

EXAMINATION CONTENT OUTLINES

Effective July 7, 2011

PERSONAL LINES EXAMINATION

# of Items	Minimum Passing Score	Time Allowed
112	70% Correct	3.5 Hours

CONTENT OUTLINE

1.0 TYPES OF PROPERTY POLICIES (10 Items)
1.1 Property: Personal Lines
Dwelling and contents (DP forms)
Homeowners (HO forms)
1.2. Inland Marine
Personal floaters
1.3 Other Types of Property Policies
Flood
Personal Watercraft
Earthquake
Mobile Homes
2.0 TYPES OF CASUALTY POLICIES (13 Items)
2.1 Personal Automobile
Liability
Medical Payments
Physical damage (collision and other than collision)
Uninsured motorists
Underinsured motorists
Who is an insured
Types of Auto
Owned
Temporary Substitute
Use and Eligibility of Auto
2.2 Personal Liability
2.3 Umbrella/Excess Liability
2.4 Other Personal Exposures
Errors and Omissions
3.0 PROPERTY AND CASUALTY INSURANCE TERMS AND RELATED CONCEPTS (28 Items)
3.1 Insurable Interest
3.2 Risk
3.3 Hazard
3.4 Peril
3.5 Loss

Direct
Indirect
3.6 Proximate Cause
3.7 Deductible
3.8 Indemnity
3.9 Actual Cash Value
3.10 Replacement Cost
3.11 Limits of Liability
3.12 Pair and Set Clause
3.13 Extensions of Coverage
3.14 Additional Coverages
3.15 Accident
3.16 Occurrence
3.17 Vacancy and Unoccupancy
3.18 Right of Salvage
3.19 Abandonment
3.20 Liability
3.21 Negligence
3.22 Theft
3.23 Burglary
3.24 Robbery
3.25 Mysterious Disappearance
3.26 Binders
3.27 Bodily Injury Liability
3.28 Property Damage Liability
3.29 Personal Injury Liability
3.30 Certificate of Insurance
3.31 Risk Management
3.32 Professional Designations
4.0 PROPERTY AND CASUALTY POLICY PROVISIONS AND CONTRACT LAW (24 Items)
4.1 Declarations
4.2 Insuring Agreement
4.3 Conditions
4.4 Exclusions
4.5 Definitions
4.6 Duties of the Insured After a Loss
4.7 Obligations of the Insurance Company
4.8 Mortgage Rights
4.9 Proof of Loss
4.10 Notice of Claim
4.11 Appraisal
4.12 Other Insurance
4.13 Assignment
4.14 Subrogation



4.15 Elements of a Contract
4.16 Sources of Underwriting Information
4.17 Compliance with Provisions of Fair Credit Reporting Act
4.18 Cancellation and Nonrenewal Provisions
4.19 Additional (Supplementary) Payments
4.20 Loss Settlement Provisions Including Consent to Settle a Loss
4.21 Limitations
4.22 Representations and Misrepresentations
4.23 Concealment
4.24 Arbitration
4.25 Coinsurance
4.26 Endorsements
4.27 Premium Payments
4.28 Effective Dates of Coverage
5.0 New Jersey Laws, Rules, and Regulations Common to Life, Accident and Health, Property, and Casualty Insurance (25 Items)
<i>Ref: Title 17B and Title 17 refer to laws; Title 11 refers to regulations</i>
5.1 State Regulatory Jurisdiction
<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>
5.2 Definitions
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"
5.3 Licensing
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>
5.4 Trade Practices
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>
5.5 Fraud
<i>Ref: 17:33A</i>
5.6 Ethics
<i>Ref: General ethics textbook</i>
5.7 Information Privacy
<i>Ref: 11:1-44-3</i>
6.0 New Jersey Laws, Rules, and Regulations Pertinent to Property Insurance Only (4 Items)
<i>Ref: Title 17 refers to laws</i>
6.1 New Jersey Insurance Underwriting Association (FAIR Plan)
<i>Ref: 17:37A-1 thru 27, FAIR Plan Manual, 11:1-5</i>
Purpose
Creation of association, membership
Application, contents, denial
Limits
Binding
Agent's authority and obligation
Rates
6.2 Cancellation/Nonrenewal
<i>Ref: 11:1-20, 22</i>
6.3 Surplus Lines (homeowners)
Certificate of diligent effort
<i>Ref: 11:1-33.2, 33.3</i>
Exportable list
<i>Ref: 11:1-34</i>
6.4 Coastal properties and hurricane risk
<i>Ref: 11:2-42.1</i>
6.5 Workers' Compensation domestic employees coverage

7.0 New Jersey Laws, Rules, and Regulations Pertinent to Casualty Insurance Only (8 Items)
<i>Ref: Title 17 refers to laws; Title 34 and 39 refer to related laws</i>
7.1 Auto Insurance
<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>
Basic Auto Insurance Policy
<i>Ref: 11:3-3</i>
Special Auto Insurance Policy (SAIP)
<i>Ref: NJSA 39:6A-3.3</i>
7.2 Commercial Insurance Deregulation
<i>Ref: 17:29AA-1 thru 32</i>
7.3 Cancellation and Nonrenewal
7.4 Surplus Lines
<i>Ref: 11:1-33.2, 33.3</i>
Certificate of diligent effort
Exportable list
<i>Ref: 11:1-34</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



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The New Jersey Administrative Code can be found at 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).

