LIFE PRODUCER
CONTENT OUTLINE

(60 scored questions plus 15 pretest questions)

I. TYPES OF POLICIES ........................................................ 12
   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
   E. Combination plans and variations
      1. Joint life
      2. Survivorship life (second to die)

II. POLICY RIDERS, PROVISIONS, OPTIONS, AND EXCLUSIONS ............................................... 18
   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
   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
      7. Premium Payment
   
   III. COMPLETING THE APPLICATION, UNDERWRITING, AND DELIVERING THE POLICIES................................. 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
   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
      2. Unique aspects of the insurance contract
         a. Conditional
         b. Unilateral
         c. Adhesion
         d. Aleatory

IV. TAXES, RETIREMENT, AND OTHER INSURANCE CONCEPTS ......................................................... 8
   A. Third-party ownership
   B. Viatical Settlements
   C. Life Settlements
   D. Group life insurance
      1. Conversion privilege
      2. Contributory vs. noncontributory
   E. Retirement plans
      1. Qualified plans
      2. Nonqualified plans
   F. Life insurance needs analysis/suitability
1. Personal insurance needs
2. Business insurance needs
   a. Key person
   b. Buy sell

G. Social Security benefits
H. Tax treatment of insurance premiums, proceeds, and dividends
1. Individual life
2. Group life
3. Modified Endowment Contracts (MECs)

V. Mississippi Life Insurance Laws

(All references are to sections of Title 83, MS Regulation and MS Administrative Code (MAC))

A. Commissioner
1. Broad Powers
   Ref. 83-1-47, 49, 51
2. Examination of Records
   Ref. 83-5-37, 65
3. Notice of hearing
   Ref. 83-5-39
4. Penalties
   Ref. 83-5-49, 67, 83, 85
5. Unlicensed activities
   Ref. 83-1-49, 83-17-41, 45

B. Terms and concepts
1. Insurance
   Ref. 83-17-53, 83-19-1
2. Insurer
   Ref. 83-1-151, 83-24-7, 83-6-1
3. Insurance transaction
   Ref. 83-17-1; 83-17-53, 57; 83-59-3
4. Authorized/unauthorized; Certificate of Authority
   Ref. 83-21-3, 83-1-23
5. Domestic, foreign and alien
   Ref. 83-5-5
6. Mississippi Life and Health Insurance Guaranty Association
   Ref. 83-23-201 through 223
7. Fraternals
   Ref. 83-29-1

C. Licensing
1. Persons required to be licensed
   a. Insurance Producer
      Ref. 83-17-53
   b. Insurance Adjuster
      Ref. 83-17-401
   c. Resident/non-resident
      Ref. 83-17-65, 67
   d. Exemptions
      Ref. 83-17-67
2. Appointments/Termination of Appointments
   Ref. 83-17-75, 77
3. Penalties for noncompliance
   a. Refusal/nonrenewal
      Ref. 83-17-71
   b. Suspension/revocation
      Ref. 83-5-67
   c. Fines
      Ref. 83-17-71
4. Maintenance and duration of license
   a. Renewal
   Ref. 83-17-37, 63
   b. Continuing Education
      Ref. 83-17-251
   c. Notify Commissioner of Change in Address
      Ref. 83-17-63
   d. Report Administrative or Criminal Action
      Ref. 83-17-81

D. Marketing Practices
1. Protection of public interest
   Ref. 83-6-39; 83-17-69; 83-24-31; MAC 19-1:20.02, 19-1-3-8:01
2. Unfair Practices
   a. Unfair claims methods and trade practices
      Ref. 83-5-19, 33, 35, 45
   b. Producer's Compensation Disclosure
      Ref. 83-17-73, 83-59-3
   c. Rebating/illegal dealing in premiums
      Ref. 83-3-121
   d. Illegal inducements
      Ref. 83-3-121
   e. Twisting
      Ref. Reg. F&C 37-1; MAC 19-1:1.01
   f. Misrepresentation
      Ref. 83-5-35
   g. Defamation of Insurer
      Ref. 83-5-35
   h. Discrimination
      Ref. 83-30-67; 83-17-7, 57
   i. Cease and desist
      Ref. 83-1-51; 83-5-41
   j. Advertising
      Ref. 83-5-35; Reg. L&H 53-1; MAC 19-1:3.01
   k. Fraud
      Ref. 83-17-71
3. Producer responsibilities
   a. Policy delivery
      Ref. 83-7-9, 13, 51; 83-23-235; 83-9-5, 25
   b. Premium accountability (e.g. fiduciary responsibility, comingling)
      Ref. 83-7-27
   c. Reply to Commissioner
      Ref. 83-24-13
4. Compensation
   a. Receiving compensation
      Ref. 83-17-73
   b. Referral Fee
      Ref. 83-17-7
   c. Controlled Business
      Ref. 83-17-1
5. Life Policy Replacements and Disclosures
   a. Purpose
      Ref. Reg. 99-2; MAC 19-2-14.01
   b. Definition
      Ref. Reg. 99-2; MAC 19-2-14.02
   c. Duty of Producer
      Ref. Reg. 99-2; MAC 19-2-14.03 through .07
# ACCIDENT & HEALTH OR SICKNESS
## PRODUCER
### CONTENT OUTLINE
(60 scored questions plus 15 pretest questions)

## I. TYPES OF POLICIES ............................................................... 14
### 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)
### 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)
### 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 ...................... 20
### 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 sex
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
### D. Rights of renewability
1. Noncancelable
2. Cancelable
3. Guaranteed renewable

## III. SOCIAL INSURANCE ............................................................. 3
### A. Medicare (Parts A, B, C, D)
### B. Medicaid
### C. Social Security benefits

## IV. OTHER INSURANCE CONCEPTS ........................................... 4
### 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
### K. Subrogation

## V. FIELD UNDERWRITING PROCEDURES ................................. 9
### 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
### VI. Mississippi Accident and Health insurance laws … 10
A. Commissioner
(All references are to sections of Title 83, MS Regulation and MS Administrative Code (MAC))
1. Broad Powers
   Ref. 83-1-47, 49, 51
2. Examination of Records
   Ref. 83-5-37, 65
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   Ref. 83-5-39
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   Ref. 83-5-49, 67, 83, 85
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   Ref. 83-1-49, 83-17-41, 45

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1. Insurance
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6. Mississippi Life and Health Insurance Guaranty Association
   Ref. 83-23-201 through 223
7. Fraternals
   Ref. 83-29-1
8. Essential Health Benefits
   Ref. 83-9-5, ACA Sec. 1302 42 U.S.C. 18022

C. Licensing
1. Persons required to be licensed
   a. Insurance Producer
      Ref. 83-17-53
   b. Insurance Adjuster
      Ref. 83-17-401
   c. Resident/non-resident
      Ref. 83-17-65, 67
   d. Exemptions
      Ref. 83-17-67
2. Appointments/Termination of Appointments
   Ref. 83-17-75, 77
3. Penalties for noncompliance
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      Ref. 83-17-71
   b. Suspension/revocation
      Ref. 83-5-67
   c. Fines
      Ref. 83-17-71
4. Maintenance and duration of license
   a. Renewal
      Ref. 83-17-37, 63
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   c. Notify Commissioner of Change in Address
      Ref. 83-17-63
   d. Report Administrative or Criminal Action
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   a. Unfair claims methods and trade practices
      Ref. 83-5-19, 29, 31, 33, 35, 45
   b. Producer’s Compensation Disclosure
      Ref. 83-17-73, 83-59-3
   c. Rebating/illegal dealing in premiums
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   d. Illegal inducements
      Ref. 83-3-121
e. Twisting
      Ref. Reg. 19-1:1.01
f. Misrepresentation
   Ref. 83-5-35
   Ref. 83-5-35
   h. Discrimination
      Ref. 83-8-221, 83-30-67, 38-71-1, 83-71-57
   i. Cease and desist
      Ref. 83-1-51; 83-5-41
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      Ref. 83-17-7
c. Controlled Business
   Ref. 83-17-1
5. Accident and Health Replacement and Disclosures
   a. Purpose
      Ref. 83-9-35
   b. Definition
      Ref. 83-9-35
   c. Duty of Producer
      Ref. Reg. 99-2
6. Long-Term Care Insurance
   a. Policy standards
      Ref. Reg. 90-102; MAC 19-3:8.01 through .05
   b. Required Provisions
      Ref. Reg. 90-102; MAC 19-3:8.06 through .08
   c. Outline of Coverage
      Ref. Reg. 90-102; MAC 19-3:8.17 through .18
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   E. Combination plans and variations
      1. Joint life
      2. Survivorship life (second to die)

II. LIFE POLICY RIDERS, PROVISIONS, OPTIONS, AND
    EXCLUSIONS ................................................................ 18
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      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
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      5. Owner’s rights
      6. Beneficiary designations
         a. Primary and contingent
         b. Revocable and irrevocable
         c. Common disaster
         d. Minor beneficiaries
      7. Premium Payment
         a. Modes
         b. Grace period
         c. Automatic premium loan

   C. Policy exclusions

III. COMPLETING THE APPLICATION, UNDERWRITING, AND
     DELIVERING LIFE POLICIES........................................... 12
   A. Completing the application
      1. Required signatures
      2. Changes in the application
      3. Consequences of incomplete applications
      4. Warranties and representations
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VI. HEALTH POLICY PROVISIONS, CLAUSES & RIDERS 20
   A. Mandatory and optional provisions
      1. Entire contract
      2. Time limit on certain defenses (incontestable)
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      6. Waiver of premium
      7. Exclusions and limitations
      8. Preexisting conditions

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VIII. OTHER ACCIDENT AND HEALTH INSURANCE
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      primary vs. excess)
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      Ref. 83-17-73, 83-59-3
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      Ref. 83-3-121
   d. Illegal inducements  
      Ref. 83-3-121
   e. Twisting  
      Ref. Reg. F&C 37-1; MAC 19-1:1.01
   f. Misrepresentation  
      Ref. 83-5-35
   g. Defamation of Insurer  
      Ref. 83-5-35
   h. Discrimination  
      Ref. 83-8-221, 83-30-67, 38-71-1, 83-71-57
   i. Cease and desist  
      Ref. 83-1-51; 83-5-41
   j. Advertising  
      Ref. 83-5-35; Reg. F&C 53-1; MAC 19-1:3.01
   k. Fraud  
      Ref. 83-17-71
5. Producer responsibilities  
   a. Policy delivery  
      Ref. 83-7-9, 13, 51; 83-23-235; 83-9-5, 25
   b. Premium accountability (e.g. fiduciary responsibility, comingling)  
      Ref. 83-7-27
   c. Reply to Commissioner  
      Ref. 83-24-13
6. Compensation  
   a. Receiving compensation  
      Ref. 83-17-73
   b. Referral Fee  
      Ref. 83-17-7
   c. Controlled Business  
      Ref. 83-17-1
7. Life, Accident and Health or Sickness Policy  
   Replacement and Disclosures  
   a. Purpose  
      Ref. 83-9-35; MAC 19-2:14.01
   b. Definition  
      Ref. 83-9-35; MAC 19-2:14.02
   c. Duty of Producer  
      Ref. 83-9-35; MAC 19-2:14.03 through .07
8. Long-Term Care Insurance  
   a. Policy standards  
      Ref. Reg. 90-102; MAC 19-3:8.01 through .05
   b. Required Provisions  
      Ref. Reg. 90-102; MAC 19-3:8.06 through .08
   c. Outline of Coverage  
      Ref. Reg. 90-102; MAC 19-3:8.17 through .18
PROPERTY PRODUCER CONTENT OUTLINE

(60 scored questions plus 15 pretest questions)

I. TYPES OF POLICIES ........................................................ 25
   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
   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 ........ 14
   A. Insurance
      1. Law of Large Numbers
   B. Insurable interest
   C. Risk
      1. Pure vs. Speculative Risk
   D. Hazard
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      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
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   H. Proximate cause
   I. Deductible
   J. Indemnity
   K. Limits of liability
   L. Coinsurance/Insurance to value
   M. Occurrence
   N. Cancellation
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   P. Vacancy and unoccupancy
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III. POLICY PROVISIONS AND CONTRACT LAW ............ 11
   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)

IV. Mississippi Property Insurance Laws.................... 10
   (All references are to sections of Title 83, MS Regulation and MS Administrative Code (MAC))
   A. Commissioner
      1. Broad Powers
         Ref. 83-1-47, 49, 51
      2. Examination of Records
         Ref. 83-5-37, 65
      3. Notice of hearing
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      4. Rates and Forms
         Ref. 83-2-3, 83-3-23
      5. Penalties
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      6. Unlicensed activities
         Ref. 83-1-49, 83-17-41, 45
   B. Terms and concepts
      1. Insurer
         Ref. 83-1-151, 83-24-7, 83-6-1
      2. Insurance transaction
         Ref. 83-17-1; 83-17-53, 57; 83-59-3
      3. Admitted and Non-admitted insurers
         Ref. 83-21-3
      4. Domestic, foreign and alien Insurers; certificate of authority
         Ref. 83-1-23, 83-5-5
5. Mississippi Insurance Guaranty Association  
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6. Mississippi State Rating Bureau  
   Ref. 83-3-7, 24

7. Mississippi Residential Property Insurance Underwriting Association  
   Ref. 83-38-1, 3, 5

8. Mississippi Windstorm Underwriting Association  
   Ref. 83-34-1

9. Valued Policy  
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C. Licensing

1. Persons required to be licensed
   a. Insurance Producer  
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2. Appointments/Termination of Appointments  
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3. Penalties for noncompliance
   a. Refusal/nonrenewal  
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4. Maintenance and duration of license
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D. Marketing Practices

1. Protection of public interest  
   Ref. 83-6-39; 83-17-69; 83-24-31; MAC 19-1:20.02

2. Unfair Practices
   a. Unfair claims methods and trade practices  
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   b. Producer’s Compensation Disclosure  
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   c. Rebating/illegal dealing in premiums  
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   e. Twisting  
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   f. Misrepresentation  
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   g. Credit Scoring Adverse-Action  
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   h. Defamation  
      Ref. 83-5-35
   i. Discrimination  
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   j. Failure to issue proper receipts  
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   m. Fraud  
      Ref. 7-5-303; 83-17-71

3. Producer responsibilities
   a. Policy deliveries  
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   b. Premium accountability (e.g. fiduciary responsibility)  
      Ref. 83-17-71; Reg. (2000-4 Sec 4) MAC 19-1:25.04
   c. Separate Account Requirement  
      Ref. Reg. 79-001; MAC 19-1:11.01
   d. Reply to the Insurance Commissioner  
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   e. Burden of determining authorization  
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4. Compensation
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   b. Duly licensed producer  
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1. Binding coverage  
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2. Coverage
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4. Stated/agreed value
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F. Negligence
G. Liability
H. Occurrence
I. Binders
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K. Representations
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N. Certificate of Insurance
O. Law of Large Numbers
P. Pure vs. Speculative Risk
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D. Exclusions and Limitations
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H. Supplementary payments
I. Proof of loss
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K. Arbitration
L. Other insurance
M. Subrogation
N. Loss settlement provisions including consent to settle a loss
O. Terrorism Risk Insurance Act (TRIA)

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(All references are to sections of Title 83, MS Regulation and MS Administrative Code (MAC))
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3. Notice of hearing
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4. Rates and Forms
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3. Insurance transaction
   Ref. 83-17-1; 83-17-53, 57; 83-59-3
4. Admitted and Non-admitted insurers
   Ref. 83-21-3
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   Ref. 83-1-23, 83-5-5
6. Mississippi Insurance Guaranty Association
   Ref. 83-23-103, 109, 115, 119
7. Mississippi State Rating Bureau
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8. Mississippi Residential Property Insurance Underwriting Association
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C. Licensing
1. Persons required to be licensed
   a. Insurance Producer
      Ref. 83-17-53, 55, 59, 61, 63, 251
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      Ref. 83-17-67
2. Appointments/Termination of Appointments
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3. Penalties for noncompliance
   a. Refusal/nonrenewal
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4. Maintenance and duration of license
   a. Renewal
      Ref. 83-17-37, 63
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D. Marketing Practices
1. Protection of public interest
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2. Unfair Practices
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1. Binding coverage
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   2. Commercial property
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      b. Causes of loss forms
      c. Business income
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      e. Equipment breakdown
   3. Business Owners Policy (BOP)
   4. Builders Risk
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E. National Flood Insurance Program
F. Others
   1. Earthquake
   2. Mobile Homes
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   1. Law of Large Numbers
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   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
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P. Vacancy and unoccupancy
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G. Obligations of the insurance company
H. Mortgagee rights
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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
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S. Policy Application
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      b. Products and Completed Operations
   2. Coverage
      a. Coverage A: Bodily Injury and Property Damage Liability
         (1) Occurrence
         (2) Claims made
            (a) Retroactive Date
      b. Coverage B: Personal Injury and Advertising Injury
      c. Coverage C: Medical Payments
      d. Supplemental Payments
      e. Who is an insured
      f. Limits
         (1) Per occurrence
         (2) Annual Aggregate
      g. 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
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9. Exclusions
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C. Workers Compensation Insurance, Employers Liability Insurance, and Related Issues
   (This section does not deal with specifics of state law)
   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. Exclusion of remedy
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   2. Theft
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   2. Fidelity
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   3. Directors and Officers (D&O)
   4. Employment Practices Liability (EPLI)
   5. Cyber liability and data breach
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V. CASUALTY INSURANCE TERMS AND RELATED CONCEPTS…………………………………….. 10
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B. Hazards
   1. Moral
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   3. Physical
C. Indemnity
D. Insurable interest
E. Loss valuation
   1. Actual cash value
   2. Replacement cost
   3. Market value
   4. Stated/agreed 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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   1. Compensatory
      a. General
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D. Exclusions and Limitations
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F. Duties of the insured after a loss
G. Cancellation and nonrenewal provisions
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I. Proof of loss
J. Notice of claim
K. Arbitration
L. Other insurance
M. Subrogation
N. Loss settlement provisions including consent to settle a loss
O. Terrorism Risk Insurance Act (TRIA)
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   1. Broad Powers
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   3. Notice of hearing
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      Ref. 83-2-3, 83-3-23
   5. Penalties
      Ref. 83-5-49, 67, 83, 85
   6. Unlicensed activities
      Ref. 83-1-49, 83-17-41, 45
B. Terms and concepts
   1. Insurance
      Ref. 83-17-53, 83-19-1
   2. Insurer
      Ref. 83-1-151, 83-24-7, 83-6-1
   3. Insurance transaction
      Ref. 83-17-1; 83-17-53, 57; 83-59-3
   4. Admitted and Non-admitted insurers
Ref. 83-21-3

5. Domestic, foreign and alien Insurers; certificate of authority
Ref. 83-1-23, 83-5-5

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Ref. 83-23-103, 109, 115, 119

7. Mississippi State Rating Bureau
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8. Mississippi Residential Property Insurance Underwriting Association
Ref. 83-23-103, 109, 115, 119

9. Mississippi Windstorm Underwriting Association
Ref. 83-3-7, 24

10. Valued Policy
Ref. 83-13-5

C. Licensing

1. Persons required to be licensed
a. Insurance Producer
Ref. 83-17-53, 55, 59, 61, 63, 251
b. Insurance Adjuster
Ref. 83-17-401
c. Resident/non-resident
Ref. 83-17-65, 67
d. Exemptions
Ref. 83-17-67

2. Appointments/Termination of Appointments
Ref. 83-17-75, 77

3. Penalties for noncompliance
a. Refusal/nonrenewal
Ref. 83-17-71
b. Suspension/revocation
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4. Maintenance and duration of license
a. Renewal
Ref. 83-17-37, 63
b. Continuing Education
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c. Notify Commissioner of Change in Address
Ref. 83-17-63
d. Report Administrative or Criminal Action
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D. Marketing Practices

1. Protection of public interest
Ref. 83-6-39; 83-17-69; 83-24-31; MAC 19-1:20.02

2. Unfair Practices
a. Unfair claims methods and trade practices
Ref. 83-5-19, 33, 35, 45
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c. Rebating/illegal dealing in premiums
Ref. 83-3-121
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Ref. 83-2-29
e. Twisting
Ref. Reg. F&C 37-1; MAC 19-1:1.01
f. Misrepresentation
Ref. 83-5-35
g. Credit Scoring Adverse-Action
Ref. 15 USCA § 1681m

h. Defamation
Ref. 83-5-35
i. Discrimination
Ref. 83-2-3
j. Failure to issue proper receipts
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k. Cease and desist
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l. Advertising
Ref. 83-5-35; 83-17-1, 71; Reg. 19-1:3.01
m. Fraud
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3. Producer responsibilities
a. Policy deliveries
Ref. (2007-1) MAC 19-1:34.04-.05
b. Premium accountability (e.g. fiduciary responsibility)
Ref. 83-17-71; Reg. (2000-4 Sec 4) MAC 19-1:25.04
c. Separate Account Requirement
Ref. Reg. 79-001; MAC 19-1:11.01
d. Reply to the Insurance Commissioner
Ref. 83-24-12
e. Burden of determining authorization
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4. Compensation
a. Payment of commissions
Ref. 83-17-73
b. Duly licensed producer
Ref. 83-17-7
c. Referral Fee
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d. Controlled Business
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E. Cancellation/Nonrenewal

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   a. Personal Lines
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      (2) Automobile
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2. Proof of Notice
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F. Applications and Binders

1. Binding coverage
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G. Automobile

1. Financial Responsibility
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2. Uninsured/Underinsured motorist
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   B. Dwelling policies
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   C. Inland marine
      1. Personal Articles floaters
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   E. Others
      1. Earthquake
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      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
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   F. Loss

G. Loss Valuation
   1. Actual cash value
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H. Proximate cause
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   J. Indemnity

K. Limits of liability
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   P. Vacancy and unoccupancy

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   1. Absolute
   2. Strict
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R. Negligence
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V. Burglary, Robbery, Theft, and Mysterious Disappearance

W. Warranties
   X. Representations
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   Z. Deposit Premium/Audit

AA. Certificate of Insurance

BB. Damages
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W. Loss settlement provisions including consent to settle a loss
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(All references are to sections of Title 83, MS Regulation and MS Administrative Code (MAC))

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1. Broad Powers  
   Ref. 83-1-47, 49, 51
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   Ref. 83-34-1
9. Valued Policy  
   Ref. 83-13-5

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1. Persons required to be licensed  
   a. Insurance Producer  
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      Ref. 83-17-65, 67
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      Ref. 83-17-67
2. Appointments/Termination of Appointments  
   Ref. 83-17-75, 77
3. Penalties for noncompliance  
   a. Refusal/nonrenewal  
      Ref. 83-17-71
   b. Suspension/revocation  
      Ref. 83-5-67
   c. Administrative fines  
      Ref. 83-17-71
4. Maintenance and duration of license

D. Marketing Practices
1. Protection of public interest  
   Ref. 83-6-39; 83-17-69; 83-24-31; MAC 19-1:20.02
2. Unfair Practices  
   a. Unfair claims methods and trade practices  
      Ref. 83-5-19, 33, 35, 45
   b. Producer's Compensation Disclosure  
      Ref. 83-17-73, 83-59-3
   c. Rebating/illegal dealing in premiums  
      Ref. 83-3-121
   d. Illegal inducements  
      Ref. 83-2-29
   e. Twisting  
      Ref. Reg. F&C 37-1; MAC 19-1:1.01
   f. Misrepresentation  
      Ref. 83-5-35
   g. Credit Scoring Adverse-Action  
      Ref. 15 USCA § 1681m
   h. Defamation  
      Ref. 83-5-35
   i. Discrimination  
      Ref. 83-2-3
   j. Failure to issue proper receipts  
      Ref. 83-17-71
   k. Cease and desist  
      Ref. 83-1-51; 83-5-41
   l. Advertising  
      Ref. 83-5-35; 83-17-71, 71; Reg. 19-1:3.01
   m. Fraud  
      Ref. 7-5-303; 83-17-71
3. Producer responsibilities  
   a. Policy deliveries  
      Ref. (2007-1) MAC 19-1:34.04-.05
   b. Premium accountability (e.g. fiduciary responsibility)  
      Ref. 83-17-71; Reg. (2000-4 Sec 4) MAC 19-1:25.04
   c. Separate Account Requirement  
      Ref. Reg. 79-001; MAC 19-1:11.01
   d. Reply to the Insurance Commissioner  
      Ref. 83-24-13
   e. Burden of determining authorization  
      Ref. 83-1-23
4. Compensation  
   a. Payment of commissions  
      Ref. 83-17-73
   b. Duly licensed producer  
      Ref. 83-17-7
   c. Referral Fee  
      Ref. 83-17-7
   d. Controlled Business  
      Ref. 83-17-1

E. Cancellation/Nonrenewal
1. Property policies  
   a. Personal Lines
I. PROPERTY AND CASUALTY INSURANCE TERMS AND CONCEPTS
   A. Insurance
      1. Law of large numbers
   B. Insurable interest
   C. Risk
   D. Hazard
   E. Peril
   F. Loss (direct and indirect)
   G. Proximate cause
   H. Deductible
   I. Indemnity
   J. Actual cash value
   K. Replacement cost
   L. Limits of Liability
   M. Coinsurance/Insurance to value
   N. Accident
   O. Occurrence
   P. Cancellation
   Q. Nonrenewal
   R. Liability
   S. Negligence
   T. Robbery
   U. Burglary
   V. Theft

II. TYPES OF PROPERTY POLICIES
   A. Personal lines
      1. Dwelling and contents (DP forms)
      2. Personal liability
      3. Homeowners (coverages and endorsements)
      4. Mobile Homes
   B. Commercial lines
      1. Commercial property
         a. Commercial building personal property form
         b. Causes of loss forms
         c. Business income
         d. Extra expense
      2. Commercial Package Policy (CPP)
      3. Equipment Breakdown coverage forms
      4. Businessowners Policy (BOP)
   C. Ocean and Inland marine
      1. Personal floaters
      2. Commercial floaters
      3. Nationwide definition
   D. Additional coverages and exclusions
      1. Flood
      2. Business Interruption
      3. Ordinance or Law

III. TYPES OF CASUALTY POLICIES
   A. Commercial general liability
      1. Premises and operations liability
      2. Products and completed operations liability
      3. Contractual liability
      4. Medical payments
      5. Owners and contractors protective liability
   B. Automobile: personal and business auto
      1. Liability
      2. Physical damage (collision and comprehensive)
      3. Uninsured/ Underinsured motorist
      4. Named insureds
      5. Insureds
      6. Owned automobile
      7. Nonowned automobile
      8. Temporary substitute auto
      9. Auto adjusting definitions (included operations, overlap areas, unibody damage)
   C. Commercial crime
      1. Coverage forms
         a. Theft, disappearance, and destruction
         b. Robbery and safe burglary
         c. Premises burglary
         d. Premises theft and robbery outside premises
   D. Workers Compensation
      Ref. 71-3-1 through 129
      1. Liability for compensation
         a. Burden and standard of proof
         b. Apportionment
         c. Intoxication
         d. Willful intent to injure
         e. Compensation where third parties are liable
         f. Statute of limitations
      2. Indemnity benefits
         a. Compensation for disability
         b. Permanent total disability
         c. Serious head or facial disfigurement
         d. Partial or total loss of use of a member
      3. Medical benefits
         a. Right of selection
         b. Duty to provide
      4. Average weekly wage
   E. Standard Fire Policy
      Ref. 83-13-1 through 25
      1. Basic coverages
      2. Limitations and restrictions
      3. Loss
      4. Appraisal
   F. Professional liability
   G. Umbrella/excess liability
   H. Surety bonds
IV. STATUTES, RULES, AND REGULATIONS PERTINENT TO ADJUSTERS
(All references are to sections of Title 71 and 83 and Reg. Chapter 14)

A. Commissioner of Insurance
   1. Broad powers and duties
   2. Examination of records
   3. Investigations/Notice of hearing
   4. Penalties

B. Adjuster licensing
   Ref. 83-17-401 through 423
   1. License requirements
   2. License suspension and revocation
   3. Change of address
   Ref. 83-17-63
   4. Definitions

C. Unfair trade practices
   1. Unfair claims settlement practices
   Ref. 83-5-19, 33, 45
   2. Misrepresentation
   Ref. 83-5-35
   3. Unfair discrimination
   Ref. 83-71-7, 57, Reg. Chapter 14

V. PROPERTY INSURANCE STATUTES, RULES, AND REGULATIONS
   A. Cancellation/Nonrenewal
   Ref. 83-5-28, 83-11-1 through 21

VI. CASUALTY INSURANCE STATUTES, RULES, AND REGULATIONS
   A. Automobile Insurance/Financial Responsibility
      1. Required limits Bodily Injury/Physical Damage
      Ref. 63-15-3
      2. Cancellation/nonrenewal
      Ref. 83-5-28, 83-11-1 through 21

PUBLIC ADJUSTER CONTENT OUTLINE
(50 scored questions)

I. AUTO INSURANCE
   A. Personal and Commercial Physical Damage Coverages – Comprehensive and Collision
   B. Types of Autos

II. BUSINESSEOWNERS POLICY (PROPERTY ONLY)

III. COMMERCIAL PROPERTY COVERAGE

IV. DWELLING, HOMEOWNERS AND OTHER PROPERTY COVERAGES

V. GENERAL INSURANCE CONCEPTS AND PRINCIPLES
   A. Property and Casualty insurance terms
   B. Insurance Concepts
   C. Loss Report

VI. Overview of Property & Casualty Insurance
   A. Product Knowledge
   B. Policy Provisions

VII. Mississippi Adjuster Law, Rules and Regulations
     Ref. 83-17-501 through 527
     A. Commissioner of Insurance
     B. Definitions
     C. License Requirements
     D. Adjuster

INDUSTRIAL FIRE CONTENT OUTLINE
(50 scored questions)

I. MISSISSIPPI LAWS AND RULES PERTINENT TO INDUSTRIAL FIRE INSURANCE
   (All references are to sections of Title 83, MS Regulation and MS Administrative Code (MAC))
   A. Insurance Commissioner
      1. Duties of the Commissioner
      Ref. 83-1-47, 49, 51; 83-5-37, 39, 65
   B. Industrial Fire Insurance
      Ref. 83-13-1 through 25
   C. Persons required to be licensed
      Ref. 83-17-53, 65
   D. Maintaining a license
      1. Change of Address
      Ref. 83-17-63
      2. License Renewal
      Ref. 83-17-37, 63
      3. Appointments
      Ref. 83-17-75, 77
   E. Suspension, termination, revocation of license and other penalties
      Ref. 83-5-67, 83-17-71
   F. Unfair Trade Practices
      1. Unfair claims practices and settlements
      Ref. 83-5-19, 33, 45
      2. Twisting
      Ref. Reg. F&C 37-1; MAC 19-1:1.01
      3. Rebating
      Ref. 83-3-121
   G. Foreign, alien and domestic companies
      Ref. 83-1-23, 83-5-5

II. POLICY DEFINITIONS
   A. Insurance contract basics
   B. Declarations and Insuring Agreement
   C. Conditions
   D. Exclusions
   E. Insurable Interest
   F. Contract of Indemnity
   G. Subrogation
   H. Actual Cash Value
   I. Warranties and Representations
   J. Concealment and Fraud Policy Cancellation
   K. Pro rata
   L. Hazard
      1. Physical
      2. Moral
      3. Morale
   M. Loss
      1. Direct
      2. Indirect
   N. Requirement if Loss Occurs
   O. Perils Not Included
   P. Other Insurance

III. EXTENDED COVERAGE (ALLIED LINES)
   (All references are to sections of Title 83, MS Regulation and MS Administrative Code (MAC))
   A. Perils Insured Against and Their Provisions
      Ref. 83-13-1 through 25
      1. Windstorm
      2. Hail
3. Explosion
4. Riot, including a riot attending a strike
5. Civil Commotion
6. Aircraft
7. Vehicles
8. Smoke

IV. BURGLARY ENDORSEMENT
A. Coverages
B. Exclusions

BAIL AGENT CONTENT OUTLINE
(60 scored questions)
(All references are to sections of Title 83. Ref: 83-39-1 through 83-39-31; MAC 19-6.7.03)

I. Arrest and release
A. Who may make an arrest
B. Surrender of defendants
C. Issuing warrants
D. Apprehension of defendants
E. Property Bond
F. Consideration for setting bonds

II. Collateral and indemnity
A. Return of collateral after fulfillment
B. Custody of Collateral
C. Penalties

III. Contracts
A. Parties to a contract
B. Indemnification agreements/surety contracts
C. Creating a valid contract

IV. Courts and their jurisdiction
A. Courts
B. Power of attorney
C. Posting licensing with courts
D. Persons excluded from acting as a bail agent
E. Court procedures
F. Court appearance
G. Arraignment
H. Trial
I. Appeal
J. Conditions for release
K. Failure to appear

V. Forfeitures and judgments
A. Bond forfeiture
B. Motions to set aside judgments
C. Final judgement of forfeiture

VI. Fulfilling the obligation
A. Discharging Bonds
B. Evidence to convict

VII. Mississippi Bail Laws & Regulations
A. License Requirements
B. License Eligibility
C. Qualification, including bonds
D. Appointments
E. Non-resident eligibility
F. Soliciting bail agent duties
G. Limited surety agent duties
H. Personal surety agent duties
I. Record keeping
J. Licensing renewal and expiration
K. Denial, suspension or revocation of license
L. License transfer requirements License appeal
M. Continuing education
N. Reinstatement requirements
O. Fines for agents and insurers
P. Change of address
Q. Disciplinary actions/penalties
R. Unlawful acts

VIII. Skip tracing, arrest, and surrender
A. Reasons for surrender
B. Return of premium after surrender
C. Procedures for surrender
D. Accessing records
E. Bail Contract

IX. Definitions and Terminology
A. Agent
1. Bail enforcement
2. Personal Surety
3. Limited Surety
4. Bail Soliciting
B. Arraignment
C. Bail
D. Bonds
1. Appeal
2. Bail
3. Cash
4. Personal recognizance
5. Criminal
6. Civil
7. Appearance
8. Post-conviction
E. Collateral
F. Contracts
G. Custody
H. Defendant
I. Extradition
J. Felony
K. Fugitive
L. Insurer
M. Levy
N. Obligor
1. Obligations of the parties
2. Amount of bail
3. Receipts
4. Posting the bond/recording
5. Informational notice requirements
6. Transferring a bond
O. Power of attorney
P. Premium
Q. Principal
R. Surety
S. Trust Account
T. Writs

X. Writing and underwriting bonds
A. Bond process
1. Application for bond
2. The surety contract including underwriting authority

WORKER’S COMPENSATION ADJUSTER CONTENT OUTLINE
(50 scored questions)
(All references to Miss. Code Ann. § 71-3-1 through 129, 83-17-401 through 425, and the Mississippi Workers’ Compensation Claims Guide)

I. MISSISSIPPI WORKERS’ COMPENSATION LAWS AND ADJUSTING PRACTICES
A. Licensing requirements
Ref. 83-17-401 through 423
1. Adjuster
2. Exemptions/exceptions
3. Continuing education
4. License denial, maintenance, renewal, and expiration
5. License termination, revocation, suspension

B. Claims methods and practices
   1. Bad Faith
   2. Misrepresentation
   3. Fraud

C. Workers’ Compensation Policy
   1. Employers Liability insurance
   2. Other States insurance

D. Administration of the Act
   1. Impartial construction
   2. Agency of Administration and Members

E. Application
   1. Employers subject to the MWCA
   2. Penalties for failure to secure coverage

F. Coverage
   1. Uninsured subcontractor
   2. Notice of cancellation and nonrenewal

G. Jurisdiction

H. Extraterritorial application
   1. Concurrent jurisdiction

I. Exclusiveness of liability

J. Liability for compensation
   1. Compensable injuries
   2. Burden of Proof
   3. Standard of Proof
   4. Found Dead Presumption
   5. Coming and Going Rule
   6. Consecutive injuries
   7. Idiopathic Falls
   8. Independent Contractors
   9. Non-resident aliens
   10. Apportionment
   11. Intoxication
   12. Willful intent to injure
   13. Compensation for injuries where third parties are liable
   14. Statute of limitations

K. Reporting of injuries
   1. Requirements
   2. Penalty

L. Indemnity Benefits
   1. Compensation for disability or death
      a. Temporary total disability
      b. Temporary Partial Disability
      c. Permanent partial disability
         1. Partial or total loss of use of a member
      d. Permanent total disability
      e. Serious head or facial disfigurement
      f. Death benefits
   2. Calculation of compensation rate
   3. Indemnity Waiting Period
   4. Maximum and Minimum Payments
   5. Hernia
   6. Payments and penalties
   7. Maximum medical improvement
   8. Form B-18 Report of Payment or Suspension of Payment

M. Average Weekly Wage

N. Mileage reimbursement

O. Child and Spousal Support Liens

P. Medical Benefits
   1. Right of selection
   2. Qualified providers
   3. Ex Parte’ communications
   4. Authorization
   5. Duty to provide
   6. Medical fee schedule

Q. Second injury fund

R. Litigation
   1. Form B-5,11 Petition to Controvert & Response

S. Settlements
   1. Procedure
   2. Medicare Requirements

T. Third party recovery