

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

**LIFE-GENERAL KNOWLEDGE
CONTENT OUTLINE**

(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 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 (second to die)

**II. LIFE PROVISIONS, RIDERS, 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
- 2. Premium Payment
 - a. Modes
 - b. Grace period
 - c. Automatic premium loan
 - d. Level or flexible
- 2. Reinstatement
- 3. Policy loans, withdrawals, partial surrenders
- 4. Non-forfeiture options
- 5. Dividends and dividend options (eg. participating, non-participating)
- 6. Incontestability
- 7. Assignments
- 8. Suicide
- 9. Misstatement of age and gender
- 10. Settlement options
- 11. Accelerated death benefits

C. Policy exclusions

- 1. War
- 2. Aviation
- 3. Dangerous Occupation

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

F. Social Security benefits

G. Tax treatment of insurance premiums, proceeds, and dividends

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

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

- 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

**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

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 20

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 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
- C. Riders**
 - 1. Impairment/exclusions
 - 2. Guaranteed insurability
 - 3. Future increase option
- D. Rights of renewability**
 - 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. non-occupational
 - H. Tax treatment of premiums and proceeds of insurance contracts (e.g., disability income and medical expenses, etc.)
 - I. Managed care
 - J. Workers Compensation
 - 1. Impact on health insurance benefits
 - K. Subrogation
 - L. Cost containment

- V. FIELD UNDERWRITING PROCEDURES8**
 - 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

**WY 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**
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 - 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
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- 2. Agent appointment/termination of contract
Ref: 26-9-213 and 214
- 3. Obtaining a license
 - a. Qualifications
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Ref: 26-9-204, 26-9-209
 - c. License denial
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- 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
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Ref: 26-9-216
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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 ACCIDENT AND HEALTH INSURANCE ONLY20**
- 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;
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B. Completing the application

- 4. Required signatures
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 - b. Buy sell

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- 3. Modified Endowment Contracts (MECs)

**HEALTH-GENERAL KNOWLEDGE
CONTENT OUTLINE
Product Knowledge, Terms, and Concepts**

(50 scored plus 5 pretest questions)

I. TYPES OF POLICIES16

A. Disability income

- 1. Individual disability income policy
- 2. Business overhead expense policy
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- 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
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 - 3. Grace period
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 - 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
- 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. non-occupational**
 - H. Tax treatment of premiums and proceeds of insurance contracts (e.g., disability income and medical expenses, etc.)**
 - I. Managed care**
 - J. Workers Compensation**
 - 1. Impact on insurance benefits
 - K. Subrogation**
 - L. Cost containment**
- V. FIELD UNDERWRITING PROCEDURES8**
 - 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

**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
- 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

**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 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 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 (second to die)

II. LIFE PROVISIONS, RIDERS, 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
 - 2. Reinstatement
 - 3. Policy loans, withdrawals, partial surrenders
 - 4. Non-forfeiture options
 - 5. Dividends and dividend options (eg. participating, non-participating)
 - 6. Incontestability
 - 7. Assignments
 - 8. Suicide
 - 9. Misstatement of age and gender
 - 10. Settlement options
 - 11. Accelerated death benefits
- C. Policy exclusions**
 - 1. War
 - 2. Aviation
 - 3. Dangerous Occupation

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

- 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
- C. Riders
 1. Impairment/exclusions
 2. Guaranteed insurability
 3. Future increase option
- D. Rights of renewability
 1. Noncancelable
 2. Cancelable

**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)

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. non-occupational

H. Tax treatment of premiums and proceeds of insurance contracts (e.g., disability income and medical expenses, etc.)

I. Managed care

J. Workers Compensation

1. Impact on health insurance benefits

K. Subrogation

L. Cost containment

V. FIELD UNDERWRITING PROCEDURES..... 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

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
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

**WY Life and Accident and Health or Sickness 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..... 15

A. Insurance Commissioner

1. Appointment
Ref: 26-2-102

2. General powers and duties

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 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 ONLY10

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

**PROPERTY
CONTENT OUTLINE**
Property-General Section;
Property-State Section

**PROPERTY-GENERAL KNOWLEDGE
CONTENT OUTLINE**
Product Knowledge, Terms, and Concepts

(50 scored plus 5 pretest questions)

I. TYPES OF POLICIES22

A. Homeowners

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

B. Dwelling policies

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

C. Commercial lines

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

D. Inland marine

1. Personal Articles floaters
2. Commercial Property floaters

E. National Flood Insurance Program

F. Others

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

II. INSURANCE TERMS AND RELATED CONCEPTS 15

- A. Insurance
 - 1. Law of Large Numbers
- B. Insurable interest
- C. Risk
 - 1. Pure vs. Speculative Risk
- D. Hazard
 - 1. Moral
 - 2. Morale
 - 3. Physical
- E. Peril
- F. Loss
 - 1. Direct
 - 2. Indirect
- G. Loss Valuation
 - 1. Actual cash value
 - 2. Replacement cost
 - 3. Market value
 - 4. Stated/agreed value
 - 5. Salvage value
- H. Proximate cause
- I. Deductible
- J. Indemnity
- K. Limits of liability
- L. Coinsurance/Insurance to value
- M. Occurrence
- N. Cancellation
- O. Nonrenewal
- P. Vacancy and unoccupancy
- Q. Liability
 - 1. Absolute
 - 2. Strict
 - 3. Vicarious
- R. Negligence
- S. Binder
- T. Endorsements
- U. Blanket vs. Specific

III. POLICY PROVISIONS AND CONTRACT LAW..... 13

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

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: 26-2-102
 - 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
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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 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
CONTENT OUTLINE**
Casualty-General Section;
Casualty-State Section

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

(50 scored plus 5 pretest questions)

I. TYPES OF POLICIES, BONDS, AND RELATED TERMS23

A. Commercial general liability

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

B. Automobile: personal auto and business auto

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

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

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

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

D. Crime

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

E. Bonds

- 1. Surety
- 2. Fidelity

F. Professional liability

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

G. Umbrella/Excess Liability

H. Business Owners Policy (BOP)

II. INSURANCE TERMS AND RELATED CONCEPTS 15

A. Risk

B. Hazards

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

C. Indemnity

D. Insurable interest

E. Loss valuation

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

F. Negligence

G. Liability

H. Occurrence

I. Binders

J. Warranties

K. Representations

L. Concealment

M. Deposit Premium/Audit

N. Certificate of Insurance

O. Law of Large Numbers

P. Pure vs. Speculative Risk

Q. Endorsements

R. Damages

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

S. Compliance with provisions of Fair Credit Reporting Act

III. POLICY PROVISIONS..... 12

A. Declarations

B. Insuring agreement

C. Conditions

D. Exclusions and Limitations

E. Definition of the insured

F. Duties of the insured after a loss

G. Cancellation and nonrenewal provisions

H. Supplementary payments

I. Proof of loss

J. Notice of claim

K. Other insurance

L. Subrogation

M. Loss settlement provisions including consent to settle a loss

N. Terrorism Risk Insurance Act (TRIA)

**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 ONLY7

- 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 scored plus 5 pretest questions)

I. TYPES OF POLICIES22

- 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
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 - e. Equipment breakdown
 - 3. Business Owners Policy (BOP)
 - 4. Builders Risk
 - 5. Cyber First-Party Coverage
- D. Inland marine**
 - 1. Personal Articles floaters
 - 2. Commercial Property floaters
- E. National Flood Insurance Program**
- F. Others**
 - 1. Earthquake
 - 2. Mobile Homes
 - 3. Watercraft
 - 4. Farm Owners
 - 5. Windstorm

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

- A. Insurance**
 - 1. Law of Large Numbers
- B. Insurable interest**
- C. Risk**
 - 1. Pure vs. Speculative Risk
- D. Hazard**
 - 1. Moral
 - 2. Morale
 - 3. Physical
- E. Peril**
- F. Loss**
 - 1. Direct
 - 2. Indirect
- G. Loss Valuation**
 - 1. Actual cash value
 - 2. Replacement cost
 - 3. Market value
 - 4. Stated/agreed value
 - 5. Salvage value
- H. Proximate cause**
- I. Deductible**
- J. Indemnity**
- K. Limits of liability**
- L. Coinsurance/Insurance to value**
- M. Occurrence**
- N. Cancellation**
- O. Nonrenewal**
- P. Vacancy and unoccupancy**
- Q. Liability**
 - 1. Absolute
 - 2. Strict
 - 3. Vicarious
- R. Negligence**

- S. Binder**
- T. Endorsements**
- U. Blanket vs. Specific**

III. POLICY PROVISIONS AND CONTRACT LAW13

- 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**

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

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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)
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 - h. Damage to Property of Others
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 - 1. Liability
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 - b. Property Damage
 - c. Split Limits
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 - 2. Medical Payments
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- 7. Types of Auto
 - a. Owned
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A. Risk

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- 3. Physical

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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 PROVISIONS12

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

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J. Notice of claim

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L. Subrogation

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N. Terrorism Risk Insurance Act (TRIA)

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- 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

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- 4. Stock and mutual companies and

- reciprocals
- 5. Reciprocal
- 6. Certificate of authority
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Ref: 26-1-102, 26-9-224 and 225
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 - b. Change of address
Ref: 26-9-207, 26-9-228
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 - 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
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 - 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 ONLY5**
 - 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; 5467
- III. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY10**
 - 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
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 - 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**

**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 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**
 - 1. DP-1
 - 2. DP-2
 - 3. DP-3
 - C. Commercial lines**
 - 1. Commercial Package Policy (CPP)
 - 2. Commercial property
 - a. Commercial building and business personal property form
 - b. Causes of loss forms
 - c. Business income
 - d. Extra expense
 - e. Equipment breakdown
 - 3. Business Owners Policy (BOP)
 - 4. Builders Risk
 - 5. Cyber First-Party Coverage
 - D. Inland marine**
 - 1. Personal Articles floaters
 - 2. Commercial Property floaters
 - E. National Flood Insurance Program**
 - F. Others**
 - 1. Earthquake
 - 2. Mobile Homes
 - 3. Watercraft
 - 4. Farm Owners
 - 5. Windstorm
- II. INSURANCE TERMS AND RELATED CONCEPTS 15**
 - A. Insurance**
 - 1. Law of Large Numbers
 - B. Insurable interest**
 - C. Risk**
 - 1. Pure vs. Speculative Risk
 - D. Hazard**
 - 1. Moral
 - 2. Morale
 - 3. Physical
 - E. Peril**
 - F. Loss**
 - 1. Direct

- 2. Indirect
 - G. Loss Valuation**
 - 1. Actual cash value
 - 2. Replacement cost
 - 3. Market value
 - 4. Stated/agreed value
 - 5. Salvage value
 - H. Proximate cause**
 - I. Deductible
 - J. Indemnity
 - K. Limits of liability**
 - L. Coinsurance/Insurance to value**
 - M. Occurrence**
 - N. Cancellation**
 - O. Nonrenewal**
 - P. Vacancy and unoccupancy**
 - Q. Liability**
 - 1. Absolute
 - 2. Strict
 - 3. Vicarious
 - R. Negligence**
 - S. Binder**
 - T. Endorsements**
 - U. Blanket vs. Specific**
- III. POLICY PROVISIONS AND CONTRACT LAW 13**
- A. Declarations**
 - B. Insuring agreement**
 - C. Conditions**
 - D. Exclusions**
 - E. Definition of the insured**
 - F. Duties of the insured**
 - G. Obligations of the insurance company**
 - H. Mortgagee rights**
 - I. Proof of loss
 - J. Notice of claim
 - K. Appraisal**
 - L. Other Insurance Provision**
 - M. Subrogation**
 - N. Elements of a contract**
 - O. Warranties, representations, and concealment**
 - P. Sources of underwriting information**
 - Q. Fair Credit Reporting Act**
 - R. Privacy Protection (Gramm Leach Bliley)**
 - S. Policy Application**
 - T. Terrorism Risk Insurance Act (TRIA)**
 - U. Territory**

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

50 scored plus 5 pretest questions)

- I. TYPES OF POLICIES, BONDS, AND RELATED TERMS 23**
 - A. Commercial general liability**
 - 1. Exposures
 - a. Premises and Operations
 - b. Products and Completed Operations
 - 2. Coverage

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

B. Automobile: personal auto and business auto

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

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

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

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

D. Crime

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

E. Bonds

- 1. Surety
- 2. Fidelity

F. Professional liability

- 1. Errors and Omissions
- 2. Medical Malpractice

- 3. Directors and Officers (D&O)
- 4. Employment Practices Liability (EPLI)
- 5. Cyber liability and data breach, funds transfer
- 6. Liquor liability

G. Umbrella/Excess Liability

H. Business Owners Policy (BOP)

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

A. Risk

B. Hazards

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

C. Indemnity

D. Insurable interest

E. Loss valuation

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

F. Negligence

G. Liability

H. Occurrence

I. Binders

J. Warranties

K. Representations

L. Concealment

M. Deposit Premium/Audit

N. Certificate of Insurance

O. Law of Large Numbers

P. Pure vs. Speculative Risk

Q. Endorsements

R. Damages

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

S. Compliance with provisions of Fair Credit Reporting Act

III. POLICY PROVISIONS 12

A. Declarations

B. Insuring agreement

C. Conditions

D. Exclusions and Limitations

E. Definition of the insured

F. Duties of the insured after a loss

G. Cancellation and nonrenewal provisions

H. Supplementary payments

I. Proof of loss

J. Notice of claim

K. Other insurance

L. Subrogation

M. Loss settlement provisions including consent to settle a loss

N. Terrorism Risk Insurance Act (TRIA)

**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
 - 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
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
ONLY5**

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

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 CONCEPTS28

A. Insurance

1. Law of Large Numbers

B. Insurable interest

C. Risk

1. Pure vs. Speculative Risk

D. Hazard

1. Moral
2. Morale
3. Physical

E. Peril

F. Loss

1. Direct
2. Indirect

G. Loss Valuation

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

H. Proximate cause

I. Deductible

J. Indemnity

K. Limits of liability

L. Coinsurance/Insurance to value

M. Occurrence

N. Cancellation

O. Nonrenewal

P. Vacancy and unoccupancy

Q. Liability

1. Absolute
2. Strict
3. Vicarious

R. Negligence

S. Binder

T. Endorsements

U. Blanket vs. Specific

V. Burglary, Robbery, Theft, and Mysterious Disappearance

W. Warranties

X. Representations

Y. Concealment

Z. Deposit Premium/Audit

AA. Certificate of Insurance

BB. Damages

**PERSONAL LINES
CONTENT OUTLINE**

Personal Lines–General Section;
 Personal Lines–State Section

**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. Automobile: personal auto

1. Liability
 - a. Bodily Injury
 - b. Property Damage
 - c. Split Limits
 - d. Combined Single Limit
2. Medical Payments

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. Loss settlement provisions including consent to settle a loss
- W. Territory

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

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

CONTENT OUTLINE
State Statutes, Rules, and Regulations
(50 scoreable questions)

- 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; 5467
- 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

- 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

**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
 - L. 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

WYOMING

- 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

**WYOMING VARIABLE LIFE AND VARIABLE ANNUITY
PRODUCER -
CONTENT OUTLINE**

(100 scoreable questions)

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/Commingleing**
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
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 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

<p style="text-align: center;">WYOMING CREDIT PRODUCER CONTENT OUTLINE <i>(60 scoreable questions)</i></p>

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

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- 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