

**LIFE-GENERAL KNOWLEDGE
CONTENT OUTLINE**

Product Knowledge, Terms and Concepts

(50 scored plus 5 pretest questions)

I. TYPES OF POLICIES15

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

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- 1. Single and flexible premium
- 2. Immediate and deferred
- 3. Fixed and variable
- 4. Indexed
- 5. Accumulation and Annuity Periods
- 6. Payout options

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- 1. Joint life (first to die)
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A. Policy riders

- 1. Waiver of premium and waiver of monthly deduction
- 2. Guaranteed insurability
- 3. Payor benefit
- 4. Accidental death and/or accidental death and dismemberment
- 5. Term riders
- 6. Other insureds
- 7. Long term care
- 8. Return of premium
- 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
 - c. Modes
 - d. Grace period
 - e. Automatic premium loan
 - f. Level or flexible
- 8. Reinstatement
- 9. Policy loans, withdrawals, partial surrenders
- 10. Non-forfeiture options
- 11. Dividends and dividend options (e.g., participating, non-participating)
- 12. Incontestability
- 13. Assignments
- 14. Suicide
- 15. Misstatement of age and gender
- 16. Settlement options
- 17. Accelerated death benefits

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- 1. Required signatures
- 2. Changes in the application
- 3. Consequences of incomplete applications
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- 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
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- c. Adhesion
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- B. Life Settlements**
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 - 2. Contributory vs. noncontributory
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 - 1. Qualified plans
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 - 1. Personal insurance needs
 - 2. Business insurance needs
 - a. Key person
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- F. Social Security benefits**
- G. Tax treatment of insurance premiums, proceeds, and dividends**
 - 1. Individual life
 - 2. Group life
 - 3. Modified Endowment Contracts (MECs)

- Ref: 5/500-130*
- 3. Maintaining a license
 - a. Continuing education
Ref: 5/500-35
 - b. Controlled business
Ref: 5/500-125
 - c. Change of address
Ref: 5/500-35
 - d. Required fees
Ref: 5/500-135
- 4. License suspension, revocation or denial
Ref: 5/500-70
 - a. Felony convictions
Ref: 5/500-95
- C. Fiduciary responsibilities(1-3)**
Ref: 5/500-115; Reg. 3113
- D. Commissions and compensation.....(0-1)**
Ref: 5/151; 5/500-80
- E. Disclosure(0-1)**
Ref: 5/500-155
- F. Marketing practices.....(2-6)**
 - 1. Rebating
Ref: 5/151; 5/152; 5/153
 - 2. Misrepresentation
Ref: 5/149; 5/154
 - 3. Defamation
Ref: 5/149
 - 4. Other unfair practices
Ref: 5/424
 - 5. Unfair claims practices
Ref: 5/154.5; 5/154.6; Reg. 919

**LIFE-ILLINOIS SPECIFIC
CONTENT OUTLINE
State Statutes, Rules and Regulations**

(31 scored plus 5 pretest questions)

Ref: All references to chapter 215 ILCS unless otherwise indicated

- I. ILLINOIS STATUTES AND REGULATIONS COMMON TO LIFE, ACCIDENT AND HEALTH, PROPERTY, CASUALTY AND PERSONAL LINES INSURANCE.....22**
 - A. Insurance Director(1-2)**
 - 1. General powers
Ref: 5/401, 5/403; 5/401.1; 5/431
 - 2. Examinations
Ref: 5/132; 5/402; 5/403; 5/ 500-110
 - B. License and registration..... (5-13)**
 - 1. Persons required to be licensed
 - a. Insurance producers
Ref: 5/500-15; 5/500-20; 5/500-25; 5/500-30
 - b. Nonresidents
Ref: 5/500-40
 - c. Business entities
Ref: 5/500-30; 5/500-35
 - d. Temporary insurance producers
Ref: 5/500-60; 5/500-65
 - e. Exemptions
Ref: 5/500-15; 5/500-20
 - f. Reinstatement
Ref: 5/500-35
 - 2. Obtaining a license
 - a. Qualifications
Ref: 5/500-30; 5/500-70
 - b. License fees
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- II. ILLINOIS STATUTES AND REGULATIONS PERTINENT TO LIFE INSURANCE ONLY.....9**
 - A. Advertising and sales(1-3)**
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 - B. Replacement(1-2)**
Ref: Reg. 917
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 - 2. Definitions
 - 3. Exemptions
 - 4. Duties of agent
 - 5. Duties of replacing insurance company
 - C. Life solicitation (2-3)**
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 - 1. Purpose
 - 2. Definitions
 - 3. Exemptions
 - 4. Disclosure requirements (including Buyer's Guide content)
 - 5. Agents' responsibilities
 - 6. Suitability in the sale of Life insurance and Annuities
Ref: Reg. 3120, 909, 3117
 - 7. Policy Provisions
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 - D. Accelerated benefits.....(0-1)**
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 - E. Illustrations(1-2)**
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 - F. Viatical Settlements..... (0-1)**
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G. Unfair Practices.....(0-1)

Ref: 5/236

H. Life & Health Insurance Guaranty Association(0-1)

Ref: 5/531.01 through 5/531.19

**HEALTH-GENERAL KNOWLEDGE
CONTENT OUTLINE**

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

I. TYPES OF POLICIES16

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3. Business disability buyout policy
4. Group disability income policy
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B. Accidental death and dismemberment

C. Medical expense insurance

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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
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1. Eligibility
2. Levels of care

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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 earning 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
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G. Occupational vs. non-occupational

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K. Subrogation

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B. Explaining sources of insurability and HIPAA privacy information (e.g., MIB Report, Fair Credit Reporting Act, etc.)

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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

**ACCIDENT & HEALTH-
ILLINOIS SPECIFIC
CONTENT OUTLINE
State Statutes, Rules and Regulations**

(39 scored plus 5 pretest questions)

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- 1. General powers
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- 2. Examinations
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B. License and registration (5-13)

- 1. Persons required to be licensed
 - a. Insurance producers
Ref: 5/500-15; 5/500-20; 5/500-25; 5/500-30
 - b. Nonresidents
Ref: 5/500-40
 - c. Business entities
Ref: 5/500-30; 5/500-35
 - d. Temporary insurance producers
Ref: 5/500-60; 5/500-65
 - e. Exemptions
Ref: 5/500-15; 5/500-20
 - f. Reinstatement
Ref: 5/500-35
- 2. Obtaining a license
 - a. Qualifications
Ref: 5/500-30; 5/500-70
 - b. License fees
Ref: 5/500-135
 - c. Bond requirements
Ref: 5/500-130
- 3. Maintaining a license
 - a. Continuing education
Ref: 5/500-35
 - b. Controlled business
Ref: 5/500-125
 - c. Change of address
Ref: 5/500-35
 - d. Required fees
Ref: 5/500-135
- 4. License suspension, revocation or denial
Ref: 5/500-70
 - a. Felony convictions
Ref: 5/500-95

C. Fiduciary responsibilities(1-3)

Ref: 5/500-115; Reg. 3113

D. Commissions and compensation.....(0-1)

Ref: 5/151; 5/500-80

E. Disclosure(0-1)

Ref: 5/500-155

F. Marketing practices.....(2-6)

- 1. Rebating
Ref: 5/151; 5/152; 5/153
- 2. Misrepresentation
Ref: 5/149; 5/154
- 3. Defamation
Ref: 5/149
- 4. Other unfair practices
Ref: 5/424
- 5. Unfair claims practices
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- 1. Traditional long term care
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- 2. Long Term Care Partnership
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C. Advertising.....(1-3)

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- 1. Purpose
- 2. Definitions
- 3. Prohibited provisions
- 4. Benefit standards
- 5. Disclosure and replacement requirements

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- 1. Discontinuance and replacement
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- 2. Illinois Health Insurance Portability and Accountability Act (HIPAA)
Ref: 97/1 thru 50

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Ref: 5/364

G. Life & Health Insurance Guaranty Association (1-2)

Ref: 5/531.01 through 5/531.19

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Ref: 215 ILCS 190/15

I. Health Maintenance Organizations (HMO).....(0-2)

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Ref: 130/1002; 130/3001 thru 3005; 130/3008 thru 130/4003

**PROPERTY-GENERAL KNOWLEDGE
CONTENT OUTLINE**

Product Knowledge, Terms and Concepts

(50 scored plus 5 pretest questions)

I. TYPES OF POLICIES22

A. Homeowners

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- 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

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- 1. Earthquake
- 2. Mobile Homes
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- 5. Windstorm

II. INSURANCE TERMS AND RELATED CONCEPTS15

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
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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

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N. Elements of a contract

O. Warranties, representations, and concealment

P. Sources of underwriting information

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S. Policy Application

T. Terrorism Risk Insurance Act (TRIA)

U. Territory

**PROPERTY-ILLINOIS SPECIFIC
CONTENT OUTLINE**

State Statutes, Rules and Regulations

(30 scored plus 5 pretest questions)

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- 2. Examinations

Ref: 5/132; 5/402; 5/403; 5/ 500-110

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- 1. Persons required to be licensed

- a. Insurance producers

Ref: 5/500-15; 5/500-20; 5/500-25; 5/500-30

- b. Nonresidents

- Ref: 5/500-40
- c. Business entities
Ref: 5/500-30; 5/500-35
- d. Temporary insurance producers
Ref: 5/500-60; 5/500-65
- e. Exemptions
Ref: 5/500-15; 5/500-20
- f. Reinstatement
Ref: 5/500-35
- 2. Obtaining a license
 - a. Qualifications
Ref: 5/500-30; 5/500-70
 - b. License fees
Ref: 5/500-135
 - c. Bond requirements
Ref: 5/500-130
- 3. Maintaining a license
 - a. Continuing education
Ref: 5/500-35
 - b. Controlled business
Ref: 5/500-125
 - c. Change of address
Ref: 5/500-35
 - d. Required fees
Ref: 5/500-135
- 4. License suspension, revocation or denial
Ref: 5/500-70
 - a. Felony convictions
Ref: 5/500-95
- C. Fiduciary responsibilities(1-3)**
Ref: 5/500-115; Reg. 3113
- D. Commissions and compensation.....(0-1)**
Ref: 5/151; 5/500-80
- E. Disclosure(0-1)**
Ref: 5/500-155
- F. Marketing practices.....(2-6)**
 - 1. Rebating
Ref: 5/151; 5/152; 5/153
 - 2. Misrepresentation
Ref: 5/149; 5/154
 - 3. Defamation
Ref: 5/149
 - 4. Other unfair practices
Ref: 5/424
 - 5. Unfair claims practices
Ref: 5/154.5; 5/154.6; Reg. 919
- G. Illinois Insurance Guaranty Fund(0-1)**
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- II. ILLINOIS STATUTES AND REGULATIONS COMMON TO PROPERTY AND CASUALTY INSURANCE ONLY ... 5**
 - A. Renewal, nonrenewal, cancellation and Certificates of Insurance(1-4)**
Ref: 5/141.01; 5/141.02; 5/143.10 thru 5/143.27; 5/154; 5/155.31; 5/155.45; 157/5 thru 157/99
 - B. Financing insurance premiums.....(0-1)**
Ref: 5/513a-1 thru 5/513a3; 5/513a9 thru 5/513a11
 - C. Insurance Claims Fraud Prevention Act.....(0-1)**
Ref: 5/155.23
 - D. Use of credit information(0-1)**
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- E. Hate crimes(0-1)**
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- III. ILLINOIS STATUTES AND REGULATIONS PERTINENT TO PROPERTY INSURANCE ONLY3**
 - A. Rejection on basis of location(0-1)**
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 - B. Illinois FAIR Plan (FAIR plan)(0-2)**
 - 1. Purpose
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 - 2. Definition
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 - 3. Procedures
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 - 4. Industry placement
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 - C. Mine subsidence(0-2)**
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 - D. Customer affairs and info. dept.....(0-1)**
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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
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 - 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

(Specifics of state law 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

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

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B. Hazards

- 1. Moral
- 2. Morale
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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

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 - a. General
 - b. Special
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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)

**CASUALTY-ILLINOIS SPECIFIC
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Ref: 5/149; 5/154
 - 3. Defamation
Ref: 5/149
 - 4. Other unfair practices
Ref: 5/424
 - 5. Unfair claims practices
Ref: 5/154.5; 5/154.6; Reg. 919
 - G. Illinois Insurance Guaranty Fund(0-1)**
Ref: 5/532; 5/533; 5/537
- II. ILLINOIS STATUTES AND REGULATIONS COMMON TO PROPERTY AND CASUALTY INSURANCE5**
- A. Renewal, nonrenewal, cancellation and Certificates of Insurance..... (1-4)**
Ref: 5/141.01; 5/141.02; 5/143.10 thru 5/143.27; 5/155.31; 5/155.45; 157/5 thru 157/99
 - B. Financing insurance premiums.....(0-1)**
Ref: 5/513a-1; 5/513a3; 5/513a9 thru 5/513a11
 - C. Insurance Claims Fraud Prevention Act.....(0-1)**
Ref: 5/155.23
 - D. Use of credit information(0-1)**
Ref: 157/15; 157/20
 - E. Hate crimes(0-1)**
Ref: 143.24c
- III. ILLINOIS STATUTES AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY.....10**
- A. Auto(7-9)**
 - 1. Uninsured motorists coverage
Ref: 5/143a
 - 2. Underinsured motorists coverage
Ref: 5/143a-2
 - 3. Illinois Automobile Insurance Plan (assigned risk)
Ref: IAI Plan Manual, 625 ILCS 5/7-501

- a. Insurance company's participation
 - b. Insured's participation
 - 4. Defensive driving discount—age 55 and over
Ref: 5/143.29
 - 5. Antitheft mechanism
5/143.28; Reg. 932
 - 6. Financial responsibility surcharge
Ref: 625 ILCS 5/7-317
 - 7. Equipment exclusion
Ref: Reg. 924
 - 8. Persons with physical disabilities
Ref: 5/143.24a
 - 9. Disclosure of liability coverage
Ref: 5/143.24b
 - 10. Surcharge or refusal to insure
Ref: 5/155.27
 - 11. Oral estimate of premium charges
Ref: 5/155.28
 - 12. Mandatory auto coverage
Ref: 625 ILCS 5/7-601 thru 610
 - 13. Financial/Safety responsibility filing
Ref: 625 ILCS 5/7-317
 - 14. Child restraint system
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 - 15. Fraudulent Address
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- B. Worker's Compensation Assigned Risk Pool..... (1-2)**
Ref: 5/468; Reg. 2904
- 1. Definitions
 - 2. Renewal and Cancellation
 - 3. Premium Determination

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- I. TYPES OF PROPERTY POLICIES10**
- 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
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 - b. Property Damage
 - c. Split Limits
 - d. Combined Single Limit
- 2. Medical Payments
- 3. Physical Damage (collision; other than collision; specified perils)
- 4. Uninsured motorists
- 5. Underinsured motorists
- 6. Who is an insured
- 7. Types of Auto
 - a. Owned
 - b. Non-owned
 - c. Hired
 - d. Temporary Substitute
 - e. Newly Acquired Autos
 - f. Transportation Expense and Rental Reimbursement Expense
- 8. Exclusions

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- 1. Pure vs. Speculative Risk

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- 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

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

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J. Notice of claim

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L. Other Insurance Provision

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Q. Privacy Protection (Gramm Leach Bliley)

R. Policy Application

S. Terrorism Risk Insurance Act (TRIA)

T. Cancellation and nonrenewal provisions

U. Supplementary payments

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W. Territory

**PERSONAL LINES
ILLINOIS SPECIFIC
CONTENT OUTLINE**

State Statutes, Rules and Regulations

(37 scored questions)

Ref: All references to chapter 215 ILCS unless otherwise indicated

I. ILLINOIS STATUTES AND REGULATIONS COMMON TO LIFE, ACCIDENT AND HEALTH, PROPERTY, CASUALTY AND PERSONAL LINES INSURANCE.....22

A. Insurance Director(1-2)

- 1. General powers

Ref: 5/401, 5/403; 5/401.1; 5/431

- 2. Examinations

Ref: 5/132; 5/402; 5/403; 5/500-110

B. License and registration

(5-13)

- 1. Persons required to be licensed

- a. Insurance producers

Ref: 5/500-15; 5/500-20; 5/500-25; 5/500-30

- b. Nonresidents
Ref: 5/500-40
- c. Business entities
Ref: 5/500-30; 5/500-35
- d. Temporary insurance producers
Ref: 5/500-60; 5/500-65

- e. Exemptions
Ref: 5/500-15; 5/500-20
- f. Reinstatement
Ref: 5/500-35

- 2. Obtaining a license
 - a. Qualifications
Ref: 5/500-30; 5/500-70

- b. License fees
Ref: 5/500-135

- c. Bond requirements
Ref: 5/500-130

- 3. Maintaining a license
 - a. Continuing education
Ref: 5/500-35

- b. Controlled business
Ref: 5/500-125

- c. Change of address
Ref: 5/500-35

- d. Required fees
Ref: 5/500-135

- 4. License suspension, revocation or denial
Ref: 5/500-70

- a. Felony convictions
Ref: 5/500-95

C. Fiduciary responsibilities(1-3)
Ref: 5/500-115; Reg. 3113

D. Commissions and compensation.....(0-1)
Ref: 5/151; 5/500-80

E. Disclosure(0-1)
Ref: 5/500-155

F. Marketing practices.....(2-6)

- 1. Rebating
Ref: 5/151; 5/152; 5/153

- 2. Misrepresentation
Ref: 5/149; 5/154

- 3. Defamation
Ref: 5/149

- 4. Other unfair practices
Ref: 5/424

- 5. Unfair claims practices
Ref: 5/154.5; 5/154.6; Reg. 919

G. Illinois Insurance Guaranty Fund(0-1)
Ref: 5/532; 5/533; 5/537

II. ILLINOIS STATUTES AND REGULATIONS COMMON TO PROPERTY AND CASUALTY INSURANCE ONLY..... 5

A. Renewal, nonrenewal, cancellation and Certificates of Insurance.....(1-4)
Ref: 5/141.01; 5/141.02; 5/143.10 thru 5/143.27; 5/154; 5/155.31; 5/155.45

B. Financing insurance premiums.....(0-1)
Ref: 5/513a-1 thru 5/513a3; 5/513a9 thru 5/513a11

C. Insurance Claims Fraud Prevention Act.....(0-1)
Ref: 5/155.23

D. Use of credit information(0-1)
Ref: 157/15; 157/20

E. Hate Crimes.....(0-1)
Ref: 143.24c

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Ref: 5/155.22

B. Illinois FAIR Plan (FAIR plan) (0-2)

- 1. Purpose
Ref: 5/522; 5/524(5)

- 2. Definition
Ref: 5/523

- 3. Procedures
Ref: 5/524

- 4. Industry placement
Ref: 5/525

C. Mine subsidence (0-2)
Ref: 5/801.1 thru 5/817.1

D. Customer affairs and info. dept.....(0-1)
Ref: 5/143d

E. Auto (5-8)

- 1. Uninsured motorists coverage
Ref: 5/143a

- 2. Underinsured motorists coverage
Ref: 5/143a-2

- 3. Illinois Automobile Insurance Plan (assigned risk)
Ref: IAI Plan Manual, 625 ILCS 5/7-501; 478.1

- a. Insurance company's participation
- b. Insured's participation

- 4. Defensive driving discount—age 55 and over
Ref: 5/143.29

- 5. Antitheft mechanism
5/143.28; Reg. 932

- 6. Financial responsibility surcharge
Ref: 625 ILCS 5/7-317

- 7. Equipment exclusion
Ref: Reg. 924

- 8. Persons with physical disabilities
Ref: 5/143.24a

- 9. Disclosure of liability coverage
Ref: 5/143.24b

- 10. Surcharge or refusal to insure
Ref: 5/155.27

- 11. Oral estimate of premium charges
Ref: 5/155.28

- 12. Mandatory auto coverage
Ref: 625 ILCS 5/7-601 thru 610

- 13. Financial/Safety responsibility filing
Ref: 625 ILCS 5/7-317

- 14. Child restraint system
Ref: 5/143.32

- 15. Fraudulent Address
Ref: 5/155.40

MOTOR VEHICLE TEST CONTENT OUTLINE

State Statutes, Rules and Regulations

(50 scored questions)

Ref: All references to chapter 215 ILCS unless otherwise indicated

- I. ILLINOIS STATUTES AND REGULATIONS COMMON TO LIFE, ACCIDENT AND HEALTH, PROPERTY, CASUALTY AND PERSONAL LINES INSURANCE.....22**
- A. Insurance Director(1-2)**
 - 1. General powers
Ref: 5/401, 5/403; 5/401.1; 5/431
 - 2. Examinations
Ref: 5/132; 5/402; 5/403; 5/ 500-110
- B. License and registration (5-13)**
 - 1. Persons required to be licensed
 - a. Insurance producers
Ref: 5/500-15; 5/500-20; 5/500-25; 5/500-30
 - b. Nonresidents
Ref: 5/500-40
 - c. Business entities
Ref: 5/500-30; 5/500-35
 - d. Temporary insurance producers
Ref: 5/500-60; 5/500-65
 - e. Exemptions
Ref: 5/500-15; 5/500-20
 - f. Reinstatement
Ref: 5/500-35
 - 2. Obtaining a license
 - a. Qualifications
Ref: 5/500-30; 5/500-70
 - b. License fees
Ref: 5/500-135
 - c. Bond requirements
Ref: 5/500-130
 - 3. Maintaining a license
 - a. Continuing education
Ref: 5/500-35
 - b. Controlled business
Ref: 5/500-125
 - c. Change of address
Ref: 5/500-35
 - d. Required fees
Ref: 5/500-135
 - 4. License suspension, revocation or denial
Ref: 5/500-70
 - a. Felony convictions
Ref: 5/500-95
- C. Fiduciary responsibilities(1-3)**
Ref: 5/500-115; Reg. 3113
- D. Commissions and compensation.....(0-1)**
Ref: 5/151; 5/500-80
- E. Disclosure(0-1)**
Ref: 5/500-155
- F. Marketing practices.....(2-6)**
 - 1. Rebating
Ref: 5/151; 5/152; 5/153
 - 2. Misrepresentation
Ref: 5/149; 5/154

- 3. Defamation
Ref: 5/149
- 4. Other unfair practices
Ref: 5/424
- 5. Unfair claims practices
Ref: 5/154.5; 5/154.6; Reg. 919
- G. Illinois Insurance Guaranty Fund(0-1)**
Ref: 5/532; 5/533; 5/537
- II. BASIC CONCEPTS OF AUTOMOBILE INSURANCE.....(12-14)**
Ref: Policy
- A. Coverages**
 - 1. Bodily injury and property damage
 - 2. Medical payments
 - 3. Physical damage
- B. Definitions**
 - 1. Insured/covered person
 - 2. Owned automobiles/covered automobiles
 - 3. Non-owned automobiles
 - 4. Temporary substitute automobiles
- III. ILLINOIS STATUTES AND REGULATIONS PERTINENT TO MOTOR VEHICLE INSURANCE.....(11-13)**
- A. Uninsured motorists coverage**
Ref: 5/143a
- B. Underinsured motorists coverage**
Ref: 5/143a-2
- C. Renewal, nonrenewal, cancellation, and Certificates of Insurance**
Ref: 5/141.01; 5/141.02; 5/143.10 thru 5/143.27; 5/155.45
- D. Defensive driving discount – age 55 and over**
Ref: 5/143.29
- E. Antitheft mechanism**
Ref: 5/143.28; Reg. 932
- F. Financial responsibility surcharge**
Ref: 625 ILCS 5/7-317(l)
- G. Equipment exclusion**
Ref: Reg. 924
- H. Illinois Automobile Insurance Plan (assigned risk)**
Ref: 625 ILCS 5/7-501; IAI Plan Manual
 - 1. Participation
 - a. Insurance companies
 - b. Insureds
- I. Unfair Practices**
Ref: 5/154.5, 5/154.6, 5/424; Reg 919
- J. Persons with physical disabilities**
Ref: 5/143.24a
- K. Disclosure of liability coverage**
Ref: 5/143.24b
- L. Surcharge of refusal to insure**
Ref: 5/155.27
- M. Oral estimates of premium charges**
Ref: 5/155.28
- N. Mandatory auto coverage**
Ref: 625 ILCS 5/7-601 thru 610
- O. Financial/Safety responsibility filing**
Ref: 625 ILCS 5/7-317
- P. Child restraint system**
Ref: 5/143.32
- Q. Fraudulent Address**

- Ref: 5/155.40
- R. Insurance Claims Fraud Prevention Act**
Ref: 5/155.23
- S. Hate crimes**
Ref: 143.24c
- T. Subrogation**
Ref: 5/143b
- IV. FINANCING INSURANCE PREMIUMS.....(1-2)**
Ref: 5/513a1 thru 5/513a3; 5/513a9 thru 5/513a11

**ILLINOIS PUBLIC ADJUSTER
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(100 scored questions)

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 - 1. Dwelling and Contents
 - 2. Homeowners and forms/coverages
 - a. Policy provisions
 - b. Replacement costs
 - c. Appraisal
 - d. Optional provisions
 - e. Special limits of liability
 - f. Proof of Loss
 - 3. General Property forms
 - 4. Mine subsidence
 - 5. Standard Fire Policy
Ref: New York Standard Fire Policy
 - a. Basic coverages, provisions, and clauses
 - b. Proof of Loss (Periods of Limitation Tolled)
 - c. Actual cash value
- B. Commercial Lines coverage**
Ref: ISO Business Policy and Standard Boiler and Machinery policies
 - 1. Commercial Property forms
 - a. Commercial property and buildings
 - b. Causes of Loss
 - 2. Commercial Package Policy (CPP)
 - 3. Businessowner policy
 - 4. Commercial and Special Multi-peril
 - 5. Builder's Risk
- C. Inland and Ocean Marine**
Ref: Marine Policies, Personal Article Floaters, Personal Property Floaters, Commercial Property Floaters
 - 1. Definitions
 - 2. Policies
 - a. Personal floaters
 - b. Commercial floaters
 - c. Commercial Inland Marine policy
- E. Additional Coverages and Exclusions**
 - 2. Business Interruption
 - 3. Time Element
 - 4. Law and Ordinance
 - 5. Earthquake
 - 6. Valuable Papers and Records

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- H. Deductible**
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- J. Replacement cost**
- K. Depreciation**
- L. Obsolescence**
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- N. Vacancy and unoccupancy**
- O. Salvage**
- P. Binders**
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- V. ILLINOIS LAWS AND REGULATIONS PERTINENT TO PUBLIC ADJUSTERS.....25**
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- B. Public Adjuster practices, responsibilities, and Duties**
Ref: 5/512.53, 5/512.58, 5/512.59, 5/512.60, 5/1515, 5/1575, 5/1590, 5/1585
- C. Unfair Claims Settlement and Trade Practices**
Ref: Standard Fire policy; 5/143.1, 5/143.15 and Part 919
- D. Regulation and licensing of Property and Casualty Insurance**
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