

**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
8. Reinstatement
9. Policy loans, withdrawals, partial surrenders
10. Non-forfeiture options
11. Dividends and dividend options (eg. participating, non-participating)
12. Incontestability
13. Assignments
14. Suicide
15. Misstatement of age and gender
16. Settlement options
17. Accelerated death benefits

C. Policy exclusions

1. War
2. Aviation
3. Dangerous Occupation

III. 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)

5. Defamation

Ref: 10-1-116; 10-3-1104(1)(c)

6. Rebates

Ref: 10-3-1104(1)(g)

7. Unfair claims practices

Ref: 10-3-1104(1)(h); Reg. 5-1-14 (P&C only)

8. Colorado Fraud Statute

Ref: 10-1-128; 10-1-129

II. COLORADO STATUTES, RULES, AND REGULATIONS PERTINENT TO LIFE INSURANCE ONLY 10

A. Policy replacement

- 1. Replacement forms

Ref: Reg. 4-1-4

- 2. Record keeping of replacements

Ref: Reg. 4-1-4

B. Group Life

Ref: 10-7-106; 10-7-201 through 207

C. Suicide

Ref: 10-7-109

D. Free Look period/Disclosure

Ref: 10-7-302; Reg. 4-1-4

E. Interest on Proceeds

Ref: 10-7-112

F. Sales and Marketing of Life and Annuities

Ref: 10-7-103 Reg. 1-2-18; 4-1-1; 4-1-2; 4-1-3; 4-1-8; 4-1-11; 4-1-12

- 1. Unfair trade practices
- 2. Suitability requirements
- 3. Disclosures
- 4. Advertising

G. Insurable Interest

Ref: 10-7-701 through 710

H. Lapse Notice Requirement

Ref: 10-7-105.5

**LIFE
COLORADO SPECIFIC
CONTENT OUTLINE**

State Statutes, Rules and Regulations

(30 scoreable questions plus 5 pretest questions)

I. COLORADO STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, SICKNESS AND ACCIDENT, PROPERTY (FIRE), AND CASUALTY INSURANCE 20

A. Insurance Commissioner

- 1. Power and duties
Ref: 10-1-104; 10-1-105; 10-1-108; 10-1-109; 10-1-201 through 204; 10-3-105; 10-3-208; 10-3-1106
- 2. Hearings and penalties
Ref: 10-2-801; 10-2-804; 10-3-1104; 10-3-1107 through 1109; 10-3-1111
- 3. License suspension and revocation
Ref: 10-2-401; 10-2-801 through 804; 10-3-904.6; 10-3-904.7; 10-3-1108
- 4. Records and requests for information
Ref: 1-1-7; 1-1-8

B. Licensing and producers' legal responsibility

- 1. Persons required to be licensed
Ref: 10-2-103(6); 10-2-105; 10-2-201; 10-2-401; 10-2-404; 10-2-407; 10-2-408; 10-2-412; 10-2-416; 10-2-701; 10-2-702; 10-2-801; Reg. 1-2-10
- 2. Payment and acceptance of commissions/fees
Ref: 10-2-401; 10-2-702; Reg. 1-2-9
- 3. Fiduciary/commingling
Ref: 10-2-704; Reg. 1-2-1
- 4. Prelicensing and continuing education
Ref: 10-2-301; Reg. 1-2-4; 1-2-5
- 5. Unauthorized entities
Ref: 10-3-903 through 10-3-904.5, 10-3-906, 10-3-908

C. Unfair competition and deceptive practices

- 1. Coercion
Ref: 10-3-1104(1)(d); 10-3-1105
- 2. Misrepresentation
Ref: 10-3-1104(1)(a); 10-1-128
- 3. Unfair discrimination
Ref: 10-3-1104(1)(f); 10-3-1104.5
- 4. Controlled business
Ref: 10-2-401(4)

**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 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	
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 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	

ACCIDENT & HEALTH COLORADO SPECIFIC CONTENT OUTLINE

State Statutes, Rules and Regulations

(30 scoreable questions plus 6 pretest questions)

I. COLORADO STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, SICKNESS AND ACCIDENT, PROPERTY (FIRE), AND CASUALTY INSURANCE ... 19	
A. Insurance Commissioner	
1. Power and duties	
<i>Ref: 10-1-104; 10-1-108; 10-1-109; 10-1-201 through 204; 10-3-105; 10-3-208; 10-3-1106</i>	
2. Hearings and penalties	
<i>Ref: 10-2-801; 10-2-804; 10-3-1104; 10-3-1107; 10-3-1111; 10-3-1108; 10-3-1109</i>	
3. License suspension and revocation	
<i>Ref: 10-2-801; 10-2-803; 10-3-1108</i>	
4. Records and requests for information	
<i>Ref: 1-1-7; 1-1-8</i>	
B. Licensing and producers' legal responsibility	
1. Persons required to be licensed	

Ref: 10-2-103(6); 10-2-105; 10-2-201; 10-2-401;
10-2-404; 10-2-407; 10-2-408; 10-2-412
10-2-416; 10-2-701; Reg. 1-2-10

2. Payment and acceptance of commissions/fees
Ref: 10-2-401; 10-2-702; Reg. 1-2-9
3. Fiduciary/commingling
Ref: 10-2-704; Reg. 1-2-1
4. Prelicensing and continuing education
Ref: 10-2-301; Reg. 1-2-4; 1-2-5
5. Unauthorized entities
Ref: 10-3-903 through 904.5; 10-3-906; 10-3-908

C. Unfair competition and deceptive practices

1. Coercion
Ref: 10-3-1104(1)(d); 10-3-1105
2. Misrepresentation
Ref: 10-3-1104(1)(a); 10-1-128
3. Unfair discrimination
Ref: 10-3-1104(1)(f); 10-3-1104.5
4. Controlled business
Ref: 10-2-401(4)
5. Defamation
Ref: 10-1-116; 10-3-1104(1)(c)
6. Rebates
Ref: 10-3-1104(1)(g)
7. Unfair claims practices
Ref: 10-3-1104(1)(h); 10-16-214
Reg. 5-1-14 (P&C only)
8. Colorado Fraud Statute
Ref: 10-1-128; 10-1-129; Reg. 6-5-1

II. COLORADO STATUTES, RULES, AND REGULATIONS PERTINENT TO SICKNESS AND ACCIDENT INSURANCE ONLY 11

A. Common requirements for Sickness and Accident

1. Maternity/newborn coverage
Ref: 10-16-104(1); 10-16-104(3)
2. Complications of pregnancy
Ref: 10-16-104(2)
3. Mammography/prostate screenings
Ref: 10-16-104(10); 10-16-104(18)
4. Diabetes
Ref: 10-16-104(13); 10-16-151
5. Hospice/home health care
Ref: 10-16-104(8); Reg. 4-2-8
6. Guaranteed renewability
Ref: 10-16-105.1
7. Prompt pay
Ref: 10-16-106.5; Reg. 4-2-24
8. Utilization review
Ref: 10-16-113, 10-16-113.5; Reg. 4-2-17; 4-2-21; 4-4-5
9. Mandated benefits
Ref: 10-16-104; 4-2-28; 4-2-30
11. Essential Health Benefits
Ref: 10-16-102(22); 10-16-103.4; Reg. 4-2-42

B. Individual coverage

1. Required provisions
Ref: 10-16-202
2. Replacement
Ref: 10-16-202; Reg. 4-2-1
3. Grace Period
Ref: 10-16-140; Reg. 4-2-48
4. Termination

Ref: 10-16-222, 10-16-325, 10-16-429

5. Enrollment periods
Ref: 10-16-105.7; Reg. 4-2-43

C. Group coverage

1. Continuation
Ref: 10-16-108(1)
2. Maternity
Ref: 10-16-104(3)
3. Mental health
Ref: 10-16-104 (5.5); Reg. 4-2-64
4. Leasing companies
Ref: 10-16-105.6; 10-16-214(5); Reg. 4-6-10

D. Small group coverage

1. Definitions
Ref: 10-16-102(18); 10-16-102(61-63); 10-16-105.2; Reg. 4-6-8
 - a. small employer
 - b. eligible employee
2. Guaranteed issue/open enrollment/ special enrollment
Ref: 10-16-105, 10-16-105.7; Reg. 4-2-43
3. Rating factors
Ref: 10-16-102(9); 10-16-105.6
4. Participation requirements
Ref: 10-16-102(61); 10-16-105(3); Reg. 4-6-8

E. Fair marketing standards

Ref: 10-16-108.5; Reg. 4-2-20

F. Specified products

1. Medicare Supplement
Ref: 10-18-101(4); 10-18-103; 10-18-106(1); 10-18-106(2); 10-18-107; 10-18-108; 10-18-109; Reg. 4-3-1; 4-3-2
2. Long Term Care
Ref: 10-19-101 through 115; Reg. 4-4-1; 4-4-4; 4-4-5
3. Benefit plan description
Ref: 10-16-108.5(11); Reg. 4-2-20

G. Commission Disclosure

Ref: 10-16-133; Reg. 1-2-17

H. Sales and Marketing of Health Insurance

Ref: 10-16-105.2; Reg. 4-2-1; 4-2-3; 4-3-1; 4-3-2; 4-4-1; 4-6-8

**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

**PROPERTY-COLORADO SPECIFIC
CONTENT OUTLINE**

State Statutes, Rules and Regulations

(25 scoreable questions plus 5 pretest questions)

**I. COLORADO STATUTES, RULES, AND REGULATIONS
COMMON TO LIFE, SICKNESS AND ACCIDENT,
PROPERTY (FIRE), AND CASUALTY INSURANCE ... 19**

A. Insurance Commissioner

- 1. Power and duties

Ref: 10-1-104; 10-1-108; 10-1-109; 10-1-201 through 204; 10-3-105; 10-3-208; 10-3-1106; 10-4-401

- 2. Hearings and penalties

Ref: 10-2-801; 10-2-804; 10-3-1104; 10-3-1107; 10-3-1108; 10-3-1109; 10-3-1111

- 3. License suspension and revocation

Ref: 10-2-108; 10-2-801; 10-2-803

- 4. Records and requests for information

Ref: 1-1-7; 1-1-8

B. Licensing and producers' legal responsibility

- 1. Persons required to be licensed

Ref: 10-2-103(6); 10-2-105; 10-2-201; 10-2-401; 10-2-404; 10-2-407; 10-2-408; 10-2-412 10-2-416; 10-2-502; 10-2-701; Reg. 1-2-10

- 2. Surplus Lines

Ref: 10-2-408; 10-5-103; 10-5-111; Reg. 2-4-1

- 3. Payment and acceptance of commissions/fees

Ref: 10-2-702; Reg. 1-2-9

- 4. Fiduciary/commingling

Ref: 10-2-704; Reg. 1-2-1

- 5. Prelicensing and continuing education

Ref: 10-2-301; Reg. 1-2-4; 1-2-5

- 6. Unauthorized entities

Ref: 10-3-903 through 10-3-904.5; 10-3-906; 10-3-908

C. Unfair competition and deceptive practices

- 1. Coercion

Ref: 10-3-1104(1)(d); 10-3-1105

- 2. Misrepresentation

Ref: 10-3-1104(1)(a); 10-1-128

- 3. Unfair discrimination

Ref: 10-3-1104(1)(f); 10-3-1104.5

- 4. Controlled business

Ref: 10-2-401(4)

- 5. Defamation
Ref: 10-1-116; 10-3-1104(1)(c)
- 6. Rebates
Ref: 10-3-1104(1)(g)
- 7. Unfair claims practices
Ref: 10-3-1104(1)(h); Reg. 5-1-14
- 8. Colorado Fraud Statute
Ref: 10-1-128; Reg. 6-5-1

II. COLORADO STATUTES, RULES, AND REGULATIONS COMMON TO PROPERTY AND CASUALTY INSURANCE ONLY 4

- A. Rate regulations**
Ref: 10-4-401; 10-4-403; 10-4-416
- 1. Prohibited changes in rates or coverages
- B. Summary disclosure form**
Ref: 10-4-111; 10-4-636; Reg. 5-2-16
- C. Commercial policy requirements**
Ref: 10-4-109.5; 10-4-109.7; 10-4-110; 10-4-110.5; 10-4-1401 through 10-4-1404; Reg. 5-1-13
- D. Use of Credit Information**
Ref: 10-4-116

III. COLORADO STATUTES, RULES, AND REGULATIONS PERTINENT TO PROPERTY INSURANCE ONLY 2

- A. Fraudulent Claims and Arson Information Reporting Act**
Ref: 10-4-1001 through 1008; 10-1-127; Reg. 6-5-1
- B. Insurance and loans secured by real property**
Ref: 10-4-114
- C. Homeowners Cancellation and Nonrenewal**
Ref: 10-4-110.7
- D. Availability of Fire Insurance**
Ref: 10-4-110.9; Reg. 5-1-17

**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. Businessowners 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)

**CASUALTY
COLORADO SPECIFIC
CONTENT OUTLINE**

State Statutes, Rules and Regulations

(31 scoreable questions plus 5 pretest questions)

I. COLORADO STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, SICKNESS AND ACCIDENT, PROPERTY (FIRE), AND CASUALTY INSURANCE.... 19

A. Insurance Commissioner

- 1. Power and duties
Ref: 10-1-104; 10-1-108; 10-1-109; 10-1-201 through 204; 10-3-105; 10-3- 208; 10-3-1106
- 2. Hearings and penalties
Ref: 10-2-801; 10-2-804; 10-3-1104; 10-3-1107; 10-3-1108; 10-3-1109; 10-3-1111
- 3. License suspension and revocation
Ref: 10-2-801; 10-2-803
- 4. Records and requests for information
Ref: 1-1-7; 1-1-8

B. Licensing and producers' legal responsibility

- 1. Persons required to be licensed

Ref: 10-2-103(6); 10-2-105; 10-2-201; 10-2-401; 10-2-404; 10-2-407; 10-2-408; 10-2-412; 10-2-416; 10-2-701; Reg. 1-2-10

2. Surplus Lines

Ref: 10-2-408; 10-5-103; 10-5-111; Reg. 2-4-1

3. Payment and acceptance of commissions/fees

Ref: 10-2-702; Reg. 1-2-9

4. Fiduciary/commingling

Ref: 10-2-704; Reg. 1-2-1

5. Prelicensing and continuing education

Ref: 10-2-301; Reg. 1-2-4; 1-2-5

6. Unauthorized entities

Ref: 10-3-903 through 10-3-904.5; 10-3-906; 10-3-908

C. Unfair competition and deceptive practices

1. Coercion

Ref: 10-3-1104(1)(d); 10-3-1105

2. Misrepresentation

Ref: 10-3-1104(1)(a); 10-1-128

3. Unfair discrimination

Ref: 10-3-1104(1)(f); 10-3-1104.5

4. Controlled business

Ref: 10-2-401(4)

5. Defamation

Ref: 10-1-116; 10-3-1104(1)(c)

6. Rebates

Ref: 10-3-1104(1)(g)

7. Unfair claims practices

Ref: 10-3-1104(1)(h); Reg. 5-1-14

8. Colorado Fraud Statute

Ref: 10-1-128; Reg. 6-5-1

II. COLORADO STATUTES, RULES, AND REGULATIONS COMMON TO PROPERTY AND CASUALTY INSURANCE ONLY 4

A. Rate regulations

Ref: 10-4-401; 10-4-403; 10-4-416

1. Prohibited changes in rates or coverages

B. Summary disclosure form

Ref: 10-4-111; 10-4-636; Reg. 5-2-16

C. Commercial policy requirements

Ref: 10-4-109.7; 10-4-110; 10-4-110.4; 10-4-110.5; 10-4-1401 through 10-4-1404; 13-20-808; Reg. 5-1-13

D. Use of Credit Information

Ref: 10-4-116

III. COLORADO STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY 8

A. Workers compensation

- 1. Who must be covered
Ref: 8-40-302; 8-40-102, 8-40-202, 8-40-203; 8-41-202
- 2. Sources of coverages
Ref: 8-44-101, 8-44-204, 8-44-205
- 3. Benefits
Ref: 8-42-102; 8-42-103; 8-42-106; 8-42-111; 8-42-114, 8-42-115; 8-42-123
- 4. Claims procedures
Ref: 8-43-103

B. Automobile insurance

- 1. Cancellation/nonrenewal
Ref: 10-4-602, 10-4-603, 10-4-604; 10-4-626 through 629; Reg. 5-2-12
- 2. Excluded drivers
Ref: 10-4-629; 10-4-630; Reg. 5-2-2

- 3. Uninsured motorist/Underinsured motorist
Ref: 10-4-609; 10-4-620; 42-7-103(2), (7); 10-4-610
- 4. Financial responsibility
Ref: 10-4-619; 10-4-620; 42-7-103(2); 42-7-301
- 5. Required Coverages
Ref: 10-4-619 through 622
- 6. Medical Payment Coverage
Ref: 10-4-635, 10-4-636, 10-4-641; Reg. 5-2-16
- 7. Transportation Network Company
Ref: Industry practice; 40-10.1-604
- 8. Claims
Ref: 10-3-1117
- C. Colorado Auto Insurance Plan**
Ref: 10-4-412
- D. Bail Bonds**
Ref: 10-2-705, 10-2-707, 10-3-1104

**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
- 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 CONCEPTS..... 28

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

- 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

**PERSONAL LINES-COLORADO SPECIFIC
CONTENT OUTLINE**

State Laws, Rules and Regulations

(29 questions plus 4 pretest questions)

- I. **COLORADO STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, SICKNESS AND ACCIDENT, PROPERTY (FIRE), CASUALTY, AND PERSONAL LINES INSURANCE 19**
 - A. **Insurance Commissioner**
 - 1. Power and duties
Ref: 10-1-104; 10-1-108; 10-1-109; 10-1-201 through 204; 10-3-105; 10-3-202 through 208; 10-3-1106
 - 2. Hearings and penalties
Ref: 10-2-801, 10-2-804; 10-3-1104; 10-3-1107; 10-3-1111; 10-3-1108; 10-3-1109
 - 3. License suspension and revocation
Ref: 10-2-801; 10-2-803
 - 4. Records and requests for information
Ref: 1-1-7; 1-1-8
 - B. **Licensing and producers' legal responsibility**
 - 1. Persons required to be licensed
Ref: 10-2-103(6); 10-2-105; 10-2-201; 10-2-401; 10-2-404; 10-2-407; 10-2-408; 10-2-412; 10-2-416; 10-2-701; Reg. 1-2-10
 - 2. Surplus Lines
Ref: 10-2-408; 10-5-103; 10-5-111; Reg. 2-4-1
 - 3. Payment and acceptance of commissions/fees
Ref: 10-2-702; Reg. 1-2-9
 - 4. Fiduciary/commingling
Ref: 10-2-704; Reg. 1-2-1
 - 5. Prelicensing and continuing education
Ref: 10-2-301; Reg. 1-2-4; 1-2-5
 - 6. Unauthorized entities
Ref: 10-3-903 through 10-3-904.5; 10-3-906; 10-3-908
 - C. **Unfair competition and deceptive practices**
 - 1. Coercion
Ref: 10-3-1104(1)(d); 10-3-1105
 - 2. Misrepresentation
Ref: 10-3-1104(1)(a); 10-1-128

- 3. Unfair discrimination
Ref: 10-3-1104(1)(f); 10-3-1104.5
 - 4. Controlled business
Ref: 10-2-401(4)
 - 5. Defamation
Ref: 10-1-116; 10-3-1104(1)(c)
 - 6. Rebates
Ref: 10-3-1104(1)(g)
 - 7. Unfair claims practices
Ref: 10-3-1104(1)(h); 10-16-214; Reg. 5-1-14
 - 8. Colorado Fraud Statute
Ref: 10-1-128; Reg. 6-5-1
- II. **COLORADO STATUTES, RULES, AND REGULATIONS, COMMON TO PROPERTY, CASUALTY, AND PERSONAL LINES INSURANCE ONLY 3**
 - A. **Rate regulations**
Ref: 10-4-401; 10-4-403; 10-4-416
 - 1. Prohibited changes in rates or coverages
 - B. **Summary disclosure form**
Ref: 10-4-111; 10-4-636; Reg. 5-2-16
 - C. **Use of Credit Information**
Ref: 10-4-116
 - III. **COLORADO STATUTES, RULES, AND REGULATIONS PERTINENT TO PROPERTY INSURANCE ONLY 2**
 - A. **Fraudulent Claims and Arson Information Reporting Act**
Ref: 10-4-1001 through 1008; 10-1-128; Reg. 6-5-1
 - B. **Insurance and loans secured by real property**
Ref: 10-4-114
 - C. **Homeowners Cancellation and Nonrenewal**
Ref: 10-4-111
 - 1. Cancellation/nonrenewal
Ref: 10-4-110.7
 - 2. Required coverages
Ref: 10-4-110.8
 - D. **Availability of Fire Insurance**
Ref: 10-4-110.7; 10-4-110.9; Reg. 5-1-17
 - IV. **COLORADO STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY 5**
 - A. **Automobile insurance.....**
 - 1. Cancellation/nonrenewal
Ref: 10-4-602; 10-4-603; 10-4-604; 10-4-626 through 630; Reg. 5-2-12
 - 2. Excluded drivers
Ref: 10-4-628; 10-4-629; 10-4-630; Reg. 5-2-2
 - 3. Uninsured motorist/Underinsured motorist
Ref: 10-4-609; 10-4-610; 10-4-620; 42-7-103(2); 42-7-103(7)
 - 4. Financial responsibility
Ref: 10-4-619; 10-4-620; 42-7-103(2); 42-7-301
 - 5. Required coverages
Ref: 10-4-619 through 621
 - 6. Medical Payment Coverage
Ref: 10-4-635; 10-4-636, 10-4-641; Reg. 5-2-16
 - 7. Transportation Network Company
Ref: Industry practice; 40-10.1-604
 - 8. Claims
Ref: 10-3-1117
 - B. **Colorado Auto Insurance Plan**
Ref: 10-4-412

COLORADO CREDIT EXAMINATION

CONTENT OUTLINE

(30 scoreable questions)

I. COLORADO STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, SICKNESS AND ACCIDENT, PROPERTY (FIRE), AND CASUALTY INSURANCE.... 5

A. Insurance Commissioner

1. Power and duties
Ref: 10-1-104; 10-1-108; 10-1-109; 10-1-201 through 204; 10-3-105; 10-3-202 through 208; 10-3-1106
2. Hearings and penalties
Ref: 10-2-804; 10-3-1104; 10-3-1107; 10-3-1111; 10-3-1108; 10-3-1109
3. License suspension and revocation
Ref: 10-2-801; 10-2-803
4. Records and requests for information
Ref: 1-1-7; 1-1-8

B. Licensing and producers' legal responsibility

1. Persons required to be licensed
Ref: 10-2-103(6); 10-2-106; 10-2-201; 10-2-401; 10-2-404; 10-2-407; 10-2-408; 10-2-412; 10-2-416; Reg. 1-2-10
2. Surplus Lines
Ref: 10-2-408; 10-5-103; 10-5-111; Reg. 2-4-1
3. Payment and acceptance of commissions/fees
Ref: 10-2-702; Reg. 1-2-9
4. Fiduciary/commingling
Ref: 10-2-704; Reg. 1-2-1
5. Prelicensing and continuing education
Ref: 10-2-301; Reg. 1-2-4; 1-2-5
6. Unauthorized entities
Ref: 10-3-904.5; 10-3-906; 10-3-908; 10-3-104

C. Unfair competition and deceptive practices

1. Coercion
Ref: 10-3-1104(1)(d); 10-3-1105
2. Misrepresentation
Ref: 10-3-1104(1)(a)
3. Unfair discrimination
Ref: 10-3-1104(1)(f); 10-3-1104.5
4. Controlled business
Ref: 10-2-401(4)
5. Defamation
Ref: 10-1-120; 10-3-1104(1)(c)
6. Rebates
Ref: 10-3-1104(1)(g)
7. Unfair claims practices
Ref: 10-3-1104(1)(h); Reg. 5-1-14
8. Colorado Fraud Statute
Ref: 10-1-128; Reg. 6-5-1

II. COLORADO STATUTES, RULES, AND TITLE 10, ARTICLE 10, REGULATIONS PERTINENT TO CREDIT INSURANCE 25

Ref: Reg. 4-9-2 all sections

A. Definitions and general concepts

Ref: 10-10-103, 10-10-107

B. Policy Provisions

Ref: 10-10-108

C. Benefits and Rates

Ref: 10-10-108, 10-10-109

D. Claims procedures

Ref: 10-10-112

E. Delivery of policy/certificate

Ref: 10-10-108

COLORADO PUBLIC ADJUSTER EXAMINATION CONTENT OUTLINE

(60 scoreable questions)

I. 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 and restrictions
3. Proof of Loss
4. Loss requirements and inventories
5. Appraisal
6. Company options
7. Cancellation
8. Additional coverages

B. Personal Lines coverage

Ref: ISO Homeowners policies

1. Dwelling and Contents
2. Homeowners and forms/coverages
 - a. Policy provisions
 - i. Duties after loss
 - ii. Loss settlement provisions
 - b. Replacement costs
 - c. Extended replacement costs
 - d. Appraisal
 - e. Optional provisions
 - f. Special limits of liability
 - g. Proof of Loss
 - h. Additional Living Expense
3. General Property forms

C. Commercial Lines coverage

Ref: ISO Business Policies, Standard Boiler and Machinery policies

1. Commercial Property forms
 - a. Commercial property and buildings
 - b. Causes of Loss
 - c. Coinsurance
2. Commercial Package Policy (CPP)
3. Boiler and Machinery
4. Business owner policy
5. Commercial and Special Multi-peril
6. Business Interruption

D. Inland Marine

Ref: Personal Article Floaters, Personal Property Floaters, Commercial Property Floaters

1. Definitions
2. Policies
 - a. Personal floaters
 - b. Commercial floaters
 - c. Commercial Inland Marine policy
3. Free On Board (F.O.B.)

E. 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. Debris removal

F. Bonds

II. INSURANCE TERMS AND CONCEPTS

A. Peril

- 1. Open peril
- 2. Named peril

B. Waiver/non-waiver agreement

C. Estoppel

D. Insurance contract and clauses

E. Proof of Loss

F. Depreciation/Betterment

G. Deductible

H. Liability

I. Valued policy

J. Appraisal clause

K. Actual Cash Value as opposed to Fair Market Value

L. Robbery

M. Burglary

N. Agreed Value

O. Replacement Cost

P. National Flood Insurance

Q. Indemnity

R. Apportionment clause

S. Coinsurance

T. Insurable Interest

U. Blanket coverage

V. Subrogation

W. Misrepresentation/Fraud

X. Release

Y. Insured

III. General Public Adjuster practices, responsibilities, and duties

IV. COLORADO LAWS AND REGULATIONS PERTINENT TO PUBLIC ADJUSTERS

A. Regulation and licensing of Public Adjusters

Ref: 10-2-103(1); 10-2-103(8.5); 10-2-417; 10-2-801; Reg. 1-2-4; 1-2-10; 1-2-19

B. Public Adjuster practices, responsibilities, and duties

Ref: Reg. 1-2-4; 1-2-10; 1-2-19

C. Unfair Claims Settlement and Trade Practices

Ref: 10-3-1104; 10-3-1107

D. Claims Handling

1. Fraudulent & Arson Reporting

Ref: 10-4-1001 to 10-4-1008

2. Property damage – time of payment

Ref: 10-4-112

3. Requirement on hazard insurance loans secured by real property

Ref: 10-4-114

COLORADO SURPLUS LINES BROKER CONTENT OUTLINE

(35 scoreable questions)

I. COLORADO SURPLUS LINES STATUTES AND REGULATIONS

A. Purpose of Surplus Lines Regulation

Ref: 10-5-101.1; 10-5-112; 10-7-102; Reg. 2-4-1(7)

B. Definitions

Ref: 10-1-102; 10-5-101.2; 10-5-103; 10-5-104; 10-5-106; 10-5-107; Reg. 2-4-1(6)

C. Qualifications for Surplus Lines Insurers

Ref: 10-5-101; 10-5-108; 10-5-114; Reg. 2-4-1(8); 2-4-1(9); 2-4-1(10)

1. Syndicates

2. Alien

3. Foreign

4. Lloyd's

5. Non-admitted Surplus Lines Insurers

a. Approved List

D. Courtesy Filings

Ref: Reg. 2-4-1(11)

E. Exemptions

Ref: 10-5-101.5

F. Conditions/Procurement

Ref: 10-5-101; 10-5-103; Reg. 2-4-1

G. Disclosures

Ref: 10-5-104; 10-5-119; Reg. 2-4-1(4)

H. Affidavit

Ref: 10-5-103; Reg. 2-4-1(7)(B); 2-4-1(11)

I. Endorsement

Ref: 10-5-104; Reg. 2-4-1

J. Premium Rates

Ref: 10-4-401; 10-5-103; Reg. 2-4-1(5)

K. Premium Tax

Ref: 10-5-111; Reg. 2-4-1 (7)(A) (B)

- 1. Acceptable premium tax reporting forms and procedures

Ref: Bulletin-2.7(III)

L. Annual Statement

Ref: 10-5-110

M. Records

Ref: 10-5-109; 10-5-116; Reg. 2-4-1(6); 2-4-1(7)

N. Penalties

Ref: 10-5-108, 10-5-112, 10-5-113, 10-5-114, 10-5-116

TITLE-GENERAL KNOWLEDGE CONTENT OUTLINE

Product Knowledge, Terms, and Concepts

(35 scoreable questions)

I. TITLE INSURANCE TERMS AND CONCEPTS..... 8

A. Commitment

B. Policy

C. Exception

D. Requirement

E. Endorsement

F. Insurer/Underwriter

G. Chain of Title

H. Closing and Settlement

I. Title Agent

J. Fiduciary Responsibilities

K. Search and Examination

II. TITLE INSURANCE POLICIES..... 7

A. Types of Policies

1. Owners

a. ALTA Forms

2. Loan

3. Construction Loan

B. Policy Provisions

- 1. Insuring Clause
- 2. Terms, Conditions, and Stipulations
- 3. Exclusions

III. REAL ESTATE OWNERSHIP 5

- A. Joint Tenancy**
- B. Tenants In Common**
- C. Fee Simple**
- D. Life Estate**
- E. Leasehold**

IV. RIGHTS AND INTERESTS 5

- A. Easement and Right of Way**
- B. Liens**
 - 1. Voluntary
 - 2. Involuntary
- C. Covenants, Conditions, and Restrictions**

V. LEGAL DESCRIPTIONS 5

- A. Platted and Unplatted**
- B. Section, Township, and Range**
- C. Metes and Bounds**
- D. Lot and Block**

VI. METHODS OF TRANSFER/CONVEYANCES 5

- A. Warranty Deeds**
- B. Quitclaim Deeds**
- C. Deed of Trust**
- D. Foreclosure**
- E. Probate**

Ref: 10-11-106

7. Privacy notices
Ref: Reg. 6-4-1; 6-4-2

E. Standards of Conduct/Licensing

- 1. Insurance Commissioner
 - a. Power and duties
Ref: 10-1-104; 10-1-108; 10-1-109; 10-1-201 through 204; 10-3-105; 10-3-202 through 208; 10-3-1106
 - b. Hearings and penalties
Ref: 10-2-801; 10-2-804; 10-3-104; 10-3-1107; 10-3-1108; 10-3-1109; 10-3-1111; Reg. 8-1-5
 - c. License suspension and revocation
Ref: 10-2-801; 10-2-802; 10-2-803; 10-2-804
 - d. Records and requests for information
Ref: 1-1-7; 1-1-8
- 2. Licensing and producers' legal responsibility
 - a. Persons required to be licensed
Ref: 10-2-103(6); 10-2-105; 10-2-201; 10-2-401; 10-2-404; 10-2-407; 10-2-408; 10-2-412; 10-2-416; 10-11-116; Reg. 1-2-10
 - b. Payment and acceptance of commissions/fees
Ref: 10-2-702; Reg. 1-2-9; Reg. 8-1-3
 - c. Fiduciary/commingling
Ref: 10-2-704; Reg. 1-2-1; Reg. 8-1-4
 - d. Unauthorized entities
Ref: 10-2-401; 10-3-903 through 10-3-904.5; 10-3-906; 10-3-908
 - e. Change of address
Ref: 10-2-406; 10-2-412
 - f. Assumed names
Ref: 10-2-409; 10-2-701; 10-11-117; Reg. 1-2-10
 - g. Responsible Producer
Ref: 10-2-406; Reg. 1-2-10
 - h. Agency Licensing
Ref: 10-2-406; 10-11-116
- 3. Unfair competition and deceptive practices
 - a. Coercion
Ref: 10-3-1104(1)(d); 10-3-1105
 - b. Misrepresentation
Ref: 10-3-1104(1)(a)
 - c. Unfair discrimination
Ref: 10-3-1104(1)(f)
 - d. Controlled business
Ref: 10-2-401(4); Reg. 8-1-3
 - e. Defamation
Ref: 10-3-1104(1)(c)
 - f. Rebates/Remuneration
Ref: 10-3-1104(1)(g); 10-11-108; Reg. 8-1-3
 - g. Unfair claims practices
Ref: 10-3-1104(1)(h)

**TITLE-COLORADO SPECIFIC
CONTENT OUTLINE
State Laws, Rules and Regulations
(40 scoreable questions)**

I. COLORADO INSURANCE LAWS AND REGULATIONS

- A. Definitions**
Ref: 10-1-102; 10-2-103; 10-11-102; Reg. 8-1-1; 8-1-2; 8-1-3; 8-1-4; 8-1-5
- B. Rates**
 - 1. Filing Requirements
 - a. Closing/Settlement Fees
Ref: 10-11-118; Reg. 8-1-1
 - b. Title Insurance Premiums
Ref: 10-4-401; 10-4-403; 10-11-118; Reg. 8-1-1
 - 2. Volume Discounts
Ref: 10-3-1104; 10-4-415; Reg. 8-1-1
- C. Prohibited Practices**
Ref: 10-3-1104; 10-11-108; Reg. 8-1-1; 8-1-2; 8-1-3; 8-1-4; 8-1-5
- D. Consumer Protections**
 - 1. Title Commitments
Ref: 10-11-106; 10-11-122; Reg. 8-1-2
 - 2. Mineral Estates
Ref: 10-11-123
 - 3. Complaints to the Division
Ref: 10-1-108
 - 4. Retention of Records/Response to Division Inquiries
Ref: 10-11-106; 10-11-116; Reg. 1-1-7; 1-1-8
 - 5. Closing Instructions
Ref: Reg. 8-1-2
 - 6. Search and examination

**COLORADO CROP HAIL
CONTENT OUTLINE
State Laws, Rules and Regulations
(35 scoreable questions)**

I. GENERAL INSURANCE TERMS AND CONCEPTS 11

- A. Actual cash value**
- B. Assignment**
- C. Binder**
- D. Coinsurance**

E. Hazard		7. Livestock Risk Protection (LRP)	
F. Indemnity		8. Livestock Gross Margin (LGM)	
G. Insurable interest		C. Policy Provisions	
H. Insuring Agreement		1. Common/Basic Provisions	
I. Limits of Liability		2. Coarse Grains Provisions	
J. Loss		a. Replant	
1. Direct		b. Prevented Planting	
2. Indirect		c. Late Planting	
K. Negligence		3. Catastrophic Risk Protection Coverage (CAT)	
L. Occurrence		Endorsement	
M. Peril		D. Claims	
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