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

I. TYPES OF POLICIES .................................................. 15
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, level, and flexible premium
   2. Immediate and deferred
   3. Fixed and variable
   4. Indexed
   5. Accumulation and Annuity Periods
   6. Payout options
E. Combination plans and variations
   1. Joint life (first to die)
   2. Survivorship life

II. POLICY RIDERS, PROVISIONS, OPTIONS, AND EXCLUSIONS .................................................. 15
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
   9. Disability
   10. Cost of Living
B. Policy provisions and options
   1. Entire contract
   2. Insuring clause
   3. Free look
   4. Consideration
   5. Owner’s rights
   6. Beneficiary designations
      a. Primary and contingent
      b. Revocable and irrevocable

III. COMPLETING THE APPLICATION, UNDERWRITING, AND DELIVERING THE POLICY .................................. 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 (i.e. HIPAA, HIV consent)
   8. USA PATRIOT Act/anti-money laundering
   9. Gramm-Leach-Bliley Act (GLBA) Privacy
B. Underwriting
   1. Insurable interest
   2. Medical information and consumer reports
   3. Fair Credit Reporting Act
   4. Risk classification
   5. Stranger/Investor owned life insurance (STOLI, IOLI)
C. Delivering the policy
   1. When coverage begins
   2. Explaining the policy and its provisions, riders, exclusions, and ratings to the client
D. Contract Law
   1. Elements of a contract
      a. Consideration
      b. Offer and Acceptance
      c. Competent Parties
      d. Legal purpose
   2. Unique aspects of the insurance contract
      a. Conditional
      b. Unilateral
      c. Adhesion
      d. Aleatory

IV. RETIREMENT AND OTHER INSURANCE CONCEPTS  8
A. Third-party ownership

B. Life Settlements

C. Group life insurance
   1. Conversion privilege
   2. Contributory vs. noncontributory

D. Retirement plans
   1. Qualified plans
   2. Nonqualified plans

E. Life insurance needs analysis/suitability
   1. Personal insurance needs
      a. Key person
      b. Buy sell
   2. Business insurance needs

F. Social Security benefits

G. Tax treatment of insurance premiums, proceeds, dividends
   1. Individual life
   2. Group life
   3. Modified Endowment Contracts (MECs)

LIFE – SOUTH CAROLINA SPECIFIC CONTENT OUTLINE
(25 scored plus 5 pretest questions)

I. SOUTH CAROLINA LAWS AND REGULATIONS PERTINENT TO ALL LINES………..18

A. Insurance Department and Director
   1. Powers and duties
      Ref: 38-3-60, 110
   2. Examination of books and records
      Ref: 38-13-10–30, 38-43-250
   3. Investigations/Notice of hearing
      Ref: 38-3-170; 38-57-200
   4. Penalties and fines
      Ref: 38-2-10–30, 38-43-130
   5. Cease and desist orders
      Ref: 38-59-30, 270

B. General insurance definitions
   1. Domestic, foreign and alien insurers
      Ref: 38-1-20
   2. Admitted/Nonadmitted insurer
      Ref: 38-1-20; 38-5-80
   3. Sell, solicit, negotiate
      Ref: 38-1-20; 38-43-10

C. Licensing
   1. Producer
      Ref: 38-43-10, 20, 30, 60
   2. License fees and application
      Ref: 38-43-80, 100, 101
   3. License probation, revocation, suspension, or denial of reissuance
      Ref: 38-43-130, 230
   4. Temporary License
      Ref: 38-43-102
   5. Nonresident License
      Ref: 38-43-70
   6. Agent appointment/termination of contract
      Ref: 38-43-40, 50, 55
   7. Continuing education
      Ref: 38-43-106; Reg 69-50
   8. Change of Address/name change
      Ref: 38-43-107; 38-43-10(C)
   9. Reinstatement/license expiration
      Ref: 38-43-110(B)

D. Unfair and prohibited trade practices
   1. Rebating
      Ref: 38-57-130
   2. Defamation
      Ref: 38-57-90
   3. Unfair Discrimination
      Ref: 38-55-50; 38-57-120
   4. Misrepresentation
      Ref: 38-57-40
   5. False advertising
      Ref: 38-57-40, 50
   6. Boycott, coercion, and intimidation
      Ref: 38-57-100, 110
   7. Unfair claims settlement practices
      Ref: 38-59-10, 20
   8. Fraud
      Ref: 38-43-245
   9. False Financial Statements
      Ref: 38-57-80
   10. Prohibited inducements
      Ref: 38-57-130, 150

E. Reporting and Disposition of Premiums
   1. Fiduciary capacity; misappropriation of funds
      Ref: 38-43-130, 240, 420
   2. Commissions and compensation/charges for extra services
      Ref: 38-43-200
   3. Reporting of Actions
      Ref: 38-43-247

F. Life and Accident and Health Insurance Guaranty Association
   Ref: 38-29-20, 30, 40, 50, 80, 130, 200

G. Consumer information privacy regulation
   Ref: Reg 69-58 Sec 1–16

II. SOUTH CAROLINA LAWS AND REGULATIONS PERTINENT TO LIFE INSURANCE ……7

A. Replacement/Conversion of Life insurance
   Ref: Reg 69-12.1, 38-65-210(8–10)

B. Life insurance advertisements and solicitation
   Ref: 38-63-220(b). Reg 69-30(D), (E). Appendix A & B;
   Reg 69-40 Sec 1–8

C. Group/Individual Life policy provisions and riders
   Ref: 38-63-40, 220; 38-65-90, 210
ACCIDENT AND HEALTH
GENERAL KNOWLEDGE
CONTENT OUTLINE

Product Knowledge, Terms, and Concepts
(50 scored plus 5 pretest questions)

I. TYPES OF POLICIES......................................16
A. Disability income
   1. Individual disability income policy
   2. Business overhead expense policy
   3. Business disability buyout policy
   4. Group disability income policy
   5. Key employee policy
B. Accidental death and dismemberment
C. Medical expense insurance
   1. Basic hospital, medical, and surgical policies
   2. Major medical policies
   3. Health Maintenance Organizations (HMOs)
   4. Preferred Provider Organizations (PPOs)
   5. Point of Service (POS) plans
   6. Flexible Spending Accounts (FSAs)
   7. High Deductible Health Plans (HDHPs) and related Health Savings Accounts (HSAs)
   8. Health Reimbursement Accounts (HRAs)
D. Medicare supplement policies
E. Group insurance
   1. Differences between individual and group contracts
   2. General characteristics
   3. COBRA
F. Individual/Group Long Term Care (LTC)
   1. Eligibility
   2. Levels of care
G. Other policies
   1. Dental
   2. Vision
   3. Cancer
   4. Critical illness or specified disease
   5. Worksite (employer-sponsored)
   6. Hospital indemnity
   7. Short-term medical
   8. Accident

II. POLICY PROVISIONS, CLAUSES, AND RIDERS.......15
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 gender
   14. Change of occupation
   15. Illegal occupation
   16. Relation of earnings to insurance
B. Other provisions and clauses
   1. Insuring clause

2. Free look
3. Consideration clause
4. Probationary period
5. Elimination period
6. Waiver of premium
7. Exclusions and limitations
8. Preexisting conditions
9. Coinsurance
10. Deductibles
11. Eligible expenses
12. Copayments
13. Pre-authorizations and prior approval requirements
14. Usual, reasonable, and customary (URC) charges
15. Lifetime, annual or per cause maximum benefit limits

D. Riders
   1. Impairment/exclusions
   2. Guaranteed insurability
   3. Future increase option

E. Rights of renewal
   1. Noncancelable
   2. Cancelable
   3. Guaranteed renewable

III. SOCIAL INSURANCE ........................................6
A. Medicare (Parts A, B, C, D)
B. Medicaid
C. Social Security benefits

IV. OTHER INSURANCE CONCEPTS..........................5
A. Total, partial, recurrent and residual disability
B. Owner’s rights
C. Dependent children benefits
D. Primary and contingent beneficiaries
E. Modes of premium payments
F. Nonduplication and coordination of benefits (e.g., primary vs. excess)
G. Occupational vs. nonoccupational
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.................8
A. Completing the application
B. Explaining sources of insurability and HIPAA privacy (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

South Carolina Insurance Supplement - Examination Content Outlines

Effective: May 1, 2023

S3
South Carolina Insurance Supplement - Examination Content Outlines  Effective: May 1, 2023

S4

b. Unilateral
c. Adhesion
d. Aleatory

ACCIDENT AND HEALTH – SOUTH CAROLINA SPECIFIC CONTENT OUTLINE
(25 scored plus 5 pretest questions)

I. SOUTH CAROLINA LAWS AND REGULATIONS PERTINENT TO ALL LINES……………18
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      3. Investigations/Notice of hearing
         Ref: 38-3-170; 38-57-200
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         Ref: 38-2-10–30, 38-43-130
      5. Cease and desist orders
         Ref: 38-59-20, 270
   B. General insurance definitions
      1. Domestic, foreign and alien insurers
         Ref: 38-1-20
      2. Admitted/Nonadmitted insurer
         Ref: 38-1-20; 38-5-80
      3. Sell, solicit, negotiate
         Ref: 38-1-20, 38-43-10
   C. Licensing
      1. Producer
         Ref: 38-43-10, 20, 30, 60
      2. License fees and application
         Ref: 38-43-80, 100, 101
      3. License probation, revocation, suspension, or denial of reissuance
         Ref: 38-43-130, 230
      4. Temporary License
         Ref 38-43-102
      5. Nonresident License
         Ref: 38-43-70
      6. Agent appointment/termination of contract
         Ref: 38-43-40, 50, 55
      7. Continuing education
         Ref: 38-43-106; Reg. 69-50
      8. Change of Address/name change
         Ref: 38-43-10(C), 107
      9. Reinstatement/license expiration
         Ref: 38-43-110(B)
   D. Unfair and prohibited trade practices
      1. Rebating
         Ref: 38-57-130
      2. Defamation
         Ref: 38-57-90
      3. Unfair Discrimination
         Ref: 38-55-50; 38-57-120
      4. Misrepresentation
         Ref: 38-57-40
      5. False advertising
         Ref: 38-57-40, 50
      6. Boycott, coercion, and intimidation
       Ref: 38-57-100, 110
      7. Unfair claims settlement practices
         Ref: 38-59-10, 20
      8. Fraud
         Ref: 38-43-245
      9. False Financial Statements
         Ref: 38-57-80
     10. Prohibited inducements
         Ref: 38-57-130, 150,

E. Reporting and Disposition of Premiums
   1. Fiduciary capacity; misappropriation of funds
      Ref: 38-43-130, 240, 420
   2. Commissions and compensation/charges for extra services
      Ref: 38-43-200
   3. Reporting of Actions
      Ref: 38-43-247

F. Life and Accident Health Insurance Guaranty Association
   Ref: 38-29-20, 30, 40, 50, 80, 130, 200

G. Consumer information privacy regulation
   Ref: Reg 69-58 Sec 1–16

II. SOUTH CAROLINA LAWS AND REGULATIONS PERTINENT TO ACCIDENT & HEALTH INSURANCE……7
   A. Individual and Group Accident and Health Insurance
      Ref: 38-71 et al
   B. Medicare Supplement
      Ref: Reg 69-46 Sec 1–8, 11– 13, 17– 24
   C. Long Term Care
      Ref: Reg 69-44 Sec 1, 3 – 9 and 12 – 14


I. LIFE: TYPES OF POLICIES .............................................. 15
   A. Traditional whole life products
      1. Ordinary whole life
      2. Limited-pay and single-premium life
   B. Interest-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, level, and flexible premium
      2. Immediate and deferred
      3. Fixed and variable
      4. Indexed
      5. Accumulation and Annuity Periods
      6. Payout options
   E. Combination plans and variations
      1. Joint life (first to die)
      2. Survivorship life

II. LIFE: POLICY RIDERS, PROVISIONS, OPTIONS, AND EXCLUSIONS .................................................. 15
    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
       9. Disability
       10. Cost of Living
    B. Policy provisions and options
       1. Entire contract
       2. Insuring clause
       3. Free look
       4. Consideration
       5. Owner’s rights
       6. Beneficiary designations
          a. Primary and contingent
          b. Revocable and irrevocable
          c. Common disaster
          d. Minor beneficiaries
       e. Designation by class
       7. Premium Payment
          a. Modes
          b. Grace period
          c. Automatic premium loan
          d. Level or flexible
       8. Reinstatement
       9. Policy loans, withdrawals, partial surrenders
       10. Nonforfeiture options
       11. Dividends and dividend options (e.g. 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
       1. War
       2. Aviation
       3. Dangerous Occupation

III. LIFE: COMPLETING THE APPLICATION, UNDERWRITING, AND DELIVERING THE POLICY .... 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 (i.e. HIPAA, HIV consent)
       8. USA PATRIOT Act/anti-money laundering
       9. Gramm-Leach-Bliley Act (GLBA) Privacy
    B. Underwriting
       1. Insurable interest
       2. Medical information and consumer reports
       3. Fair Credit Reporting Act
       4. Risk classification
       5. Stranger/Investor owned life insurance (STOLI, IOLI)
    C. Delivering the policy
       1. When coverage begins
       2. Explaining the policy and its provisions, riders, exclusions, and ratings to the client
    D. Contract Law
       1. Elements of a contract
          a. Consideration
          b. Offer and Acceptance
          c. Competent Parties
          d. Legal purpose
       2. Unique aspects of the insurance contract
          a. Conditional
          b. Unilateral
          c. Adhesion
          d. Aleatory

IV. LIFE: RETIREMENT AND OTHER INSURANCE CONCEPTS .........................................................8
    A. Third-party ownership
    B. Life Settlements
    C. Group life insurance
       1. Conversion privilege
       2. Contributory vs. noncontributory
D. Retirement plans  
1. Qualified plans  
2. Nonqualified plans  
E. Life insurance needs analysis/suitability  
1. Personal insurance needs  
2. Business insurance needs  
a. Key person  
b. Buy sell  
F. Social Security benefits  
G. Tax treatment of insurance premiums, proceeds, dividends  
1. Individual life  
2. Group life  
3. Modified Endowment Contracts (MECs)  

V. ACCIDENT & SICKNESS: TYPES OF POLICIES........ 16  
A. Disability income  
1. Individual disability income policy  
2. Business overhead expense policy  
3. Business disability buyout policy  
4. Group disability income policy  
5. Key employee policy  
B. Accidental death and dismemberment  
C. Medical expense insurance  
1. Basic hospital, medical, and surgical policies  
2. Major medical policies  
3. Health Maintenance Organizations (HMOs)  
4. Preferred Provider Organizations (PPOs)  
5. Point of Service (POS) plans  
6. Flexible Spending Accounts (FSAs)  
7. High Deductible Health Plans (HDHPs) and related Health Savings Accounts (HSAs)  
8. Health Reimbursement Accounts (HRAs)  
D. Medicare supplement policies  
E. Group insurance  
1. Differences between individual and group contracts  
2. General characteristics  
3. COBRA  
F. Individual/Group Long Term Care (LTC)  
1. Eligibility  
2. Levels of care  
G. Other policies  
1. Dental  
2. Vision  
3. Cancer  
4. Critical illness or specified disease  
5. Worksite (employer-sponsored)  
6. Hospital indemnity  
7. Short-term medical  
8. Accident  

VI. ACCIDENT AND SICKNESS: POLICY PROVISIONS, CLAUSES, AND RIDERS.............................. 15  
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 gender  
14. Change of occupation  
15. Illegal occupation  
16. Relation of earnings to insurance  

B. Other provisions and clauses  
1. Insuring clause  
2. Free look  
3. Consideration clause  
4. Probationary period  
5. Elimination period  
6. Waiver of premium  
7. Exclusions and limitations  
8. Preexisting conditions  
9. Coinsurance  
10. Deductibles  
11. Eligible expenses  
12. Copayments  
13. Pre-authorizations and prior approval requirements  
14. Usual, reasonable, and customary (URC) charges  
15. Lifetime, annual or per cause maximum benefit limits  

C. Riders  
1. Impairment/exclusions  
2. Guaranteed insurability  
3. Future increase option  

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

VII. SOCIAL INSURANCE .............................................. 6  
A. Medicare (Parts A, B, C, D)  
B. Medicaid  
C. Social Security benefits  

VIII. ACCIDENT AND SICKNESS: OTHER INSURANCE CONCEPTS............................................. 5  
A. Total, partial, recurrent and residual disability  
B. Owner’s rights  
C. Dependent children benefits  
D. Primary and contingent beneficiaries  
E. Modes of premium payments  
F. Nonduplication and coordination of benefits (e.g., primary vs. excess)  
G. Occupational vs. nonoccupational  
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  

IX. ACCIDENT AND SICKNESS: FIELD UNDERWRITING PROCEDURES........................................ 8  
A. Completing the application  
B. Explaining sources of insurability and HIPAA privacy information (e.g., MIB Report, Fair Credit Reporting Act, etc.)  
C. Initial premium payment and receipt and consequences of the receipt (e.g., medical examination, etc.)
D. Submitting application (and initial premium if collected) to company for underwriting

E. Policy delivery

F. Explaining policy and its provisions, riders, exclusions, and ratings to clients

G. Replacement

H. Contract law

1. Elements of a contract
2. Insurable interest
3. Warranties and representations
4. Unique aspects of the insurance contract
   a. Conditional
   b. Unilateral
   c. Adhesion
   d. Aleatory

LIFE, ACCIDENT AND HEALTH SOUTH CAROLINA SPECIFIC CONTENT OUTLINE

(30 scored plus 5 pretest questions)

I. SOUTH CAROLINA LAWS AND REGULATIONS PERTINENT TO ALL LINES

A. Insurance Department and Director

1. Powers and duties
   Ref: 38-3-60, 110
2. Examination of books and records
   Ref: 38-13-10-30; 38-43-250
3. Investigations/Notice of hearing
   Ref: 38-3-170; 38-57-200
4. Penalties and fines
   Ref: 38-2-10–30; 38-43-130
5. Cease and desist orders
   Ref: 38-59-20, 38-59-270

B. General insurance definitions

1. Domestic, foreign and alien insurers
   Ref: 38-1-20
2. Admitted/Nonadmitted insurer
   Ref: 38-1-20; 38-5-80
3. Sell, solicit, negotiate
   Ref: 38-1-20

C. Licensing

1. Producer
   Ref: 38-43-10, 20, 30, 60
2. License fees and application
   Ref: 38-43-80, 100, 101
3. License probation, revocation, suspension, or denial of reissuance
   Ref: 38-43-130, 230
4. Temporary License
   Ref: 38-43-102
5. Nonresident License
   Ref: 38-43-70
6. Agent appointment/termination of contract
   Ref: 38-43-40, 50, 55
7. Continuing education
   Ref: 38-43-106; 69-50
8. Change of Address/name change
   Ref: 38-43-107
9. Reinstatement/license expiration
   Ref: 38-43-110(B)

D. Unfair and prohibited trade practices
   Ref: 38-43-130
   1. Rebating
      Ref: 38-57-130
   2. Defamation
      Ref: 38-57-90
   3. Unfair Discrimination
      Ref: 38-55-50; 38-57-120
   4. Misrepresentation
      Ref: 38-57-40
   5. False advertising
      Ref: 38-57-50
   6. Boycott, coercion, and intimidation
      Ref: 38-57-100
   7. Unfair contracts settlement practices
      Ref: 38-59-20
   8. Fraud
      Ref: 38-43-245
   9. False Financial Statements
      Ref: 38-57-80
   10. Prohibited inducements
       Ref: 38-57-130, 150,

E. Reporting and Disposition of Premiums

1. Fiduciary capacity; misappropriation of funds
   Ref: 38-43-130, 240, 420
2. Commissions and compensation/charges for extra services
   Ref: 38-43-200
3. Reporting of Actions
   Ref: 38-43-247

F. Life and Accident and Health Insurance Guaranty Association
   Ref: 38-29-20, 30, 40, 50, 80, 130, 200

G. Consumer information privacy regulation
   Ref: Reg 69-58 Sec 1–16

II. SOUTH CAROLINA LAWS AND REGULATIONS PERTINENT TO LIFE INSURANCE

A. Replacement/Conversion of Life Insurance
   Ref: 38-63-220(b); Reg 69-12.1, 38-65-210(8–10)

B. Life insurance advertisements and solicitation
   Ref: Reg 69-30(D),(E), Appendix; Reg 69-40 Sec 5–8

C. Group/Individual Life policy provisions and riders
   Ref: 38-63-220, 38-63-40, 38-63-90

III. SOUTH CAROLINA LAWS AND REGULATIONS PERTINENT TO ACCIDENT & HEALTH INSURANCE

A. Individual and group Accident and Health Insurance
   Ref: 38-71 et al

B. Medicare Supplement
   Ref: Reg 69-46 Sec 4, 8, 11, 17, 18, 19, 20 22, 23

C. Long Term Care
   Ref: Reg 69-44 Sec 6 through 9 and 12 through 14
PROPERTY – GENERAL KNOWLEDGE
CONTENT OUTLINE
Product Knowledge, Terms, and Concepts
(50 scored plus 5 pretest questions)

I. TYPES OF POLICIES ........................................... 22
  A. Homeowners
    1. HO-2
    2. HO-3
    3. HO-4
    4. HO-5
    5. HO-6
    6. HO-8
  B. Dwelling policies
  C. Commercial lines
    1. Commercial Package Policy (CPP)
    2. Commercial property
       a. Commercial building and personal property form
       b. Causes of loss forms
       c. Business income
       d. Extra expense
       e. Equipment breakdown
    3. Businessowners Policy (BOP)
    4. Builders Risk
    5. Cyber First-Party Coverage
  D. Inland marine
    1. Personal Articles floaters
    2. Commercial Property floaters
  E. National Flood Insurance Program
  F. Others
    1. Earthquake
    2. Mobile Homes
    3. Watercraft
    4. Farm Owners
    5. Windstorm

II. INSURANCE TERMS AND RELATED CONCEPTS..... 15
  A. Insurance
    1. Law of Large Numbers
  B. Insurable interest
  C. Risk
    1. Pure vs. Speculative Risk
  D. Hazard
    1. Moral
    2. Morale
    3. Physical
  E. Peril
  F. Loss
    1. Direct
    2. Indirect
  G. Loss valuation
    1. Actual cash value
    2. Replacement cost
    3. Market value
    4. State/agreed value
    5. Salvage value
  H. Proximate cause
  I. Deductible
  J. Indemnity
  K. Limits of liability
  L. Coinsurance/Insurance to value

M. Occurrence
N. Cancellation
O. Nonrenewal
P. Vacancy and unoccupancy
Q. Liability
  1. Absolute
  2. Strict
  3. Vicarious
R. Negligence
S. Binder
T. Endorsements
U. Blanket vs. Specific

III. POLICY PROVISIONS AND CONTRACT LAW......... 13
  A. Declarations
  B. Insuring agreement
  C. Conditions
  D. Exclusions
  E. Definition of the insured
  F. Duties of the insured
  G. Obligations of the insurance company
  H. Mortgagee rights
  I. Proof of loss
  J. Notice of claim
  K. Appraisal
  L. Other Insurance Provision
  M. Subrogation
  N. Elements of a contract
  O. Warranties, representations, and concealment
  P. Sources of underwriting information
  Q. Fair Credit Reporting Act
  R. Privacy Protection (Gramm Leach Bliley)
  S. Policy Application
  T. Terrorism Risk Insurance Act (TRIA)
  U. Territory

PROPERTY
SOUTH CAROLINA-SPECIFIC
CONTENT OUTLINE
(25 scored questions)

I. SOUTH CAROLINA LAWS AND REGULATIONS
PERTINENT TO ALL LINES...............................18
  A. Insurance Department and Director
     1. Powers and duties
        Ref: 38-3-60, 110
     2. Examination of books and records
        Ref: 38-13-10–30; 38-43-250
     3. Investigations/Notice of hearing
        Ref: 38-3-170; 38-57-200
     4. Penalties and fines
        Ref: 38-2-10–30, 38-43-130
     5. Cease and desist orders
        Ref: 38-59-20, 38-59-270
  B. General insurance definitions
     1. Domestic, foreign and alien insurers
        Ref: 38-1-20
     2. Admitted/Nonadmitted insurer
        Ref: 38-1-20; 38-5-80
     3. Sell, solicit, negotiate
        Ref: 38-1-20
  C. Licensing

South Carolina Insurance Supplement - Examination Content Outlines  Effective: May 1, 2023

S8
1. Producer  
   Ref: 38-43-10, 20, 30, 60

2. License fees and application  
   Ref: 38-43-80, 100, 101

3. License probation, revocation, suspension, or denial of reissuance  
   Ref: 38-43-130, 230

4. Temporary License  
   Ref: 38-43-102

5. Nonresident License  
   Ref: 38-43-70

6. Agent appointment/termination of contract  
   Ref: 38-43-40, 50, 55

7. Continuing education  
   Ref: 38-43-106; 69-50

8. Change of Address/name change  
   Ref: 38-43-107; 38-43-10(C)

9. Reinstatement/license expiration  
   Ref: 38-43-110(B)

D. Unfair and prohibited trade practices  
   Ref: 38-43-130

1. Rebating  
   Ref: 38-57-130

2. Defamation  
   Ref: 38-57-90

3. Unfair Discrimination  
   Ref: 38-55-50

4. Misrepresentation  
   Ref: 38-57-40

5. False advertising  
   Ref: 38-57-50

6. Boycott, coercion, and intimidation  
   Ref: 38-57-100

7. Unfair claims settlement practices  
   Ref: 38-59-20

8. Fraud  
   Ref: 38-43-245, 38-55-510–590

9. False Financial Statements  
   Ref: 38-57-80

10. Prohibited inducements  
    Ref: 38-57-130, 150

E. Reporting and Disposition of Premiums  
   1. Fiduciary capacity, misappropriation of funds  
      Ref: 38-43-130, 240, 420

   2. Commissions and compensation/charges for extra services  
      Ref: 38-43-200

   3. Reporting of Actions  
      Ref 38-43-247

F. Consumer information privacy regulation  
   Ref: Reg 69-58 Sec 1–16

II. SOUTH CAROLINA LAWS AND REGULATIONS PERTINENT TO PROPERTY INSURANCE ……..7

A. Cancellation and nonrenewal of policies  
   Ref: 38-77-120–124, 390; RL 56-10-280, 38-73-720–750

B. Regulation of Rates  

C. South Carolina Property and Casualty Insurance Guaranty Association  
   Ref: 38-31-10–110

D. South Carolina Valued Policy Law  
   Ref: 38-75-20, 30

South Carolina Insurance Supplement - Examination Content Outlines  Effective: May 1, 2023  S9
I. TYPES OF POLICIES, BONDS, AND RELATED TERMS. 23

A. Commercial general liability
   1. Exposures
      a. Premises and Operations
      b. Products and Completed Operations
   2. Coverage
      a. Coverage A: Bodily Injury and Property Damage Liability (Occurrence, Claims made including Retroactive Date)
      b. Coverage B: Personal Injury and Advertising Injury
      c. Coverage C: Medical Payments
      d. Supplemental Payments
      e. Who is an insured
      f. First named insured
      g. Limits (Per occurrence, Annual Aggregate)
      h. Damage to Property of Others

B. Automotive: personal auto and business auto
   1. Liability
      a. Bodily Injury
      b. Property Damage
      c. Split Limits
      d. Combined Single Limit
   2. Medical Payments
   3. Physical damage (collision; other than collision; specified perils)
   4. Uninsured motorists
   5. Underinsured motorists
   6. Who is an insured
   7. Types of Auto
      a. Owned
      b. Non-owned
      c. Hired
      d. Temporary Substitute
      e. Newly Acquired Autos
      f. Transportation Expense and Rental Reimbursement Expense
   8. Auto Dealers Coverage Form, including Garagekeepers Insurance
   9. Exclusions
   10. Individual Insured and Drive Other Car (DOC)
   11. Mobile equipment

C. Workers Compensation insurance, Employers Liability insurance, and Related Issues
   Note: State law is addressed elsewhere in this outline.
   1. Standard policy concepts
      a. Who is an employee/employer
      b. Compensation
   2. Work-related vs. non-work-related
   3. Other states’ insurance
   4. Employers Liability
   5. Exclusive Remedy
   6. Premium Determination

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

E. Bonds
   1. Surety
   2. Fidelity

F. Professional liability
   1. Errors and Omissions
   2. Medical Malpractice
   3. Directors and Officers (D&O)
   4. Employment Practices Liability (EPLI)
   5. Cyber liability and data breach, funds transfer
   6. Liquor liability

G. Umbrella/Excess liability

H. Business Owners Policy (BOP)

II. INSURANCE TERMS AND RELATED CONCEPTS….. 15

B. Hazards
   1. Moral
   2. Morale
   3. Physical

C. Indemnity

D. Insurable interest

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

F. Negligence

G. Liability

H. Occurrence

I. Binders

J. Warranties

K. Representations

L. Concealment

M. Deposit Premium/Audit

N. Certificate of Insurance

O. Law of Large Numbers

P. Pure vs. Speculative Risk

Q. Endorsements

R. Damages
   1. Compensatory
      a. General
      b. Special
   2. Punitive

S. Compliance with provisions of Fair Credit Reporting Act

III. POLICY PROVISIONS…………………………………….. 12

A. Declarations

B. Insuring agreement

C. Conditions

D. Exclusions and Limitations

E. Definition of the insured

F. Duties of the insured after a loss

G. Cancellation and nonrenewal provisions

H. Supplementary payments

I. Proof of loss
I. SOUTH CAROLINA LAWS AND REGULATIONS PERTINENT TO ALL LINES

A. Insurance Department and Director
1. Powers and duties
   Ref: 38-3-60, 110
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   Ref: 38-2-10–30, 38-43-130
5. Cease and desist orders
   Ref: 38-59-20, 38-59-270

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   Ref: 38-1-20
2. Admitted/Nonadmitted insurer
   Ref: 38-1-20, 38-5-80
3. Sell, solicit, negotiate
   Ref: 38-1-20

C. Licensing
1. Producer
   Ref: 38-43-10, 20, 30, 60
2. License fees and application
   Ref: 38-43-80, 100, 101
3. License probation, revocation, suspension, or denial of reissuance
   Ref: 38-43-130, 230
4. Temporary License
   Ref: 38-43-102
5. Nonresident License
   Ref: 38-43-70
6. Agent appointment/termination of contract
   Ref: 38-43-40, 50, 55
7. Continuing education
   Ref: 38-43-106; 69-50
8. Change of Address/name change
   Ref: 38-43-107; 38-43-10(C)
9. Reinstatement/license expiration
   Ref: 38-43-110(B)

D. Unfair and prohibited trade practices
   Ref: 38-43-130
   1. Rebating
      Ref: 38-57-130
   2. Defamation
      Ref: 38-57-90
   3. Unfair Discrimination
      Ref: 38-55-50
   4. Misrepresentation

E. Reporting and Disposition of Premiums
1. Fiduciary capacity; misappropriation of funds
   Ref: 38-43-130, 240, 420
2. Commissions and compensation/charges for extra services
   Ref: 38-43-200
3. Reporting of Actions
   Ref: 38-43-247

F. Consumer information privacy regulation
   Ref: 38-43-240

II. SOUTH CAROLINA LAWS AND REGULATIONS PERTINENT TO CASUALTY INSURANCE

A. Cancellation and nonrenewal of policies
   Ref: 38-77-120–124, 390; RL 56-10-280, 38-75-730–750

B. Regulation of Rates
   Ref: 38-73-10 through 40, 210 -220, 260, 310-340, 410-49, 540-545

C. South Carolina Property and Casualty Insurance Guaranty Association
   Ref: 38-31-10–110

D. Auto
1. Uninsured/Underinsured motorists coverage
   Ref: 38-77-140, 150–170, 180–230, 260
2. South Carolina Motor Vehicle Financial Responsibility Act
   Ref: RL Title 56, Chapter 9; 38-77-140
3. South Carolina Assigned Risk Pool
   Ref: 38-77-810, 830, 850
4. Deductibles
   Ref: 38-77-280

E. South Carolina Workers’ Compensation Law
   Ref: RL Title 42
   1. Exclusive remedy
      Ref: RL 42-1-540
   2. Employment covered (required, voluntary)
      Ref: RL 42-1-130–150, 310, 360
   3. Covered injuries
      Ref: RL 42-1-160; RL 42-9-60; RL 42-15-20, 40
   4. Occupational disease
      Ref: RL 42-11-10
   5. Benefits provided
      Ref: RL 42-9-10–30, 200, 260, 290; RL 42-13-90; RL 42-15-10, 60–70
   6. South Carolina Workers' Compensation Uninsured Employers’ Fund
      Ref: RL 42-7-200
PROPERTY AND CASUALTY
GENERAL KNOWLEDGE
CONTENT OUTLINE
Product Knowledge, Terms, and Concepts
(100 scored plus 5 pretest questions)

Note: To the extent that the specific contracts, forms, and endorsements outline are available in standardized versions, outline references are to content developed by (1) Insurance Services Office; (2) National Council on Compensation Insurance; (3) Surety Association of America.

I. PROPERTY: TYPES OF POLICIES …………………. 22
   A. Homeowners
      1. HO-2
      2. HO-3
      3. HO-4
      4. HO-5
      5. HO-6
      6. HO-8
   B. Dwelling policies
   C. Commercial lines
      1. Commercial Package Policy (CPP)
      2. Commercial property
         a. Commercial building and personal property form
         b. Causes of loss forms
         c. Business income
         d. Extra expense
         e. Equipment breakdown
      3. Businessowners Policy (BOP)
      4. Builders Risk
      5. Cyber First-Party Coverage
   D. Inland marine
      1. Personal Articles floaters
      2. Commercial Property floaters
   E. National Flood Insurance Program
   F. Others
      1. Earthquake
      2. Mobile Homes
      3. Watercraft
      4. Farm Owners
      5. Windstorm

II. PROPERTY: INSURANCE TERMS AND RELATED
    CONCEPTS………………………………………………… 15
   A. Insurance
      1. Law of Large Numbers
   B. Insurable interest
   C. Risk
      1. Pure vs. Speculative Risk
   D. Hazard
      1. Moral
      2. Morale
      3. Physical
   E. Peril
   F. Loss
      1. Direct
      2. Indirect
   G. Loss valuation
      1. Actual cash value
      2. Replacement cost
      3. Market value
      4. State/agreed 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. PROPERTY: POLICY PROVISIONS AND CONTRACT
     LAW…………………………………………………………. 13
   A. Declarations
   B. Insuring agreement
   C. Conditions
   D. Exclusions
   E. Definition of the insured
   F. Duties of the insured
   G. Obligations of the insurance company
   H. Mortgagee rights
   I. Proof of loss
   J. Notice of claim
   K. Appraisal
   L. Other Insurance Provision
   M. Subrogation
   N. Elements of a contract
   O. Warranties, representations, and concealment
   P. Sources of underwriting information
   Q. Fair Credit Reporting Act
   R. Privacy Protection (Gramm Leach Bliley)
   S. Policy Application
   T. Terrorism Risk Insurance Act (TRIA)
   U. Territory

IV. CASUALTY: TYPES OF POLICIES, BONDS, AND
    RELATED TERMS……………………………………….. 23
   A. Commercial general liability
      1. Exposures
         a. Premises and Operations
         b. Products and Completed Operations
      2. Coverage
         a. Coverage A: Bodily Injury and Property Damage
            Liability (Occurrence, Claims made including
            Retroactive Date)
         b. Coverage B: Personal Injury and Advertising Injury
         c. Coverage C: Medical Payments
         d. Supplemental Payments
         e. Who is an insured
            f. First named insured
            g. Limits (Per occurrence, Annual Aggregate)
            h. Damage to Property of Others Conditions
   B. Automotive: personal auto and business auto
      1. Liability
         a. Bodily Injury
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c. Split Limits
d. Combined Single Limit
2. Medical Payments
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4. Uninsured motorists
5. Underinsured motorists
6. Who is an insured
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   a. Owned
   b. Non-owned
   c. Hired
   d. Temporary Substitute
   e. Newly Acquired Autos
   f. Transportation Expense and Rental Reimbursement Expense
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6. Premium Determination

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5. Cyber liability and data breach, funds transfer
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G. Umbrella/Excess liability
H. Business Owners Policy (BOP)

V. CASUALTY: INSURANCE TERMS AND RELATED CONCEPTS........................................ 15
A. Risk
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   2. Morale
   3. Physical
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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. Warrants
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

VI. CASUALTY: POLICY PROVISIONS................................. 12
A. Declarations
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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
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J. Notice of claim
K. Other insurance
L. Subrogation
M. Loss settlement provisions including consent to settle a loss
N. Terrorism Risk Insurance Act (TRIA)

PROPERTY AND CASUALTY
SOUTH CAROLINA-SPECIFIC CONTENT OUTLINE
(30 scored plus 5 pretest questions)

I. SOUTH CAROLINA LAWS AND REGULATIONS PERTINENT TO ALL LINES................. 18
A. Insurance Department and Director
   1. Powers and duties
      Ref: 38-3-60, 110
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      Ref: 38-13-10–30, 38-43-250
   3. Investigations/Notice of hearing
      Ref: 38-3-170; 38-57-200
   4. Penalties and fines
      Ref: 38-2-10–30, 38-43-130
   5. Cease and desist orders
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South Carolina Insurance Supplement - Examination Content Outlines
Effective: May 1, 2023
S13
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      Ref: 38-1-20
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   1. Producer
      Ref: 38-43-10, 20, 30, 60
   2. License fees and application
      Ref: 38-43-80, 100, 101
   3. License probation, revocation, suspension, or denial of reissuance
      Ref: 38-43-130, 230
   4. Temporary License
      Ref: 38-43-102
   5. Nonresident License
      Ref: 38-43-70
   6. Agent appointment/termination of contract
      Ref: 38-43-40, 50, 55
   7. Continuing education
      Ref: 38-43-106; 69-50
   8. Change of Address/name change
      Ref: 38-43-107; 38-43-10(C)
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      Ref: 38-43-110(B)
D. Unfair and prohibited trade practices
   Ref: 38-43-130
   1. Rebating
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      Ref: 38-57-90
   3. Unfair Discrimination
      Ref: 38-55-50
   4. Misrepresentation
      Ref: 38-57-40
   5. False advertising
      Ref: 38-57-50
   6. Boycott, coercion, and intimidation
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   3. Reporting of Actions
      Ref: 38-43-247
F. Consumer information privacy regulation
   Ref: Reg 69-58 Sec 1–16
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B. Regulation of Rates
   Ref: 38-73-10 through 40, 210 –220, 260, 310-340, 410-49, 540-545
C. South Carolina Property and Casualty Insurance Guaranty Association Act
   Ref: 38-31-10–110
D. South Carolina Valued Policy Law
   Ref: 38-75-20, 30
E. South Carolina Wind and Hail Underwriting Association (SCWHUA)
   Ref: 38-75-310–460
F. Auto
   1. Uninsured/Underinsured motorists coverage
      Ref: 38-77-140, 150–170, 180–230, 260
   2. South Carolina Motor Vehicle Financial Responsibility Act
      Ref: RL Title 56, Chapter 9; 38-77-140
   3. South Carolina Assigned Risk Pool
      Ref: 38-77-810, 830, 850
   4. Deductibles
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G. South Carolina Workers’ Compensation Law
   Ref: RL Title 42
   1. Exclusive remedy
      Ref: RL 42-1-540
   2. Employment covered (required, voluntary)
      Ref: RL 42-1-130–150, 310, 360
   3. Covered injuries
      Ref: RL 42-1-160; RL 42-9-60; RL 42-15-20, 40
   4. Occupational disease
      Ref: RL 42-11-10
   5. Benefits provided
      Ref: RL 42-9-10–30, 200, 260, 290; RL 42-13-90; RL 42-15-10, 60–70
   6. South Carolina Workers’ Compensation Uninsured Employers’ Fund
      Ref: RL 42-7-200
PERSONAL LINES
GENERAL KNOWLEDGE
CONTENT OUTLINE
Product Knowledge, Terms, and Concepts
(75 scored plus 5 pretest questions)

I. TYPES OF PROPERTY POLICIES ...................................... 10
   A. Homeowners
      1. HO-2
      2. HO-3
      3. HO-4
      4. HO-5
      5. HO-6
      6. HO-8
   B. Dwelling Policies
      1. DP-1
      2. DP-2
      3. DP-3
   C. Inland marine
      1. Personal Articles floaters
   D. National Flood Insurance Program
   E. Others
      1. Earthquake
      2. Mobile Homes
      3. Watercraft
      4. Windstorm

II. TYPES OF CASUALTY POLICIES ................................. 13
    A. Personal Automobile
       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
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          c. Hired
          d. Temporary Substitute
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          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
    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
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       2. Strict
       3. Vicarious
    R. Negligence
    S. Binders
    T. Endorsements
    U. Blanket vs. Specific
    V. Burglary, Robbery, Theft, and Mysterious Disappearance
    W. Warrants
    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

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    C. Conditions
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    E. Definition of the insured
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    L. Other Insurance Provision
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    O. Sources of underwriting information
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    Q. Privacy Protection (Gramm Leach Bliley)
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    S. Terrorism Risk Insurance Act (TRIA)
    T. Cancellation and Nonrenewal provisions
    U. Supplementary-payments

South Carolina Insurance Supplement - Examination Content Outlines  Effective: May 1, 2023
V. Loss settlement provisions including consent to settle a loss
W. Territory

PERSONAL LINES
SOUTH CAROLINA-SPECIFIC
CONTENT OUTLINE

(20 scored plus 5 pretest questions)

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7. Continuing education
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9. Reinstatement/license expiration
   Ref: 38-43-110/(B)
D. Unfair and prohibited trade practices
   Ref: 38-43-130
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   Ref: 38-57-130
2. Defamation
   Ref: 38-57-90
3. Unfair Discrimination
   Ref: 38-55-50
4. Misrepresentation
   Ref: 38-57-40
5. False advertising
   Ref: 38-57-50
6. Boycott, coercion, and intimidation
   Ref: 38-57-100
7. Unfair claims settlement practices
   Ref: 38-59-20
8. Fraud
   Ref: 38-43-245, 38-55-510–590
9. False Financial Statements
   Ref: 38-57-80
10. Prohibited inducements
    Ref: 38-57-130, 150,
E. Reporting and Disposition of Premiums
    1. Fiduciary capacity: misappropriation of funds
       Ref: 38-43-130, 240, 420
    2. Commissions and compensation/charges for extra services
       Ref: 38-43-200
    3. Reporting of Actions
       Ref: 38-43-247
F. Consumer information privacy regulation
    Ref: Reg 69-58 Sec 1–16

II. SOUTH CAROLINA LAWS AND REGULATIONS
PERTINENT TO PERSONAL LINES INSURANCE 5
A. Cancellation and nonrenewal of policies
   Ref: 38-77-120–124, 390; RL 56-10-280, 38-75-730, 740, 750
B. Regulation of Rates
   Ref: 38-73-10 through 40, 210-220, 260, 310-340, 410-49, 540-545
C. South Carolina Property and Casualty Insurance
   Guaranty Association
   Ref: 38-31-10–110
D. South Carolina Valued Policy Law
   Ref: 38-75-20, 30
E. South Carolina Wind and Hail Underwriting
   Association (SCWHUA)
   Ref: 38-75-310–460
F. Auto
   1. Uninsured/Underinsured motorists coverage
      Ref: 38-77-140, 150–170, 180–230, 260
   2. South Carolina Motor Vehicle Financial Responsibility Act
      Ref: RL Title 56, Chapter 9; 38-77-140
   3. South Carolina Assigned Risk Pool
      Ref: 38-77-810, 830, 850
   4. Deductibles
      Ref: 38-77-280

SOUTH CAROLINA
TITLE INSURANCE PRODUCER
CONTENT OUTLINE

(60 scored questions)

I. SOUTH CAROLINA LAWS AND REGULATIONS
PERTINENT TO ALL LINES…………………………….9
A. Insurance Department and Director
   1. Powers and duties
      Ref: 38-3-60, 110
   2. Examination of books and records
      Ref: 38-13-10–30; 38-43-250
   3. Investigations/Notice of hearing

South Carolina Insurance Supplement - Examination Content Outlines  Effective: May 1, 2023
S16
I. GENERAL INSURANCE TERMS AND CONCEPTS ...... 9
   A. Hazard
   B. Indemnity
   C. Insuring Agreement
   D. Limits of Liability
   E. Loss (Direct vs Indirect)
   F. Negligence
   G. Occurrence
   H. Peril
   I. Pro-rata liability
   J. Risk
   K. Crop Hail organizations
   L. Federal Crop Act of 1980

II. CROP INSURANCE..........................12
   A. Eligibility
      1. Insureds
      2. Insurable crops
   B. Application
      1. Binder
      2. Declarations section
      3. Required signatures and information
   C. Terms and limits of coverage
      1. Effective date
      2. Inception of coverage
      3. Expiration
      4. Cancellation
      5. Minimum loss
      6. Insurable value
      7. Deductibles
      8. Reduction of insurance
   D. Perils insured against
   E. Claim Settlement Practices
      1. Notice of loss
      2. Insured’s duties after loss
      3. Appraisal
      4. Arbitration
   F. Other provisions
      1. Replanting clause
      2. Acreage variation
      3. Transit coverage
      4. Fire department service charge
      5. Pro rata liability clause
      6. Fire and lightning coverage
      7. Windrowed crops
      8. Assignment
      9. Subrogation
   G. Mandatory endorsements
      1. NCIS - 444 Truck and Vine Crops
      2. NCIS - 578 Tree Fruits
      3. NCIS - 678 Field Diagram

III. FEDERAL MULTIPLE PERIL CROP INSURANCE ...... 17
    A. Basic Crop Insurance
       1. Insureds
       2. Insurable crops
       3. Actuarial document books
       4. Yield guarantee
SOUTH CAROLINA LAWS, RULES, AND REGULATIONS PERTINENT TO CROP INSURANCE..............................12

A. Insurance Department and Director

1. Broad powers and duties
   Ref: 38-3-60, 110
2. Examination of records
   Ref: 38-13-10-30; 38-43-250
3. Investigations/ Notice of Hearings
   Ref: 38-3-170; 38-57-200
4. Penalties and fines
   Ref: 38-2-10-30; 38-43-130
5. Cease and desist
   Ref: 38-59-20, 270

B. Licensing Requirements

1. Producer
   Ref: 38-43-10, 20, 30, 60
2. License fees and application
   Ref: 38-43-80, 100, 101
3. License probation, revocation, suspension, or denial of reissuance
   Ref: 38-43-130, 230
4. Temporary License
   Ref: 38-43-102
5. Nonresident License
   Ref: 38-43-70
6. Agent appointment/termination of contract
   Ref: 38-43-40, 50, 55
7. Change of Address/name change
   Ref: 38-43-10(C), 107
8. Reinstatement/license expiration
   Ref: 38-43-110(B)

C. Unfair and Deceptive Practices

1. Rebatings
   Ref: 38-57-130
2. Defamation
   Ref: 38-57-90
3. Unfair Discrimination
   Ref: 38-55-50; 38-57-120
4. Misrepresentation
   Ref: 38-57-40
5. False advertising
   Ref: 38-57-40, 50
6. Boycott, coercion, and intimidation
   Ref: 38-57-100, 110
7. Unfair claims settlement practices
   Ref: 38-59-10, 20
8. Fraud
   Ref: 38-43-245; 33-55-510-590
9. False Financial Statements
   Ref: 38-57-80
10. Prohibited inducements
    Ref: 38-57-130, 150

D. Reporting and Disposition of Premiums

1. Fiduciary capacity; misappropriation of funds
   Ref: 38-43-130, 240, 420
2. Commissions and compensation/charges for extra services
   Ref: 38-43-200
3. Reporting of Actions
   Ref: 38-43-247

SOUTH CAROLINA PROPERTY, CASUALTY, SURETY, AND MARINE INSURANCE ADJUSTER CONTENT OUTLINE

(100 scored questions)

I. SOUTH CAROLINA INSURANCE LAWS AND REGULATIONS PERTINENT TO ALL ADJUSTERS........12

A. Director’s general duties and powers
   Ref: 38-3-60, 110

B. Licensing requirements

1. Qualifications
   Ref: 38-47-10
2. Nonresident
   Ref: 38-47-20
3. Emergency adjuster permit
   Ref: Reg 69-1

C. Maintenance and duration
   Ref: 38-47-40
1. Change of address
   Ref: 38-47-15

D. Disciplinary actions

1. Cease and desist orders
   Ref: 38-59-20, 38-59-270
2. Hearings
   Ref: 38-3-170; 38-57-200
3. Penalties
   Ref: 38-2-10-30; 38-47-70

E. Claim settlement laws and regulations
   Ref: 38-59-20
F. South Carolina law, regulations and required provisions
   1. South Carolina Property and Casualty Insurance Guaranty Association
      Ref: 38-31-10–170
   2. Cancellation, nonrenewal and renewal
      Ref: 38-75-710–790
   3. Insurance fraud act
      Ref: 38-55-510–590
   4. Arbitration of property damage liability claims
      Ref: 38-77-710–770
   5. Federal Terrorism Insurance Program
      Ref: 15 USC 6701; PL 107-297, 109–144, 110–160
   6. South Carolina Wind and Hall Underwriting Association
      (SCWHUA)
      Ref: 38-75-310–460

II. PROPERTY AND CASUALTY INSURANCE TERMS AND RELATED CONCEPTS

A. Insurable interest
B. Peril (named vs open)
C. Hazard (physical, moral, morale)
D. Deductible
E. Indemnity
F. Actual cash value
G. Replacement cost
H. Limits of liability (per occurrence/person, aggregate, split, combined single)
I. Coinsurance
J. Staff/Independent vs public adjuster
K. Other insurance (primary and excess, contribution by equal shares)
L. Liberalization
M. Vacancy and unoccupancy
N. Salvage
O. Abandonment
P. Liability (absolute, strict, vicarious)
Q. Negligence, and defenses against
R. Pro-rata liability clause
S. Waiver and Estoppel
T. Market/agreed value vs state amount
U. Territory

III. PROPERTY AND CASUALTY CONTRACT PROVISIONS

A. Declarations
B. Insuring agreement
C. Conditions
D. Exclusions
E. Definitions
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. Assignment
M. Subrogation
N. Elements of a legal contract
O. Additional (supplementary) payments
P. Loss settlement provisions including consent to settle a loss
Q. Endorsements
R. Loss payable clause

S. No benefit to bailee
T. Representations and warranties

IV. POLICY KNOWLEDGE PERTINENT TO ADJUSTERS

A. Dwelling
   1. Characteristics and purpose
   2. Coverage Forms (Basic, Broad, Special)
   3. Property coverages
   4. Conditions and Exclusions
   5. Selected Endorsements
      a. Special Provisions – South Carolina
      b. Automatic increase in insurance
      c. Broad theft coverage
      d. Dwelling under construction
   6. Personal Liability supplement

B. Homeowners
   1. Coverage forms (HO-2 through HO-6 & HO-8)
   2. Section I – Property coverages
   3. Section II – Liability coverages
   4. Exclusions, Conditions, and Endorsements

C. Commercial lines
   1. Commercial Package Policy (CPP)
   2. Commercial property
      a. Building and personal property form
      b. Condominium forms (association/unit-owners)
      c. Causes of loss forms
      d. Builders risk
      e. Business income
      f. Legal liability
      g. Extra expense
      h. Condominium
         i. Conditions and exclusions
         j. Legal Liability
   k. Selected Endorsements (ordinance or law, spoilage, peak season limit of insurance, value reporting form)
   3. Commercial general liability (CGL)
      a. Bodily injury and property damage liability
      b. Personal and Advertising injury
      c. Medical payments
      d. Premises and Operations
      e. Products Completed Operations
      f. Occurrence vs claims-made
      g. Definitions, Conditions, Exclusions
   4. Equipment Breakdown
   5. Businessowners Policy (BOP)
      a. Sections I, II and III.
      b. Hired auto and non-owned auto liability
      c. Protective safeguards
      d. Utility services (direct damage/time element)

D. Commercial Inland marine
   1. Nationwide definition
   2. Commercial Inland marine conditions form
   3. Coverage forms
      a. Accounts Receivable
      b. Bailee’s customer
      c. Commercial articles
      d. Contractors equipment floater
      e. Electronic data processing
      f. Equipment dealers
      g. Installation floater
      h. Jewelers block
i. Signs
j. Valuable papers and records
4. Transportation coverages
   a. Common carrier cargo liability
   b. Motor truck cargo forms
   c. Transit coverage forms
E. Ocean Marine Insurance
   1. Hull
   2. Cargo
   3. Protection and Indemnity
F. Other coverages and options
   1. Umbrella/Excess liability (personal/commercial)
   2. Specialty liability insurance
      a. Errors and Omissions
      b. Professional
      c. Directors and officers
      d. Fiduciary
      e. Liquor
      f. Employment practices
   3. Surplus Lines (definition and requirements)
   4. Aviation (aircraft hull and liability)
   5. National Flood Insurance Program
   6. Boatowners
   7. Differences in conditions (DIC)
G. Auto: Personal and Commercial
   1. Liability coverage
   2. Medical Payments
   3. Physical damage (collision, other than collision, comprehensive)
   4. Uninsured/Underinsured motorists
      Ref: 38-77-150–170, 180–230, 260
   5. Commercial auto coverage forms (Business auto, Garage, Business auto physical damage, Truckers, Motor Carrier)
   6. Covered autos/insureds
   7. Garagekeepers coverage
   8. South Carolina Motor Vehicle Financial Responsibility Act
      Ref: RL Title 56, Chapter 9
   9. Required limits of liability
      Ref: 38-77-1-40
   10. Selected Endorsements
       a. Amendment of policy provisions — South Carolina
       b. Towing and labor costs
       c. Extended non-owned coverage
       d. Miscellaneous type vehicle
       e. Joint ownership coverage
       f. Lessor — additional insured and loss payee
       g. Mobile equipment
       h. Auto medical payments coverage
       i. Hired autos specified as covered autos you own
       j. Individual named insured
       k. Drive other car coverage (DOC)
H. Farm Coverage
   1. Farm Property Forms (A-G)
   2. Farm Liability Forms (H-J)
   3. Livestock coverage form
   4. Mobile agriculture machinery and equipment coverage form
I. Surety and Fidelity bonds
   1. Parties to surety bonds
   2. Surety bond versus insurance
   3. Surety bond types
      a. contract
      b. license and permit
      c. public official
      d. judicial
      e. fiduciary
   4. Nature of Fidelity bonds
   5. Fidelity bond types
      a. employee theft
      b. financial institution
      c. public employee
J. Commercial Crime coverage
   1. Burglary, theft, and robbery defined
   2. Commercial/Governmental crime coverage forms (discovery/loss sustained)
   3. Employee theft coverage
   4. Forgery or alteration coverage
   5. Inside the premises — theft of money and securities coverage
   6. Inside the premises — robbery or safe burglary of other property coverage
   7. Outside the premises
   8. Computer fraud
   9. Funds transfer fraud
   10. Money orders and counterfeit money
   11. Extortion — commercial entities
K. Worker’s Compensation
   1. Monopolistic versus competitive
   2. Compulsory versus elective
   3. South Carolina Workers’ Compensation Law
      Ref: RL Title 42
      a. Exclusive remedy
         Ref: RL 42-1-540
      b. Employment covered (required, voluntary)
         .. Ref: RL 42-1-130–150, 310, 360
      c. Covered injuries
         Ref: RL 42-1-160; RL 42-9-60; RL 42-15-20, 40
      d. Occupational disease
         Ref: RL 42-11-10
      e. Benefits provided
         Ref: RL 42-9-10–30, 200, 260, 290; RL 42-13-90; RL 42-15-10, 60–70
      f. South Carolina Workers’ Compensation Uninsured Employers’ Fund
         Ref: RL 42-7-200
   4. Workers compensation and employers liability insurance policy
      a. Part One - Workers compensation insurance
      b. Part Two - Employers liability insurance
      c. Part Three - Other states insurance
      d. Part Four - Your duties if injury occurs
      e. Part Five - Premium
      f. Part Six - Conditions
      g. Voluntary compensation endorsement
   5. Sources of coverage
      a. Self-insured employers/funds
         Ref: RL 42-5-20, 50
      b. Voluntary market
      c. Captive companies
V. ADJUSTER DUTIES AND RESPONSIBILITIES........8
A. Claim investigation
I. SOUTH CAROLINA INSURANCE LAWS AND REGULATIONS PERTINENT TO ALL ADJUSTERS........11
A. Director’s general duties and powers
Ref: 38-3-60, 110
B. Licensing requirements
1. Qualifications
Ref: 38-47-10
2. Nonresident
Ref: 38-47-20
3. Emergency adjuster permit
Ref: Reg 69-1
C. Maintenance and duration
Ref: 38-47-40
1. Change of address
Ref: 38-47-15
D. Disciplinary actions
1. Cease and desist orders
Ref: 38-59-20, 38-59-270
2. Hearings
Ref: 38-3-170; 38-57-200
3. Penalties
Ref: 38-2-10–30; 38-47-70
E. Claim settlement laws and regulations
Ref: 38-59-20
F. South Carolina law, regulations and required provisions
1. South Carolina Valued Policy Law
Ref: 38-75-20, 30
2. South Carolina Property and Casualty Insurance Guaranty Association
Ref: 38-31-10–170
3. Cancellation, nonrenewal and renewal
Ref: 38-75-710–790; 38-77-120–124, 390
4. Insurance fraud act
Ref: 38-55-510–590
5. Arbitration of property damage liability claims
Ref: 38-77-710–770

II. PROPERTY AND CASUALTY INSURANCE TERMS AND RELATED CONCEPTS.................................10
A. Insurable interest
B. Peril (named vs open)
C. Hazard (physical, moral, morale)
D. Deductible
E. Indemnity
F. Actual cash value
G. Replacement cost (including functional)
H. Limits of liability (per occurrence/person, aggregate, split, combined single)
I. Coinsurance
J. Staff/Independent vs public adjuster
K. Other insurance (primary and excess, contribution by equal shares)
L. Liberalization
M. Vacancy and unoccupancy
N. Salvage
O. Abandonment
P. Liability (absolute, strict, vicarious)
Q. Negligence, and defenses against
R. Pro-rata liability clause
S. Waiver and Estoppel
T. Market/agreed value vs state amount
U. Territory

III. PROPERTY AND CASUALTY CONTRACT PROVISIONS..8
A. Declarations
B. Insuring agreement
C. Conditions
D. Exclusions
E. Definitions
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. Assignment
M. Subrogation
N. Elements of a legal contract
O. Additional (supplementary) coverage
P. Loss settlement provisions including consent to settle a loss
Q. Endorsements
R. Loss payable clause
S. No benefit to bailee
T. Representations and warranties

IV. POLICY KNOWLEDGE PERTINENT TO COMMERCIAL LINES ADJUSTERS..............................................42
A. Commercial lines
1. Commercial Package Policy (CPP)
2. Commercial property
   a. Building and personal property form
   b. Condominium forms (association/unit-owners)
   c. Causes of loss forms
d. Builders risk
e. Business income
f. Legal liability
g. Extra expense,
h. Conditions and exclusions
i. Selected Endorsements (ordinance or law, spoilage, peak season limit of insurance, value reporting form)

3. Commercial general liability (CGL)
a. Bodily injury and property damage liability
b. Personal and Advertising injury
c. Medical payments
d. Premises and Operations
e. Products Completed Operations
f. Occurrence vs claims-made
g. Definitions, Conditions, Exclusions

4. Businessowners Policy (BOP)
a. Sections I, II and III.
b. Hired auto and non-owned auto liability
c. Protective safeguards
d. Utility services (direct damage/time element)

B. Commercial Inland marine
1. Nationwide definition
2. Commercial Inland marine conditions form
3. Inland Marine Coverage forms
a. Accounts Receivable
b. Bailee’s customer
c. Commercial articles
d. Contractors equipment floater
e. Electronic data processing
f. Equipment dealers
g. Installation floater
h. Jewelers block
i. Signs
j. Valuable papers and records

4. Transportation coverages
a. Common carrier cargo liability
b. Motor truck cargo forms
c. Transit coverage forms

C. Marine Insurance
1. Hull
2. Cargo
3. Protection and Indemnity

D. Other coverages and options
1. Umbrella/Excess liability (commercial)
2. Specialty liability insurance
a. Errors and Omissions
b. Professional
c. Directors and officers
d. Fiduciary
e. Liquor
f. Employment practices
3. Surplus Lines (definition and requirements)
4. Aviation (aircraft hull and liability)
5. National Flood Insurance Program
6. Differences in conditions (DIC)

E. Auto
1. Commercial auto coverage forms (Business auto, Garage, Business auto physical damage, Truckers, Motor Carrier)
2. Covered autos
3. Garagekeepers coverage
4. Selected Endorsements
a. Lessor — additional insured and loss payee
b. Mobile equipment
c. Auto medical payments coverage
d. Hired autos specified as covered autos you own
e. Individual named insured
f. Endorsement for motor carrier policies of insurance for public liability (MCS-90)

F. Farm Coverage
1. Farm Property Forms (A-G)
2. Farm Liability Forms (H-J)
3. Livestock coverage form
4. Mobile agriculture machinery and equipment coverage form

G. Surety and Fidelity bonds
1. Parties to surety bonds
2. Surety bond versus insurance
3. Surety bond types
a. contract
b. license and permit
c. public official
d. judicial
e. fiduciary

4. Nature of Fidelity bonds
5. Fidelity bond types
a. employee theft
b. financial institution
c. public employee

H. Commercial Crime
1. Burglary, theft, and robbery defined
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8. Money orders and counterfeit money
9. Extortion — commercial entities

I. Workers’ Compensation
1. Monopolistic versus competitive
2. Compulsory versus elective
3. South Carolina Workers’ Compensation Law
   Ref: RL Title 42
   a. Exclusive remedy
   Ref: RL 42-1-540
   b. Employment covered (required, voluntary)
   Ref: RL 42-1-130–150, 310, 360
   c. Covered injuries
   Ref: RL 42-1-160; RL 42-1-15-20, 40
   d. Occupational disease
   Ref: RL 42-11-10
   e. Benefits provided
   Ref: RL 42-9-10–30, 200, 260, 290; RL 42-13-90; RL 42-15-10, 60–70
4. Workers compensation and employers liability insurance policy
a. Part One - Workers compensation insurance
South Carolina

I. SOUTH CAROLINA INSURANCE LAWS AND REGULATIONS PERTINENT TO ALL ADJUSTERS

A. Director’s general duties and powers
   Ref: 38-3-60, 110

B. Licensing requirements
   1. Qualifications
      Ref: 38-47-10
   2. Nonresident
      Ref: 38-47-20
   3. Emergency adjuster permit
      Ref: Reg 69-1

C. Maintenance and duration
   Ref: 38-47-40
   1. Change of address
      Ref: 38-47-15

D. Disciplinary actions
   1. Cease and desist orders
      Ref: 38-59-20, 38-59-270
   2. Hearings
      Ref: 38-3-170; 38-57-200

E. Claim settlement laws and regulations
   Ref: 38-59-20

F. South Carolina law, regulations and required provisions
   1. South Carolina Property and Casualty Insurance Guaranty Association
      Ref: 38-31-10–170
   2. Cancellation, nonrenewal and renewal
      Ref: 38-75-710–790
   3. Insurance fraud act
      Ref: 38-55-510–590
   4. Arbitration of property damage liability claims
      Ref: 38-77-710-770
   5. Federal Terrorism Insurance Program
      Ref: 15 USC 6701; PL 107-297, 109-144, 110–160
   6. South Carolina Wind and Hail Underwriting Association (SCWHUA)
      Ref: 38-75-310–460

II. PROPERTY AND CASUALTY INSURANCE TERMS AND RELATED CONCEPTS

A. Insurable interest
B. Peril (named vs open)
C. Hazard (physical, moral, morale)
D. Deductible
E. Indemnity
F. Actual cash value
G. Replacement cost (including functional)
H. Limits of liability (per occurrence/person, split, combined single)
I. Coinsurance
J. Staff/Independent vs public adjuster
K. Other insurance (primary and excess, nonconcurrency)
L. Liberalization
M. Vacancy and unoccupancy
N. Salvage
O. Abandonment
P. Liability (absolute, strict, vicarious)
Q. Negligence, and defenses against
R. Pro-rata liability clause
S. Waiver and Estoppel
T. Market/agreed value vs state amount
U. Territory

III. PROPERTY AND CASUALTY CONTRACT PROVISIONS

A. Declarations
B. Insuring agreement
C. Conditions
D. Exclusions
E. Definitions
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. Assignment
M. Subrogation
N. Elements of a legal contract
O. Additional (supplementary) payments

South Carolina Insurance Supplement - Examination Content Outlines

Effective: May 1, 2023

S25
IV. POLICY KNOWLEDGE PERTINENT TO ADJUSTERS...44

A. Dwelling
   1. Characteristics and purpose
   2. Coverage Forms (Basic, Broad, Special)
   3. Property Coverages (A-E)
   4. Conditions and Exclusions
   5. Selected Endorsements
      a. Special Provisions – South Carolina
      b. Automatic increase in insurance
      c. Broad theft coverage
      d. Dwelling under construction
   6. Personal Liability supplement
B. Homeowners
   1. Coverage forms (HO-2 through HO-6 & HO-8)
   2. Section I – Property coverages
   3. Section II – Liability coverages
   4. Exclusions, Conditions, and Endorsements
C. Other coverages and options
   1. Umbrella/Excess liability (personal)
   2. National Flood Insurance Program
   3. Boatowners
D. Personal Auto
   1. Liability coverage
   2. Medical Payments
   3. Physical damage (collision, other than collision, comprehensive)
   4. Uninsured/Underinsured motorists
      Ref: 38-77-150–170, 180–230, 260
   5. South Carolina Motor Vehicle Financial Responsibility Act
      Ref: RL Title 56, Chapter 9
   6. Required limits of liability
      Ref: 38-77-140
   7. Selected Endorsements
      a. Amendment of policy provisions — South Carolina
      b. Towing and labor costs
      c. Extended non-owned coverage
      d. Miscellaneous type vehicle
      e. Joint ownership coverage

V. ADJUSTER DUTIES AND RESPONSIBILITIES……………………………………5

A. Claim investigation
   1. Inception/Expiration Date
   2. Occurrence Date
   3. Identification of Parties Involved
   4. Policy Form/Number
   5. Description of Proof of Loss
   6. Coverages and deductibles
   7. Physical evidence and witness statements
   8. Production of books and records
B. Loss/Damage Valuation
   1. Direct Loss vs. Indirect Loss
   2. Damages (Compensatory, punitive)
   3. Value of intangible damages
   4. Estimates

P. Loss settlement provisions including consent to settle a loss
Q. Endorsements
R. Loss payable clause
S. No benefit to bailee
T. Representations and warranties

C. Claim adjustment procedures
   1. Coverage dispute resolution
   2. Payment release

SOUTH CAROLINA PUBLIC ADJUSTER CONTENT OUTLINE

I. SOUTH CAROLINA INSURANCE LAWS AND REGULATIONS PERTINENT TO PUBLIC ADJUSTERS ... 10

A. Director’s general duties and powers
   Ref: 38-3-60, 110

B. Licensing requirements
   1. Qualifications
      Ref: 38-48-20
   2. Nonresident
      Ref: 38-47-20
   3. Process
      Ref: 38-48-30

C. Maintenance and duration
   Ref: 38-48-60
   1. Change of address
      Ref: 38-47-15
   2. Contract requirements
      Ref: 38-48-80, 110
   3. Records
      Ref: 38-48-120

D. Disciplinary actions
   1. Cease and desist orders
      Ref: 38-59-20, 270
   2. Hearings
      Ref: 38-3-170, 38-57-200
   3. Penalties
      Ref: 38-2-10–30

E. Claim settlement laws and regulations
   Ref: 38-48-70, 90

F. South Carolina law, regulations and required provisions
   1. South Carolina Property and Casualty Insurance Guaranty Association
      Ref: 38-31-10–170
   2. Cancellation, nonrenewal and renewal
      Ref: 38-75-710–790
   3. Insurance fraud act
      Ref: 38-55-510–590
   4. Arbitration of property damage liability claims
      Ref: 38-77-710–770
   5. Federal Terrorism Insurance Program

II. PROPERTY AND CASUALTY INSURANCE TERMS AND RELATED CONCEPTS……………………………………7

A. Insurable interest
B. Peril (named vs open)
C. Hazard (physical, moral, morale)
D. Deductible
E. Indemnity
F. Actual cash value
G. Replacement cost (including functional)
III. PROPERTY AND CASUALTY CONTRACT PROVISIONS. 7
A. Declarations
B. Insuring agreement
C. Conditions
D. Exclusions
E. Definitions
F. Duties of the insured after a loss
G. Mortgagee rights
H. Proof of loss
I. Notice of claim
J. Appraisal
K. Assignment
L. Subrogation
M. Elements of a legal contract
N. Additional (supplementary) coverage
O. Endorsements
P. Loss payable clause
Q. Representations and warranties

IV. POLICY KNOWLEDGE PERTINENT TO ADJUSTERS….30
A. Dwelling
1. Characteristics and purpose
2. Coverage Forms (Basic, Broad, Special)
3. Property Coverages (A-E)
4. Conditions and Exclusions
5. Selected Endorsements
   a. Special Provisions – South Carolina
   b. Broad theft coverage
   c. Dwelling under construction
B. Homeowners
1. Coverage forms (HO-2 through HO-6 & HO-8)
2. Section I – Property coverages.
3. Exclusions, Conditions, and Endorsements
C. Commercial lines
1. Commercial property
   a. Building and personal property form
   b. Condominium forms (association/unit-owners)
   c. Causes of loss forms
   d. Conditions and exclusions
2. Equipment Breakdown
3. Businessowners Policy (BOP)
   a. Sections I and III
   b. Protective safeguards
D. Commercial Inland marine
1. Commercial Inland marine conditions form
2. Coverage forms
   a. Commercial articles
   b. Contractors equipment floater
   c. Equipment dealers
   d. Installation floater
   e. Jewelers block
   f. Signs
   g. Valuable papers and records
E. Ocean Marine Insurance

1. Hull
2. Cargo
F. Other coverages and options
1. Aircraft hull
2. National Flood Insurance Program
3. Boatowners
G. Farm Coverage
1. Farm Property Forms (A-G)
2. Livestock coverage form
3. Mobile agriculture machinery and equipment coverage form

V. ADJUSTER DUTIES AND RESPONSIBILITIES........6
A. Claim investigation
1. Inception/Expiration Date
2. Occurrence Date
3. Identification of Parties Involved
4. Policy Form/Number
5. Description of Proof of Loss
6. Coverages and deductibles
7. Physical evidence and witness statements
8. Production of books and records
B. Loss/Damage Valuation
1. Direct Loss vs. Indirect Loss
2. Damages (Compensatory, punitive)
3. Value of intangible damages
4. Estimates
5. Depreciation
6. Reports
C. Claim adjustment procedures
1. Coverage dispute resolution
2. Payment release

SOUTH CAROLINA CROP HAIL ADJUSTER CONTENT OUTLINE
(50 scored questions)

I. SOUTH CAROLINA INSURANCE LAWS AND REGULATIONS PERTINENT TO ADJUSTERS........8
A. Director's general duties and powers
   Ref: 38-3-60, 110
B. Licensing requirements
1. Qualifications
   Ref: 38-47-10
2. Nonresident
   Ref: 38-47-20
3. Emergency adjuster permit
   Ref: Reg 69-1
C. Maintenance and duration
   Ref: 38-47-40
1. Change of address
   Ref: 38-47-15
D. Disciplinary actions
1. Cease and desist orders
   Ref: 38-59-20, 38-59-270
2. Hearings
   Ref: 38-3-170; 38-57-200
3. Penalties
   Ref: 38-2-10–30; 38-47-70
4. Suspension, revocation or cancellation
   Ref: 38-47-70
II. CROP INSURANCE AND ADJUSTING PROCEDURES...42

A. Eligibility
   1. Insureds
   2. Insurable crops

B. Application
   1. Binder
   2. Declarations section
   3. Required signatures and information

C. Terms of coverage
   1. Effective date
   2. Inception of coverage
   3. Expiration
   4. Cancellation
   5. Minimum loss

D. Perils insured against

E. Exclusions

F. Limits of coverage
   1. Insurable value
   2. Deductibles
   3. Reduction of insurance

G. Other provisions
   1. Replanting clause
   2. Acreage variation
   3. Fire department service charge
   4. Pro rata liability clause
   5. Fire and lightning coverage
   6. Subrogation

H. Plans of Insurance
   1. Actual Production History (APH)
   2. Catastrophic Risk Protection Coverage (CAT)
   3. Area Risk Protection Insurance (ARPI)
   4. Livestock Risk Protection (LRP)
   5. Rainfall Index (RI)
   6. Revenue Protection (RP)
   7. Pasture Rangeland Forage (PRF)
   8. Yield Protection (YP)

I. Claim settlement practices
   1. Notice of loss
   2. Insured’s duties after loss
   3. Appraisal
   4. Arbitration

J. Mandatory endorsements
   1. NCIS - 444 Truck and Vine Crops
   2. NCIS - 578 Tree Fruits
   3. NCIS - 678 Field Diagram

K. LOSS ADJUSTING PROCEDURES
   1. Settling the claim
      a. Other insurance
      b. Field inspections and counts
      c. Closing the claim
      d. Deferments
      e. Unsettled claims (snags)
      f. Stages of growth

SOUTH CAROLINA WORKERS’ COMPENSATION INSURANCE ADJUSTER CONTENT OUTLINE
(60 scored questions)

I. SOUTH CAROLINA INSURANCE LAWS AND REGULATIONS PERTINENT TO ALL ADJUSTERS...8

A. Director’s general duties and powers
   Ref: 38-3-60, 110

B. Licensing requirements
   1. Qualifications
      Ref: 38-47-10
   2. Nonresident
      Ref: 38-47-20
   3. Emergency adjuster permit
      Ref: Reg 69-1

C. Maintenance and duration
   Ref: 38-47-40
   1. Change of address
      Ref: 38-47-15

D. Disciplinary actions
   1. Cease and desist orders
      Ref: 38-59-20, 38-59-270
   2. Hearings
      Ref: 38-3-170; 38-57-200
   3. Penalties
      Ref: 38-2-10–30; 38-47-70

E. Claim settlement laws and regulations
   Ref: 38-59-20

F. South Carolina Property and Casualty Insurance Guaranty Association

G. Insurance fraud act
   Ref: 38-55-510–590

II. TERMS AND CONTRACT PROVISIONS.........................8

A. Liability (absolute, strict, vicarious)
B. Negligence, and defenses against
C. Proof of loss
D. Notice of claim
E. Elements of a legal contract
F. Representations and warranties

III. WORKERS COMPENSATION INSURANCE.................31

A. Worker’s compensation laws
   1. Monopolistic versus competitive
   2. Compulsory versus elective
   3. South Carolina Workers’ Compensation Law
      Ref: RL Title 42
      a. Exclusive remedy
         Ref: RL 42-1-540
      b. Employment covered (required, voluntary)
         Ref: RL 42-1-130–150, 310, 360
      c. Covered injuries
         Ref: RL 42-1-150; RL 42-9-60; RL 42-15-20, 40
      d. Occupational disease
         Ref: RL 42-11-10
      e. Benefits provided
         Ref: RL 42-9-10–30, 200, 260, 290; RL 42-13-90; RL 42-15-10, 60–70
      f. South Carolina Workers’ Compensation Uninsured Employers’ Fund
         Ref: RL 42-7-200
   4. Workers compensation and employers liability insurance policy
      a. Part One - Workers compensation insurance
      b. Part Two - Employers liability insurance
      c. Part Three - Other states insurance
      d. Part Four - Your duties if injury occurs
      e. Part Five - Premium
      f. Part Six - Conditions
      g. Voluntary compensation endorsement

South Carolina Insurance Supplement - Examination Content Outlines Effective: May 1, 2023
5. Sources of coverage
   a. Self-insured employers/funds
      Ref: RL 42-5-20, 50
   b. Voluntary market
   c. South Carolina residual workers compensation

IV. ADJUSTING LOSSES

A. Claim reporting
B. Liability losses and coverage problems
C. Claim adjustment procedures
D. Duties and responsibilities
E. Review of medical reports

MOTOR VEHICLE PHYSICAL DAMAGE APPRAISER
CONTENT OUTLINE
(50 scored questions)

I. SOUTH CAROLINA LAWS AND REGULATIONS

A. Director’s general duties and powers
   Ref: 38-3-60, 110
B. License qualifications
   Ref: 38-49-20
C. Maintenance and duration
   1. Reinstatement/license cancellation
      Ref: 38-49-30
   2. Reporting of Actions
      Ref: 38-43-247
   3. Change of Address
      Ref: 38-49-25
D. Disciplinary actions
   1. Cease and desist order
      Ref: 38-39-30, 270
   2. Investigations/Notice of hearing
      Ref: 38-3-170; 38-57-200
   3. Penalties and fines
      Ref: 38-2-10-30, 38-43-130; 38-49-40
E. Claims settlement laws and regulations
   Ref: 38-59-20; Reg 69-16

II. Appraising auto physical damage claims

A. Role of the appraiser
   1. Duties and responsibilities
   2. Relationship to adjusters
B. Duties after a loss
   1. Notice to the insurer
   2. Minimizing the loss
   3. Inspection of the vehicle
   4. Special requirements
C. Determining value and loss
   1. Adjustment procedures
   2. Salvage
   3. Appraisal
   4. Depreciation
   5. Repair or replacement
   6. Repair options and procedures
   7. Like kind and quality
   8. Aftermarket parts
   9. Partial loss versus total loss
D. Vehicle inspection
   1. Proper vehicle identification and options ID
   2. Estimate of repairs form
I. SOUTH CAROLINA LAWS AND REGULATIONS PERTINENT TO ALL LINES………………..19
A. Insurance Department and Director
1. Powers and duties
   Ref: 38-3-60, 110
2. Examination of books and records
   Ref: 38-13-10-30; 38-43-250; 38-53-320
3. Investigations/Notice of hearing
   Ref: 38-3-170; 38-57-200
B. Licensing
1. Persons to be licensed
   Ref: 38-53-80, 190
2. Qualifications
   Ref: 38-53-90
3. Types of licenses
   a. Producer
      Ref: 38-43-10, 30
   b. Nonresident
      Ref: 38-43-70
   c. Surety bondsman
      Ref: 38-53-10(12)
4. Obtaining a license
   a. License fees and application
      Ref: 38-43-80, 100, 101
   b. Appointment/termination of contract
      Ref: 38-43-50, 38-43-55
   c. Security deposits
      Ref: 38-53-270, 280, 300
5. Maintaining a license
   a. Change of address/assumed name
      Ref: 38-43-107, 38-43-10(C)
   b. Records maintenance
      Ref: 38-43-250; 38-53-310
   c. Reinstatement/license expiration
      Ref: 38-43-110(B)
   d. Reporting of actions
      Ref: 38-43-247
6. Disciplinary actions
   a. Cease and desist order
      Ref: 38-59-30, 38-59-270
   b. License probation, revocation, suspension, or denial of reissuance
      Ref: 38-43-130, 230
   c. Penalties and fines
      Ref: 38-53-150(B), 340; 38-2-10
   d. Criminal charges and convictions
      Ref: 38-53-150(6)
C. Company regulation
1. Unfair claims settlement practices
   Ref: 38-59-20
2. Appointment
   Ref: 38-43-40, 50
3. Termination of appointment
   Ref: 38-43-55
D. Producer regulation
1. Commissions
   Ref: 38-43-200
2. Failure to act as a fiduciary
   Ref: 38-43-240
3. Blank forms
   Ref: 38-43-260
4. Representing an unauthorized insurer
   Ref: 38-43-160-180
E. Unfair and prohibited trade practices
1. Rebating
   Ref: 38-57-130; 38-53-170
2. Defamation
   Ref: 38-57-90
3. Unfair Discrimination
   Ref: 38-55-50; 38-57-120
4. Misrepresentation
   Ref: 38-57-40
5. False advertising
   Ref: 38-57-40, 50
6. Boycott, coercion, and intimidation
   Ref: 38-57-100, 110
7. Fraud
   Ref: 38-43-245
8. False Financial Statements
   Ref: 38-57-80
9. Prohibited inducements
   Ref: 38-57-130, 150
10. Free insurance
    Ref: 38-57-170
F. Insurance Fraud Act
   Ref: 38-55-510–590
G. Consumer information privacy regulation
   Ref: Reg 69-58 Sec 1–16
H. Fair Credit Reporting Act
   Ref: 15 USC 1681-1681(d)

II. GENERAL INSURANCE PRINCIPLES..............................16
   Ref: Product Knowledge
A. Insurance Terms and Related Concepts
   1. Risk
   2. Hazard
   3. Peril
   4. Loss
   5. Exposure
   6. Adverse selection
   7. Law of large numbers
   8. Reinsurance
B. Handling risks
   1. Avoidance
   2. Retention
   3. Sharing
   4. Reduction
   5. Transfer
C. Insurers
   1. Types of insurers
      a. Stock companies
      b. Mutual companies
      c. Fraternal benefit societies
      d. Lloyd’s associations
      e. Risk retention groups
      f. Captive companies
      g. Self-insured funds
   2. Private vs. government insurers
III. SURETY CONTRACTS

A. Definition of surety
B. Elements of a legal contract
1. Offer and acceptance
2. Consideration
3. Competent parties
4. Legal purpose
C. Characteristics of an insurance contract
1. Contact of adhesion
2. Aleatory contract
3. Unilateral contract
4. Conditional contract
D. Legal interpretations affecting contracts
1. Ambiguities in a contract
2. Indemnity
3. Representations/misrepresentations
4. Warranties
5. Concealment
6. Fraud
7. Waiver and estoppel
E. Obligation of the surety
F. Parties to the surety
1. Principal
   a. Indemnitor for principal
   b. Indemnity agreement
2. Obligee
3. Surety
G. Underwriting considerations
H. Premiums and terms of obligations
1. Surety
2. Fidelity
I. Claims
J. Power of attorney

IV. PURPOSE AND TYPE OF SURETY BONDS

A. Purpose and types of bonds
1. Surety bail bond
2. Appearance bond
3. Cash bond
   Ref: 17-15-15
4. Ten Percent Cash bond
   Ref: 17-15-15
5. Real estate property
B. Public official
C. Court
1. Judicial
2. Fiduciary
D. Miscellaneous
E. Contract
1. Bid
2. Performance
3. Payment
4. Maintenance

V. PURPOSE AND TYPE OF FIDELITY BONDS

A. Individual
B. Scheduled
1. Named employee
2. Specified position
C. Public official
D. Blanket
E. Financial institutions
F. ERISA bonds
C. Unfair and prohibited trade practices
1. Rebating
   Ref: 38-53-150(A)(8), 38-53-170
2. Referral of an attorney
   Ref: 38-53-170(d)
3. Soliciting in courts
   Ref: 38-57-170(f)
4. Misrepresentation
   Ref: 38-57-40

II. BAIL BOND PROCEDURES

A. General Duties
   1. Court appearances
      a. Arraignment
      b. Trial
      c. Appeal
   2. Surety relieved on bond
      a. Prior to trial
      Ref: RL 17-15-10
      b. After conviction – stay of execution
      c. Pending appeal
B. Discharging surety
   Ref: 17-15-20
C. Recommitment of defendant
D. Bond forfeitures
E. Bond posting/transfers
F. Arrests/Surrenders
   Ref: 38-53-60, 170(c)

III. FIDUCIARY RESPONSIBILITIES

A. Commissions, fees, premiums
B. Recordkeeping
   1. Premium receipt
      Ref: 38-53-170
   2. Collateral
      a. Receipts
      b. Maintenance
   3. Return of collateral
      Ref: 38-53-170(e)
C. Forfeitures
   Ref: 38-53-70; RL 17-15-170-180
   1. Motion
   2. Judgement
   3. Dispersal of funds
   4. Arrest after forfeiture
D. Bond principal limits
E. Fair Credit Reporting Act
   Ref: 15 USC 1681-1681(d)

IV. DEFINITIONS

Ref: Black’s Law Dictionary, Dictionary of Insurance Terms
A. Acquit
B. Adjudicate
C. Bail Piece
D. Capital Offense
E. Collateral
F. Conviction
G. Custody
H. Defendant
I. Disposition
J. Exoneration
K. Extradition
L. Felony
M. Fugitive
N. Hearing
O. Incarceration
P. Indictment
Q. Misdemeanor
R. Premium
S. Power of Attorney
T. Recognize
U. Surety
V. Suspend
W. Warrant
X. Writ

V. SURETY CONTRACTS

A. Definition of surety
B. Elements of a legal contract
   1. Offer and acceptance
   2. Consideration
   3. Competent parties
   4. Legal purpose
C. Obligation of the surety
D. Parties to the surety
   1. Principal
      a. Indemnitor for principal
      b. Indemnity agreement
   2. Obligee
   3. Surety
E. Underwriting considerations
F. Premiums and terms of obligations
   1. Surety
   2. Fidelity
G. Claims
H. Power of attorney
   Ref: 38-53-200

VI. PURPOSE AND TYPE OF SURETY BONDS

A. Purpose and Types of bonds
   1. Surety bail bond
   2. Appearance bond
   3. Cash bond
      Ref: 17-15-15
   4. Personal Recognizance bond
   5. Ten Percent Cash bond
      Ref: 17-15-15; 38-53-10(2)
   6. Real estate property secured by mortgage deed
B. Public official
C. Court
   1. Judicial
   2. Fiduciary
D. Miscellaneous
E. Contract
   1. Performance
   2. Payment
   3. Maintenance
I. SOUTH CAROLINA SURPLUS LINES LICENSING…20
   A. Insurance Department and Director
      1. Powers and duties
         Ref: 38-3-60, 110
      2. Investigations/Notice of hearing
         Ref: 38-3-170, 38-57-200
      3. Penalties and fines
         Ref: 38-2-10–30, 38-45-140, 150
      4. Cease and desist orders
         Ref: 38-59-30, 270
   B. Licensing
      Ref: Bulletin 2009-17
      1. Resident Surplus Lines Broker
         Ref: 38-45-10, 20
      2. License fees and application
         Ref: 38-5-180, 38-45-10, 20, 40
      3. License probation, revocation, suspension, or denial or reissuance
         Ref: 38-45-140; 38-2-10
      4. Nonresident License
         Ref: 38-45-30
      5. Change of Address/name change
         Ref: 38-45-35
      6. License renewal
         Ref: 38-45-20; Reg. 69-33
   C. Unfair and prohibited trade practices
      1. Rebating
         Ref: 38-57-130
      2. Defamation
         Ref: 38-57-90
      3. Unfair Discrimination
         Ref: 38-55-50
      4. Misrepresentation
         Ref: 38-57-40
      5. False advertising
         Ref: 38-57-40, 50
      6. Boycott, coercion, and intimidation
         Ref: 38-57-100, 110
      7. Unfair claims settlement practices
         Ref: 38-59-10, 20
      8. Fraud
         Ref: 38-43-245
      9. Prohibited inducements
         Ref: 38-57-130, 150
   D. South Carolina Property and Casualty Insurance Guaranty Association Act
      Ref: 38-31-10–140
   E. Consumer information privacy regulation
      Ref: Reg 69-58 Sec 1–16

II. GENERAL INSURANCE PRINCIPLES………………15
    Ref: Product Knowledge
   A. Insurance Terms and Related Concepts
      1. Risk
      2. Hazard
      3. Peril
      4. Loss
      5. Exposure
      6. Adverse selection
      7. Law of large numbers
   B. Handling risks
      1. Avoidance
      2. Retention
      3. Sharing
      4. Reduction
      5. Transfer
   C. Insurers
      1. Types of insurers
         a. Stock and mutual companies
         b. Lloyd’s associations
         c. Risk retention groups
         d. Captive companies
         e. Self-insured funds
      2. Private vs. government insurers
      3. Admitted vs. nonadmitted insurers
      4. Domestic, foreign, alien insurers
   D. Producers and general rules of agency
      1. Insurer as principal
      2. Producer/insurer relationship
      3. Authority and powers of producers
         a. Express
         b. Implied
         c. Apparent
         d. Responsibilities to the applicant/insured

III. CONTRACTS…………………………………………………………5
   A. Elements of a legal contract
      1. Offer and acceptance
      2. Consideration
      3. Competent parties
      4. Legal purpose
   B. Characteristics of an insurance contract
      1. Contact of adhesion
      2. Aleatory contract
      3. Unilateral contract
      4. Conditional contract
   C. Legal interpretations affecting contract
      1. Ambiguities in a contract
      2. Indemnity
      3. Representations/warranties
      4. Concealment
      5. Fraud
      6. Waiver and estoppel

IV. SOUTH CAROLINA SURPLUS LINES LAW……….10
    A. Purpose/definitions
       Ref: 38-45-10
    B. Content and Maintenance of records
       Ref: 38-45-80
    C. Commissions
       Ref: 38-45-100
    D. Premiums, evidence of insurance
       Ref: 38-45-10
    E. Surplus Lines tax
       Ref: 38-45-20(5), 38-45-30(4), 38-45-190
    F. Diligent Search
       Ref: 38-45-90
    G. Disclosure and broker personal liability
       Ref: 38-45-110, 120; 38-25-360
    H. Broker’s Fees
       Ref: 38-45-160