

# EXAMINATION CONTENT OUTLINES

Effective July 7, 2011

## CASUALTY PRODUCER EXAMINATION

# of Items	Minimum Passing Score	Time Allowed
91	70% Correct	3.5 Hours

### CONTENT OUTLINE

<b>1.0 TYPES OF POLICIES, BONDS, AND RELATED TERMS (23 Items)</b>
<b>1.1 Commercial General Liability</b>
Basic Hazards
Premises and Operations
Products and Completed Operations
Independent Contractors
Insured Contracts
Commercial General Liability Coverage Forms
Coverage A: Bodily Injury and Property Damage Liability
Occurrence
Claims Made
Extended Reporting Periods: Basic and Supplemental
Retroactive Date
Coverage B: Personal Injury and Advertising Injury
Coverage C: Medical Payments
Supplemental Payments
Who is an insured
Limits
Conditions (The candidate also should be familiar with ISO's Common Policy Conditions)
Definitions
<b>1.2 Automotive: Personal Auto and Business Auto</b>
Liability
Medical Payments
Physical damage (collision and other than collision/comprehensive)
Uninsured motorists
Underinsured motorists
Who is an insured
Types of Auto
Owned
Non-owned
Hired
Temporary Substitute

Garage Coverage Form, including Garagekeepers insurance
<b>1.3 Workers Compensation Insurance, Employers Liability Insurance, and Related Issues</b>
(This section does not deal with specifics of state law, which are addressed elsewhere in this outline.)
Standard policy concepts
Work-related vs. non-work-related
Other states' insurance
<b>1.4 Crime</b>
Employee Theft
Inside the Premises-Theft of Money and Securities
Inside the Premises-Robbery or Safe Burglary of Other Property
Inside the Premises-Robbery or Burglary of Other Property
<b>1.5 Surety Bonding</b>
Definitions
Obligee
Principal
Surety
<b>1.6 Professional Liability</b>
Errors and Omissions
<b>1.7 Umbrella/Excess Liability</b>
<b>2.0 INSURANCE TERMS AND RELATED CONCEPTS (15 Items)</b>
<b>2.1 Risk</b>
<b>2.2 Hazard</b>
<b>2.3 Indemnity</b>
<b>2.4 Insurable Interest</b>
<b>2.5 Actual Cash Value</b>
<b>2.6 Negligence</b>
<b>2.7 Liability</b>
<b>2.8 Accident</b>
<b>2.9 Occurrence</b>
<b>2.10 Burglary</b>
<b>2.11 Robbery</b>
<b>2.12 Theft</b>
<b>2.13 Mysterious Disappearance</b>
<b>2.14 Binders</b>
<b>2.15 Warranties</b>
<b>2.16 Representations</b>
<b>2.17 Concealment</b>
<b>2.18 Bodily Injury Liability</b>
<b>2.19 Property Damage Liability</b>
<b>2.20 Personal Injury Liability</b>
<b>2.21 Limits of Liability</b>
<b>2.22 Deductibles</b>
<b>2.23 Insured Contract</b>
<b>2.24 Deposit Premium/Audit</b>



2.25 Certificate of Insurance
<b>3.0 POLICY PROVISIONS (12 Items)</b>
3.1 Declarations
3.2 Insuring Agreement
3.3 Conditions
3.4 Exclusions and Limitations
3.5 Definition of the Insured
3.6 Duties of the Insured After a Loss
3.7 Cancellation and Nonrenewal Provisions
3.8 Additional (Supplementary) Payments
3.9 Proof of Loss
3.10 Notice of Claim
3.11 Arbitration
3.12 Other Insurance
3.13 Subrogation
3.14 Compliance with Provisions of Fair Credit Reporting Act
3.15 Claims Made Policy Form
3.16 Salvage
3.17 Loss Settlement Provisions Including Consent to Settle a Loss
<b>4.0 New Jersey Laws, Rules, and Regulations Common to Life, Accident and Health, Property, and Casualty Insurance (25 Items)</b>
<i>Ref: Title 17B and Title 17 refer to laws; Title 11 refers to regulations</i>
<b>4.1 State Regulatory Jurisdiction</b>
<i>Ref: Standard insurance textbook</i>
Legislation
State Laws
Court Action
Interpretations
Effect on Law and Policy Forms
Related Federal Laws and court Cases
Paul v. Virginia
US v. South-Eastern Underwriters Assoc.
McCarran-Ferguson Act/Public Law 15
Commissioner/Dept. of Banking and Insurance
Broad Powers of Commissioner
<i>Ref: 17:1-8.1, 17:1-15, 17:22A-45</i>
Notice and Hearing
<i>Ref: 17:22A-45, 17:1-16, 17:29B-6 thru 13</i>
Penalties
<i>Ref: 17:22A-40, 17: 22A-45</i>
<b>4.2 Definitions</b>
Insurance-related conduct
<i>Ref: 11:17-1.2</i>

Domestic, foreign, and alien companies
<i>Ref: 17B:17-7</i>
Stock and mutual
<i>Ref: 17B:18-2,3</i>
Reinsurance
<i>Ref: 17B:18-62</i>
Certificate of authority
<i>Ref: 11B:17-10,12</i>
A producer acting as:
<i>Ref: 17:22A-28</i>
Insurance Agent
<i>Ref:11:17B-1.3</i>
Insurance Broker
<i>Ref: 11:17B-1.3</i>
Insurance Consultant
<i>Ref: 17:22A-28</i>
"Sell, Solicit, and Negotiate"
<b>4.3 Licensing</b>
Types of licenses/authorities/requirements
Producer
<i>Ref: 17:22A-29 ,32,33; 11:17-1.2, 2.2 thru 2.4, 2.6</i>
Business entity
<i>Ref: 17:22A-32,33; 11:7-2.2 thru 2.4, 2.6</i>
Nonresident
Producer
<i>Ref: 17: 22A-34 ;11:17-1.2, 2.2(b)</i>
Business Entity
<i>Ref: 17:22A-34</i>
Prelicensing requirements
<i>Ref: 11:17-2,11:17-3.5,3.7, 4</i>
Surplus lines
<i>Ref: 17: 22A-38</i>
Temporary work authority
<i>Ref: 11:17-2.1, 2.4</i>
Contractual relationships
Company/producer
<i>Ref: 22A-42; 11:17-2.9</i>
Producer substituting for or taking over the business of a disabled/deceased producer
<i>Ref: 17: 22A-37; 11:17-2.10(c)</i>
Maintenance and duration of license
<i>Ref: 11:17-2.1, 2.5</i>
Renewal
<i>Ref: 11:17-25</i>
Certification of license status
<i>Ref: 11:17- 2.15 ( c)</i>



License refusal/termination
Denial
<i>Ref: 11:17- 2.13; 17: 22A-40</i>
Cancellation/reinstatement
<i>Ref: 11:17-2.13</i>
Revocation/suspension
<i>Ref: 17: 22A-40 ; 17D:2.1, 2.5-2.7</i>
<b>4.4 Trade Practices</b>
Prohibited practices
<i>Ref: 17:29B-1 thru 14; 11:2-17</i>
Licensee responsibilities (Reporting information to the Department of Banking and Insurance)
Business names (including fictitious)
<i>Ref: 17: 22A-36; 11:17-1.2, 2.7; 11:17A-2.1</i>
Branch offices
<i>Ref: 11:17-1.2, 2.8</i>
Change of address
<i>Ref: 11:17-2.7(f), (g)</i>
Standards of conduct
<i>Ref: 11:17A thru 17D</i>
<b>4.5 Fraud</b>
<i>Ref: 17:33A</i>
<b>4.6 Ethics</b>
<i>Ref: General Ethics textbook</i>
<b>4.7 Information Privacy</b>
<i>Ref: 11:1-44-3</i>
<b>5.0 New Jersey Laws, Rules, and Regulations Pertinent to Casualty Insurance Only (16 Items)</b>
<i>Ref: Title 17 refers to laws; Title 34 and 39 refer to related laws</i>
<b>5.1 Auto Insurance</b>
<i>Ref: The Fair Act; 17:33B 17:28-1.1 thru 1.4</i>
Requirements
<i>Ref: 17:28-1.1 and 1.4</i>
Bodily Injury and Property Damage
Uninsured and underinsured Motorists
Evidence of insurance/identification cards
Personal Injury Protection (PIP)
<i>Ref: 39:6A-1 thru 8.1</i>
Definitions
Benefits
Primacy of coverage
Exclusions/deductibles
Tort options
New Jersey Automobile Residual Market Personal Automobile Insurance Plan (PAIP)

<i>Ref: 17:1C-6 (e); 17:1-8.1; 17:29D-1; 11:3-2</i>
Purpose
Rates
Servicing carriers
Available coverages
UEZ Program
<i>Ref: 11:3-46</i>
Commercial Automobile Insurance Plan(CAIP)
<i>Ref: 1:3-1</i>
Purpose
Rates
Servicing carriers
Available coverages
Basic Auto Insurance Policy
<i>Ref: 11:3-3</i>
Special Auto Insurance Policy (SAIP)
<i>Ref: NJSA 39:6A-3.3</i>
<b>5.2 Workers' Compensation</b>
<i>Ref: 34:15 (Article 1, 2, 3 and 5); Workers Compensation Manual, Part 3</i>
Commercial coverage
Purpose
Definitions
Requirements
Benefits
Defenses
Ratings Plans
Assigned Risk Plan (Workers Compensation Insurance Plan)
Surcharges
Compensation Rating and Inspection Bureau (CRIB)
Domestic employee coverage (Homeowners)
<i>Ref: 17:36-5.29</i>
<b>5.3 Commercial Insurance Deregulation</b>
<i>Ref: 17:29AA-1 thru 32</i>
<b>5.4 Cancellation and Nonrenewal</b>
<b>5.5 Surplus Lines</b>
<i>Ref: 11:1-33.2, 33.3</i>
Certificate of diligent effort
Exportable list
<i>Ref: 11:1-34</i>
<b>5.6 Certificates of Insurance</b>
<i>Ref: 17:16C-31; 17:28-4, 5,6; 17:35-13</i>

References



You may access all New Jersey Statutes at <http://www.njleg.state.nj.us/> Select "Statutes" from the left side list under the heading "Laws and Constitution".

OR

[http://lis.njleg.state.nj.us/cgi-bin/om\\_isapi.dll?clientID=21241408&depth=2&expandheading\\_s=off&headingswithhits=on&infobase=statutes.nfo&softpage=TOC\\_Frame\\_Pg42](http://lis.njleg.state.nj.us/cgi-bin/om_isapi.dll?clientID=21241408&depth=2&expandheading_s=off&headingswithhits=on&infobase=statutes.nfo&softpage=TOC_Frame_Pg42)

The New Jersey Administrative Code can be found at [www.lexisnexis.com](http://www.lexisnexis.com).

The Statutes and Administrative Code are available at all NJ State, County libraries, and most large libraries in New Jersey. Individuals may also make an appointment with the Department librarian to make copies at the states location in Trenton (a per page fee will be accessed for this service).

