ref: 26-9-231, Reg. Ch. 20
 - b. Change of address
Ref: 26-9-207, 26-9-228
 - c. Fees/renewal/reinstatement
Ref: 26-9-207; 26-4-101
 - d. License expiration/termination
Ref: 26-9-207, 26-9-232
 - e. Suspension or revocation of licenses
Ref: 26-9-211
 - f. Reporting of actions
Ref: 26-9-216
 - g. Penalties
Ref: 26-1-107

D. Agent responsibilities

1. Fiduciary capacity
Ref: 26-9-229, Reg. Ch. 46
 - a. Premium accountability
 - b. Separate account requirements
2. Commissions and compensation/ charges for extra services
Ref: 26-9-212
3. Place of business of licensees/display of licenses/records
Ref: 26-9-228
4. Agency vs. individual licensee

E. Unfair trade practices

1. Boycott, coercion, intimidation
Ref: 26-13-108
2. Controlled business
Ref: 26-9-226
3. Defamation
Ref: 26-13-107

4. False advertising

Ref: 26-13-103

F. False financial statements

Ref: 26-13-106

1. Fraud

Ref: 26-13-201

2. Misrepresentation

Ref: 26-13-103

3. Rebates/illegal inducements

Ref: 26-13-110, 112

4. Twisting (Life and AH only)

Ref: 26-13-105

5. Unfair discrimination

Ref: 26-13-109, 112(c)

6. Unfair claims settlement practices

Ref: 26-13-124

G. Wyoming Insurance Guaranty Association

Ref: 26-31-103, 26-31-106; 26-42-116(a);

Reg. Ch. 43

H. Consumer privacy regulation

Ref: Reg. Ch. 54

IV. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO VARIABLE CONTRACTS

A. Separate Accounts for Variable contracts

Ref: 26-16-502; Reg. Ch. 66

B. Marketing of Variable Contracts

Ref: Reg. Ch. 66

C. Replacement of Life Insurance Policies

Ref: Reg. Ch. 12

1. Purpose

2. Definitions

3. Exemptions

4. Duties of agent and broker

5. Duties of replacing insurer

**WYOMING TITLE AGENT -
CONTENT OUTLINE**

Product Knowledge, Terms, and Concepts

(60 scoreable questions)

I. TITLE INSURANCE TERMS AND CONCEPTS

A. Chain of Title

B. Closing and Settlement

C. Commitment

D. Encumbrances

1. Covenants

2. Conditions

3. Restrictions

E. Encroachment

F. Endorsement

G. Estoppel

H. Exception

I. Foreclosure/Forfeiture

J. Insurer/Underwriter

K. Mortgagor/mortgagee

J. Probate

K. Real Property

L. Requirements

M. Risk

N. Simultaneous issue

O. Title Defect

P. Recording

II. TITLE INSURANCE POLICIES

A. Types of Policies

1. ALTA Forms

a. Owner's

b. Loan

c. Construction Loan

d. Leasehold

B. Commitment and Policy Provisions

1. Covered Risks

2. Terms, Conditions, and Stipulations

3. Exceptions and Exclusions

4. Endorsements

5. Subrogation

6. Determination of coverage

C. Standard Exceptions

1. Parties in Possession

2. Unrecorded Easements

3. Survey Matters

4. Mechanics' Liens

5. Taxes or Assessments

III. SEARCH AND EXAMINATION OF TITLE

IV. REAL ESTATE OWNERSHIP

A. Fee Simple

1. Tenants In Common

2. Joint Tenants

3. Tenancy by Entirety

B. Leasehold

V. RIGHTS AND INTERESTS

A. Liens

1. Voluntary

a. Mortgages

b. Uniform Commercial Code

c. Assignment of rents and leases

2. Involuntary

a. Mechanics' Liens

b. Internal Revenue Liens

c. State Judgment Liens

d. Child Support Liens

e. State Statutory Liens

f. Special assessments

g. Real property taxes

VI. LEGAL DESCRIPTIONS

A. Subdivided and Unsubdivided

B. Section, Township, and Range

C. Metes and Bounds

D. Lot and Block

VII. METHODS OF TRANSFER/CONVEYANCES

A. Deeds

1. Quitclaim Deeds

2. Warranty Deeds

B. Other Methods

1. Foreclosure

2. Probate
3. Easements

VIII. Settlement and Closing Procedure

- A. Real Estate Settlement Procedures Act (RESPA)**
- B. Insured Closing Protection**

IX. WYOMING INSURANCE LAWS AND REGULATIONS

A. Commissioner

1. Insurance Commissioner
 - a. General powers and duties
Ref: 26-2-109 and 110
 - b. Examinations
Ref: 26-2-116
 - c. Orders, hearings and penalties
Ref: 26-2-111 and 112, 26-2-130
 - d. Penalties
Ref: 26-1-107, 26-2-112

B. Licensing and agents' legal responsibility

1. Persons required to be licensed
Ref: 26-23-303
2. Qualifications
Ref: 26-23-316
3. Appointment
Ref: 26-23-316
4. Resident/Nonresident producer
Ref: 26-9-208; 26-23-316
5. Payment and acceptance of commissions/fees
Ref: 26-9-212
6. Change of address
Ref: 26-9-207
7. Business entity
Ref: 26-9-206
8. License suspension and revocation
Ref: 26-23-321
9. Continuing education
Ref: 26-9-231; Reg. Ch. 20
10. License expiration/renewal/reinstatement
Ref: 26-23-318, 26-9-207, 26-4-101

C. Unfair competition and deceptive practices

1. Coercion/Favored Title agent or insurer
Ref: 26-13-108, 26-23-324
2. Misrepresentation
Ref: 26-23-321(a)(v)
3. Unfair discrimination
Ref: Reg. Ch. 33, Sec. 3
4. Defamation
Ref: 26-13-107
5. Rebates/illegal inducements
Ref: 26-23-322 and 323
6. Unfair claims practices
Ref: 26-13-124

D. Controlled business/disclosure

Ref: Reg. Chapter 3

E. Insurance Fraud

Ref: 26-13-201 and 202

X. WYOMING INSURANCE LAWS AND REGULATIONS

A. Maintenance and Retention of Records

Ref: 26-23-308, 26-23-319

B. Form filing

Ref: 26-23-328 through 26-23-330

C. Rates

1. Filing requirements
 - a. Title Insurance Premiums/Schedules
Ref: 26-23-325 and 327

XI. TITLE PRODUCER REGULATION

A. Fiduciary responsibility/Commingling

Ref: 26-9-229, 26-23-314

B. Trust accounts

Ref: 26-9-229; 26-23-314

C. Division of fees and charges

Ref: 26-23-323

D. Financial records

Ref: 26-23-314

**WYOMING CROP ADJUSTER
CONTENT OUTLINE**
(60 scoreable questions)

I. GENERAL INSURANCE TERMS AND CONCEPTS

- A. Actual cash value**
- B. Assignment**
- C. Binder**
- D. Coinsurance**
- E. Hazard**
- F. Indemnity**
- G. Insurable interest**
- H. Insuring Agreement**
- I. Limits of Liability**
- J. Loss**
 1. Direct
 2. Indirect
- K. Negligence**
- L. Occurrence**
- M. Peril**
- N. Pro-rata liability**
- O. Risk**
- P. Subrogation**
- Q. Tort Law**
- R. Crop Hail organizations**
- S. Federal Crop Act**

II. CROP INSURANCE

- A. Policy rates**
- B. Coverages available**
- C. Policy provisions**
 1. NCIS general provisions
 2. NCIS Special provisions
- D. Liability**
- E. Claim Settlement Practices**
 1. Representative Area
 - a. Site testing
 - b. Standard measures
 - c. Location
 2. Notice of loss
 3. Insured's duties
 4. Agent's duties
 5. Percentage plan

- 6. Arbitration and appraisal
- 7. Loss payment

F. Cancellation and nonrenewal

G. NCIS policies

III. MULTIPLE PERIL CROP INSURANCE

A. Fundamentals of Multiple Peril Crop Insurance MPC

- 1. Actual Production History (APH)
- 2. Production Reporting
- 3. Acreage Reporting
- 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
- 13. Yield/Revenue Guarantees.

B. Plans of Insurance

- 1. Actual Production History (APH)
 - a. Buy-up Coverage
 - b. Catastrophic Risk Protection Coverage (CAT) Endorsement
- 2. Yield Protection (YP)
- 3. Revenue Protection (RP)
- 4. Group Risk Plan (GRP)
- 5. Group Risk Income Protection (GRIP)
- 6. Livestock Risk Protection (LRP)
- 7. Livestock Gross Margin (LGM)

C. Policy Provisions

- 1. Common/Basic Provisions
- 2. Coarse Grains Provisions
 - a. Replant
 - b. Prevented Planting
 - c. Late Planting
- 3. Catastrophic Risk Protection Coverage (CAT) Endorsement

D. Claims

- 1. Covered Perils
- 2. Loss Reporting Requirements
- 3. Duties After a Loss

IV. WYOMING LAWS, RULES, AND REGULATIONS PERTINENT TO CROP INSURANCE

A. Insurance Commissioner

- 1. Appointment
Ref: 26-2-102
- 2. General powers and duties
Ref: 26-2-109 and 110
- 3. Examinations
Ref: 26-2-116 and 117
- 4. Orders and hearings
Ref: 16-3-103, 26-2-111 and 112, 26-2-130
- 5. Penalties
Ref: 26-1-107, 26-2-112, 26-9-211

B. Licensing

- 1. Persons required to be licensed
 - a. Adjuster

Ref: 26-9-207 and 26-9-219

- b. Limited lines and crop definitions

Ref: 26-9-202

- c. License denial

Ref: 26-9-211

- 4. Maintaining a license

- a. Continuing education

Ref: 26-9-231, Reg. Ch. 20

- b. Change of address

Ref: 26-9-207

- c. Fees/renewal/reinstatement

Ref: 26-4-101, 26-9-207

- d. License expiration/termination

Ref: 26-9-207, 26-9-232

- e. Suspension or revocation of licenses

Ref: 26-9-211

- f. Penalties

Ref: 26-1-107

C. Unfair Claims Settlement practices

Ref: 26-13-124 and 26-13-201

**WYOMING CREDIT PRODUCER
CONTENT OUTLINE
(60 scoreable questions)**

I. INSURANCE TERMS AND CONCEPTS

- A. Actual cash value**
- B. Exposure**
- C. Hazard**
- D. Indebtedness**
- E. Indemnity**
- F. Insurable interest**
- G. Insurance**
- H. Loss**
- I. Peril**
- J. Proximate cause**
- K. Risk**
- L. Waiver and estoppel**

II. CONTRACTS

A. Requirements of forming a contract

- 1. Offer and acceptance
- 2. Consideration
- 3. Competent parties
- 4. Legal purpose

B. Warranties and representations

C. Types of contracts

- 1. Formal and informal
- 2. Unilateral and bilateral
- 3. Executory and executed contracts
- 4. Express and implied

D. Features of an insurance contract

- 1. Contract of adhesion
- 2. Conditional
- 3. Personal
- 4. Aleatory
- 5. Unilateral

III. CREDIT INSURANCE

A. Types of Credit Insurance

- 1. Consumer credit insurance
 - a. Credit life

- b. Credit disability
- c. Credit unemployment
- 2. Credit property
- 3. Involuntary unemployment
- 4. Mortgage life
- 5. Mortgage guaranty
- 6. Mortgage disability
- 7. Guaranteed automobile protection
- 8. Other forms of credit insurance

B. Credit Insurance

- 1. Definitions
 - Ref: 26-21-102*
 - a. Creditor
 - b. Debtor
 - c. Indebtedness
- 2. Forms of credit life and disability
 - Ref: 26-21-103*
- 3. Amounts of credit life or disability insurance
 - Ref: 26-21-104 and 105*
- 4. Term of insurance
 - Ref: 26-21-106*
- 5. Provisions, evidence of coverage, and disclosure
 - Ref: 26-21-107*
- 6. Premiums and refunds
 - Ref: 26-21-109*
- 7. Choice of insurer
 - Ref: 26-13-118, 26-21-114*
- 8. Claims procedures
 - Ref: 26-21-113*
- 9. Refunds
 - Ref: Reg. Ch. 52, Sec. 7*
- 10. Prohibited transactions
 - Ref: Reg. Ch. 52, Sec. 8*

C. Group policies

- 1. Group eligibility
 - Ref: 26-17-104, 111 to 114, 121, 26-19-102(s)(vi), 26-19-107*
- 2. Group policy provisions
 - a. Grace period
 - b. Incontestability
 - c. Entire contract
 - d. Conditions to require evidence of insurability
 - e. Certificate of insurance

D. Guaranteed Automobile Protection Insurance

IV. WYOMING LAWS, RULES AND REGULATIONS COMMON TO ALL LINES OF INSURANCE

A. Insurance Commissioner

- 1. Appointment
 - Ref: 26-2-102*
- 2. General powers and duties
 - Ref: 26-2-109 and 110*
- 3. Examinations
 - Ref: 26-2-116 and 117*
- 4. Orders and hearings
 - Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130*
- 5. Penalties
 - Ref: 26-1-107, 26-2-112, 26-9-211*

B. Definitions

- Ref: 26-1-102; 26-3-101, 26-3-105, 26-29-201, 210*

- 1. Domestic company
- 2. Foreign company
- 3. Alien company
- 4. Stock and mutual companies and reciprocals
- 5. Reciprocal
- 6. Fraternal benefit society
- 7. Certificate of authority
- 8. Authorized vs. unauthorized insurers

C. Licensing

- 1. Persons required to be licensed
 - a. Producer/business entity
 - Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233*
 - b. Producer acting as broker
 - Ref: 26-1-102, 26-9-224 and 225*
 - c. Consultant
 - Ref: 26-9-220, Reg. Ch. 18, 26-9-231*
 - d. Limited lines
 - Ref: 26-9-202*
 - e. Surplus lines broker
 - Ref: 26-9-208, 26-11-103, 26-11-112*
 - f. Nonresident
 - Ref: 26-9-208, 215, 230*
 - g. Temporary license
 - Ref: 26-9-210*
- 2. Agent appointment/termination of contract
 - Ref: 26-9-213 and 214*
- 3. Obtaining a license
 - a. Qualifications
 - Ref: 26-9-206, Reg. Ch. 18*
 - b. Exemptions/exceptions
 - Ref: 26-9-204, 26-9-209*
 - c. License denial
 - Ref: 26-9-211*
- 4. Maintaining a license
 - a. Continuing education
 - Ref: 26-9-231, Reg. Ch. 20*
 - b. Change of address
 - Ref: 26-9-207, 26-9-228*
 - c. Fees/renewal/reinstatement
 - Ref: 26-9-207; 26-4-101*
 - d. License expiration/termination
 - Ref: 26-9-207, 26-9-232*
 - e. Suspension or revocation of licenses
 - Ref: 26-9-211*
 - f. Reporting of actions
 - Ref: 26-9-216*
 - g. Penalties
 - Ref: 26-1-107*

D. Producer responsibilities

- 1. Fiduciary capacity
 - Ref: 26-9-229, Reg. Ch. 46*
 - a. Premium accountability
 - b. Separate account requirements
- 2. Commissions and compensation
 - Ref: 26-9-212*
- 3. Place of business of licensees/display of licenses/records

Ref: 26-9-228

4. Agency vs. individual licensee

E. Unfair trade practices

1. Boycott, coercion, intimidation

Ref: 26-13-108

2. Controlled business

Ref: 26-9-226

3. Defamation

Ref: 26-13-107

4. False advertising

Ref: 26-13-103, 104

3. False financial statements

Ref: 26-13-106

6. Fraud

Ref: 26-13-201 and 202

7. Misrepresentation

Ref: 26-13-103

8. Rebates/illegal inducements

Ref: 26-13-110, 112

9. Unfair discrimination

Ref: 26-13-109, 112(c)

10. Twisting (Life and AH only)

Ref: 26-13-105

11. Unfair claims settlement practices

Ref: 26-13-124

F. Wyoming Insurance Guaranty Association

Ref: 26-31-103, 26-31-106; 26-42-116(a);

Reg. Ch. 43

G. Consumer privacy regulation

Ref: Reg. Ch. 54

**WYOMING CROP PRODUCER -
CONTENT OUTLINE**

(60 scoreable questions)

I. GENERAL INSURANCE TERMS AND CONCEPTS

A. Actual cash value

B. Assignment

C. Binder

D. Coinsurance

E. Hazard

F. Indemnity

G. Insurable interest

H. Insuring Agreement

I. Limits of Liability

J. Loss

1. Direct
2. Indirect

K. Negligence

L. Occurrence

M. Peril

N. Pro-rata liability

O. Risk

P. Subrogation

Q. Tort Law

R. Crop Hail organizations

S. Federal Crop Act

II. CROP INSURANCE

A. Policy rates

B. Coverages available

C. Policy provisions

1. NCIS general provisions
2. NCIS Special provisions

D. Liability

E. Claim Settlement Practices

1. Representative Area
 - a. Site testing
 - b. Standard measures
 - c. Location
2. Notice of loss
3. Insured's duties
4. Agent's duties
5. Percentage plan
6. Arbitration and appraisal
7. Loss payment

F. Cancellation and nonrenewal

G. NCIS policies

III. MULTIPLE PERIL CROP INSURANCE

A. Fundamentals of Multiple Peril Crop Insurance MPCI

1. Actual Production History (APH)
2. Production Reporting
3. Acreage Reporting
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
13. Yield/Revenue Guarantees

B. Plans of Insurance

1. Actual Production History (APH)
 - a. Buy-up Coverage
 - b. Catastrophic Risk Protection Endorsement (CAT)
2. Yield Protection (YP)
3. Revenue Protection (RP)
4. Group Risk Plan (GRP)
5. Group Risk Income Protection (GRIP)
6. Livestock Risk Protection (LRP)
7. Livestock Gross Margin (LGM)

C. Policy Provisions

1. Common/Basic Provisions
2. Coarse Grains Provisions
 - a. Replant
 - b. Prevented Planting
 - c. Late Planting
3. Catastrophic Risk Protection Endorsement (CAT)

D. Claims

1. Covered Perils
2. Loss Reporting Requirements
3. Duties after a Loss

**IV. WYOMING LAWS, RULES, AND REGULATIONS
PERTINENT TO CROP INSURANCE**

A. Insurance Commissioner

1. Appointment
Ref: 26-2-102
2. General powers and duties
Ref: 26-2-109, 26-2-110, 26-9-206
3. Examinations
Ref: 26-2-116 and 117
4. Orders and hearings
Ref: 16-3-103, 26-2-111 and 112, 26-2-130
5. Penalties
Ref: 26-1-107, 26-2-112, 26-9-211

B. Licensing

1. Persons required to be licensed
 - a. Producer/business entity
Ref: 26-9-203, 26-9-206, 26-9-207
 - b. Limited lines and crop definitions
Ref: 26-9-202
 - c. Nonresident license
Ref: 26-9-208 and 215
 - d. Temporary license
Ref: 26-9-210
2. Agent appointment/termination of contract
Ref: 26-9-213 and 214
3. Obtaining a license
 - a. Qualifications
Ref: 26-9-206
 - b. Exemptions/exceptions
Ref: 26-9-204, 26-9-209
 - c. License denial
Ref: 26-9-211
4. Maintaining a license
 - a. Continuing education
Ref: 26-9-231, Reg. Ch. 20
 - b. Change of address
Ref: 26-9-207 and 26-9-228
 - c. Fees/renewal/reinstatement
Ref: 26-9-207, 26-4-101
 - d. License expiration/termination
Ref: 26-9-207, 26-9-232
 - e. Suspension or revocation of licenses
Ref: 26-9-211
 - f. Reporting of actions
Ref: 26-9-216
 - g. Penalties
Ref: 26-1-107

C. Producer responsibilities

1. Fiduciary capacity
Ref: 26-9-229, Reg. Ch. 31 and Ch. 46
 - a. Premium accountability
 - b. Separate account requirements
2. Commissions and compensation
Ref: 26-9-212
3. Place of business of licensees/display of licenses/records
Ref: 26-9-228
4. Agency vs. individual licensee

D. Unfair trade practices

1. Boycott, coercion, intimidation
Ref: 26-13-108

2. Controlled business
Ref: 26-9-226
3. Defamation
Ref: 26-13-107
4. Misrepresentation and false advertising
Ref: 26-13-103
5. False financial statements
Ref: 26-13-106
6. Fraud
Ref: 26-13-201 and 202
7. Rebates/illegal inducements
Ref: 26-13-110, 26-13-111, 26-13-112
8. Unfair discrimination
Ref: 26-13-109 and 26-13-112
9. Unfair claims settlement practices
Ref: 26-13-124, Reg. Ch. 33