Before paying for your examination registration, be sure you understand the contents of this bulletin. Please retain and use it as a reference when contacting PSI.

PSI licensure:certification
3210 E Tropicana
Las Vegas, NV 89121
E-mail: examschedule@psionline.com
https://home.psiexams.com/#/home

STATE OF OREGON

DIVISION OF FINANCIAL REGULATION

CANDIDATE INFORMATION BULLETIN

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Please refer to our website to check for the most updated information at https://home.psiexams.com/#/home

Updated 9/1/2021

EXAMINATIONS BY PSI

This Candidate Information Bulletin provides you with information about the examination and application process for insurance licensing in the State of Oregon.

The Division of Financial Regulation has contracted with PSI to conduct the examination program. PSI provides examinations through a network of computer examination centers in Oregon. PSI works closely with the State to be certain that examinations meet local as well as national requirements in basic principles and examination development standards.

The Division of Financial Regulation will begin using State Based Systems (SBS) effective May 7, 2012. With the SBS implementation we will take the opportunity to implement several NAIC uniformity initiatives as well as the opportunity to streamline many of our processes. SBS also provides a wide array of online tools that allow you to submit, view and print license information on a 24/7 basis. For more information on changes affecting individual and business entity licensing, see http://www.statebasedsystems.com/ORAnnouncement.pdf.

EXAMINATION AND LICENSURE REQUIREMENTS

All candidates must complete the required hours of prelicensure education. You are required to have, in your possession, a valid school Certificate of Completion before contacting PSI to register and schedule for an examination. This certificate must have a valid school code. **THIS CERTIFICATE EXPIRES ONE YEAR TO THE DAY FROM THE DATE IT IS ISSUED. CANDIDATES MUST PASS THE EXAMINATION AND APPLY FOR LICENSURE BEFORE THAT EXPIRATION DATE.**

General Lines Insurance Adjuster, Health Insurance, Adjuster, and Surplus Lines Insurance Producer are the ONLY examinations that does not require verification.

Upon passing the examination, the candidate must complete electronic fingerprints, and submit a complete electronic application at https://nipr.com/. Upon approval of your licensure, your status will be shown, and you can print a copy of your license online, such as through License Manager available at https://nipr.com/.

ALL applicants must provide a set of fingerprints to the Division of Financial Regulation for the purpose of conducting a state and national fingerprint-based criminal history record.

You **can** be electronically fingerprinted at one of PSI Oregon sites, during regular testing hours, on the day of your examination. The prints will be forwarded electronically to the appropriate review agencies. You will pay the fingerprinting fee at the test site on the day of testing.

The $61.25 fee is payable by money order, cashier's check, company check, VISA or MasterCard. This payment includes the State processing fee of $46.25, and the PSI processing fee of $15.00. Please note: this process may take up to 4 weeks. Ink cards will not be accepted by the Division.

If you have an existing, valid Oregon Insurance License and are testing for another Class of Insurance, you do NOT need to be fingerprinted. Prints expire six months from the date you are printed.

Candidates do not need to be fingerprinted:
- If you have an existing, valid Oregon Insurance License and are testing for another Class of Insurance.

PRELICENSING EDUCATION REQUIREMENTS

Prelicensing education training must be completed before taking the required examination. Resident producer license candidates must obtain training specific to the class for which they wish to be licensed (see chart below).

License Type	Minimum Hours Required
Life	20 hours
Property	20 hours
Casualty	20 hours
Personal Lines	20 hours
Health	20 hours

Prelicensing education providers. A list of approved prelicensing training schools is available on the Division's Web site at www.dfr.oregon.gov.

Certificate of Completion. Once you complete a prelicensing course, the course provider will issue you a Certificate of Completion. The certificate is valid for one year. You must bring the certificate with you to the test center on the day of the examination.

Waivers and exemptions. Pre-licensing education is not required for:
- Adjusters and consultants.
- Surplus Lines examination.
- Life, Health, or Life and Health Producer license applicants holding the Chartered Life Underwriter (CLU) designation. Verification of designation must be submitted to the Division with your license application.
- Property and Casualty Producer license applicants holding the Chartered Property Casualty Underwriter (CPCU) designation. Verification of designation must be submitted to the Division with your license application.

You may contact the Division with questions about waivers. If a waiver is issued, you must bring the **original** waiver letter with you to the test center on the day of the examination.

Relocating to Oregon. If you were previously licensed in another state, you need not complete any education or examination requirements if you are applying for the same lines authority and your application is received no more than 90 days after the cancellation of your license in the other state and the establishment of your Oregon residency.

Contact the Division of Financial Regulation at (503) 947-7981 or dcbs.insmail@oregon.gov for a transfer application.

PRODUCER LICENSE

Generally, to qualify to receive an Oregon resident producer license, you must:

- Be at least 18 years old.
- Be a resident of, or maintain a place of business in, Oregon.
- Complete any necessary prelicensing education requirements.
- Pass the appropriate license exam(s), if required.

All applicants for an initial resident license will need to submit the "Criminal Records Request" form, the Individual Insurance License application form, electronic fingerprints, and the correct fee to cover license, application, and background check fees.

Surplus lines producers must also be licensed for property and casualty and take a surplus lines exam. The following table shows the producer license classes in Oregon and the series number of the required exam.

Class of Insurance	Exam Series
Life	12-01
Health	12-02
Life and Health*	12-03
Property and Casualty**	12-04
Property	12-12
Casualty	12-13
Personal Lines	12-14
Surplus Lines	12-05
Credit	None
Credit Life	None
Surety	None
Title	None
Trip Travel	None

**Those wishing to apply for both Life and Health licenses at the same time may wish to take this combined exam.*
***Property and Casualty is equivalent to Property, Casualty, Marine and Transportation, Surety.*

In addition to holding a current license in the correct line of insurance, producers who wish to sell insurance must also be employed with or under contract to an authorized insurer or licensed business entity. Producers who are not employed with or under contract to an insurer or business entity retain their licenses but may not transact insurance.

RESIDENT ADJUSTER LICENSE

Resident Adjuster license applicants must:

- Be a resident of, or maintain a place of business in, Oregon.
- Pass the appropriate license exam as required by statute.

Class of Insurance	Exam Series
Health	12-06
General Lines	12-07
Crop	12-15

After you receive your license, you may begin to adjust insurance claims. If you are employed by or contracted with a licensed adjusting firm or corporation, a Notice of Affiliation (Form 440-2139) must be filed with the Division within 30 days.

CONSULTANT LICENSE

Generally, to qualify for an Oregon resident consultant license, you must:

- Be a resident of, or maintain a place of business in, Oregon.
- Pass the consultant's examination required for the particular class of insurance.
  The examination is waived for Oregon Resident Agents in that class of insurance.
- Have five years of experience in the insurance business or equivalent educational qualifications.
- Submit a current certification of errors and omissions coverage with limits of at least $500,000.

The following table shows the consultant license classes in Oregon and the series number of the required examination.

Class of Insurance	Exam Series
Life	12-08
Health	12-09
Life and Health	12-10
General Lines	12-11

After you receive your license, you may begin working as a consultant. If you are employed by or contracted with any licensed consulting firm or corporation that employs that firm, a Notice of Affiliation (Form 440-2139) must be filed with the Division within 30 days.

BUSINESS ENTITY LICENSE

A Business Entity License is required of any firm or corporation transacting insurance through an office in Oregon. The business must be properly filed with the Secretary of State's Corporation Division before applying for the insurance license. Resident firms and corporations should obtain the license for their principal Oregon location and provide the Division with the address and location of each branch office.

Business entities must submit a complete electronic application at https://nipr.com/.

After issuance of the license, a firm or corporation can transact insurance upon the date of contract with an authorized insurer, and only through an affiliated individual.

The business entity must file a Notice of Affiliation (Form 440-2139) with the Division within 30 days.

VARIABLE LIFE INSURANCE LICENSE

A Variable Life Insurance license is required before an agent may sell, solicit or negotiate a variable contract. To earn this license, you must pass either exam Series 6 or 7 given by the National Association of Securities Dealers (NASD). In addition, you must be registered with an Oregon securities dealer.

To obtain the Variable Life Insurance license, check the appropriate box on your application form. Oregon will confirm that you are actively registered to an Oregon securities dealer before approving the line of authority.

NONRESIDENT LICENSE REQUIREMENTS

Nonresidents can be licensed to transact insurance in Oregon as producers, adjusters and consultants. Licenses are issued to individuals, firms or corporations. If you are already a licensed agent or broker in your home state, you are exempt from the prelicensing education and examination requirements. You may only conduct your insurance business as an appointed representative of an insurer in Oregon even though licensed as a broker in your home state. Brokering is not permitted in Oregon.

Producers should submit the application for the individual or business entity license through https://nipr.com/.

Business entities must obtain a nonresident business entity license before they may transact insurance in any manner in Oregon. They should obtain the license for their principal location in their home state and provide the Division with the address of each branch office in the home state that will do business in Oregon. If the business has offices in other states that will transact insurance in Oregon, those offices must apply for separate licenses. Applications for a business entity license are submitted through https://nipr.com/.

EXAMINATION REGISTRATION AND SCHEDULING PROCEDURES

All questions and requests for information should be directed to PSI.

PSI licensure:certification
3210 E Tropicana
Las Vegas, NV 89121
(855) 340-3901
https://home.psiexams.com/#/home

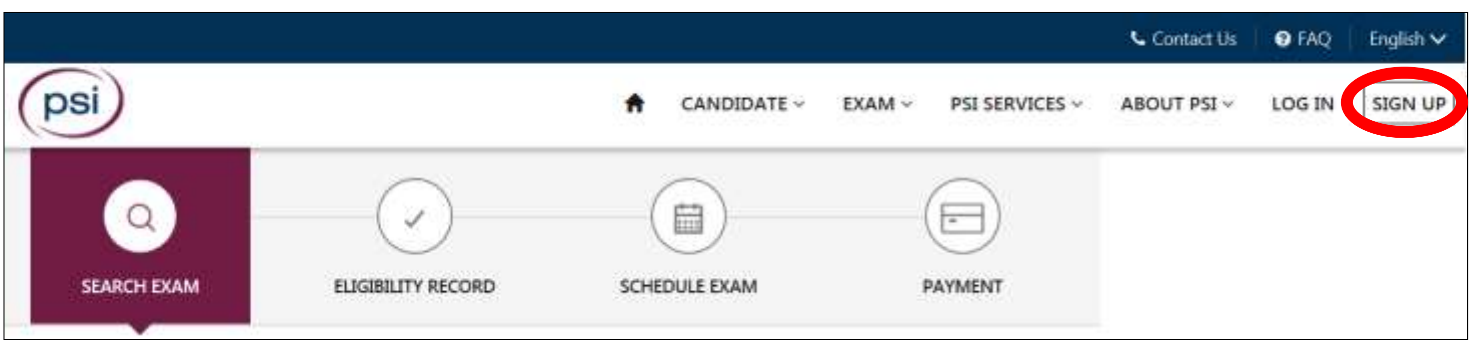
Examination fees may be found on the registration form found at the end of this Candidate Information Bulletin. REGISTRATION FEES ARE NOT REFUNDABLE OR TRANSFERABLE. REGISTRATION FEES EXPIRE AFTER ONE YEAR OF REGISTERING.

- All eligibilities are valid for 1 year from the date on the Certificate of Completion. If you do not pass the examination(s) within the 1 year period, you must retake the Prelicensing Education Courses.
- You may take examinations on an unlimited basis during the 1 year period.
- English as a Second Language (ESL) candidates must call PSI at (855) 340-3901 to schedule for their examination, if they wish to receive additional time. Please do not schedule online, as you will not receive the additional time.

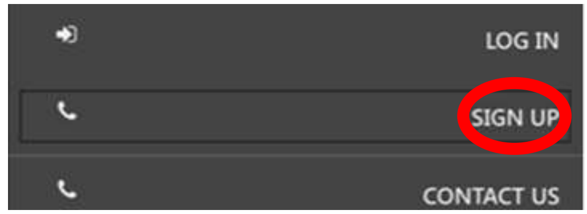
ONLINE

For **the fastest and most convenient** examination scheduling process, register for your examinations online by accessing PSI's registration Website: Click Here**.**

1. Select **"SIGN UP"** to create an account**.**



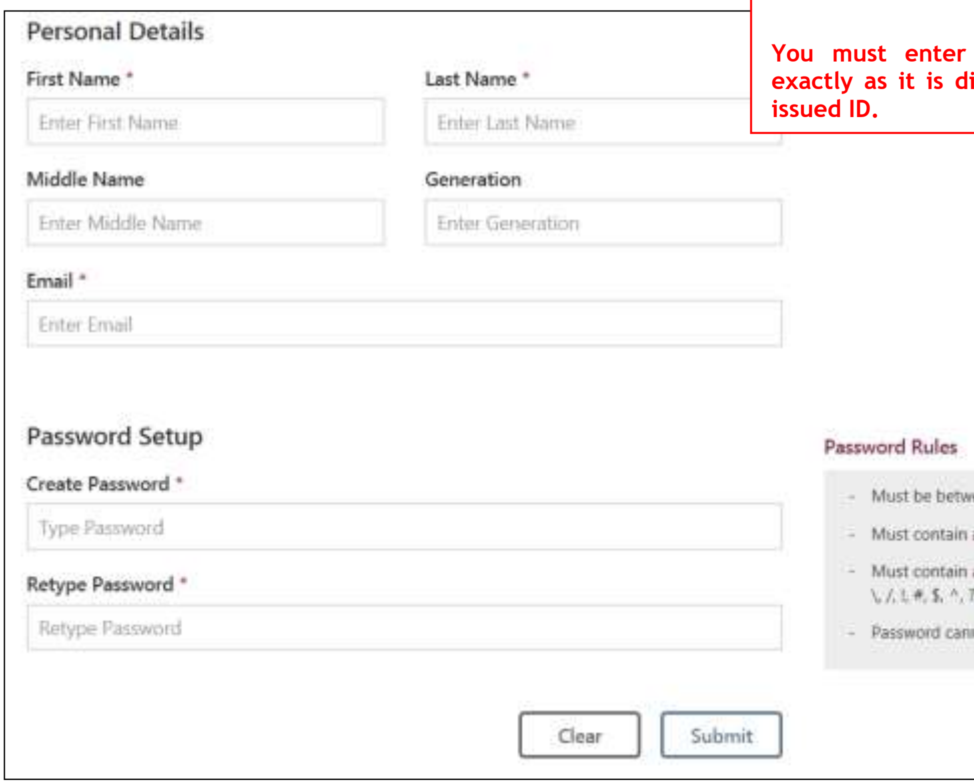
2. **On a mobile phone**, you need to select the icon on the top left corner. Then select **"SIGN UP"** to create an account.



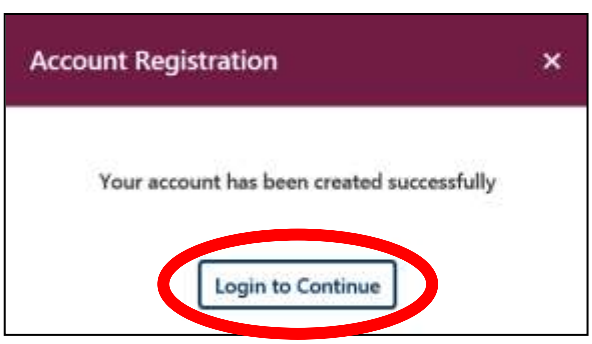
3. You will be prompted to create an account with PSI

IMPORTANT

You must enter your First and Last name exactly as it is displayed on your government issued ID.

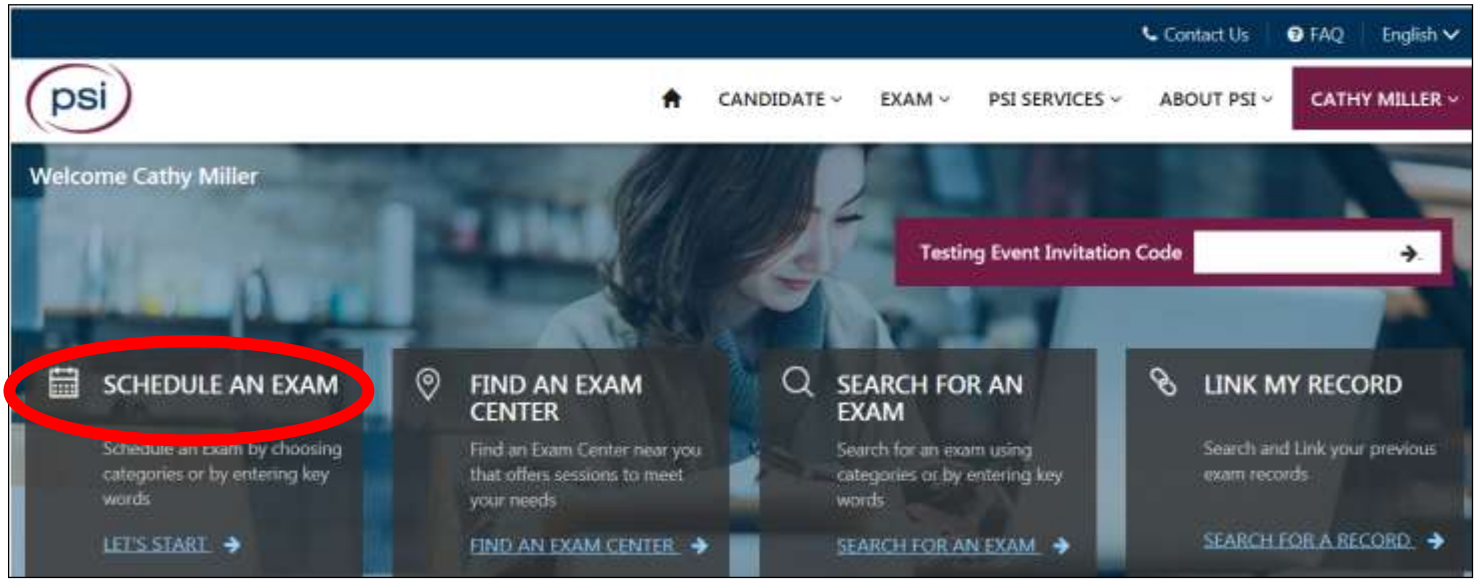


4. After you submit the form, you will get a message that your account was created successfully. Click on **"Login to Continue"**.

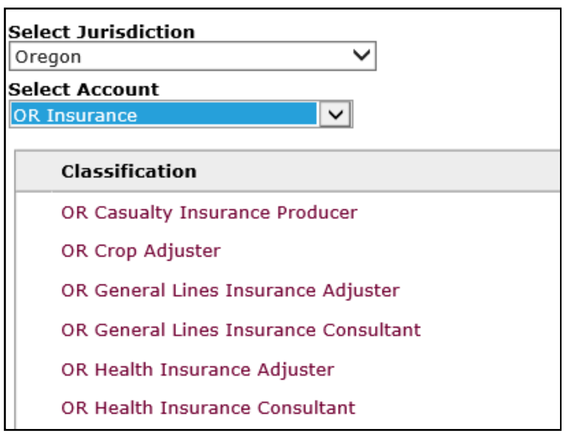


Note: The username is the email address you entered when creating the account.

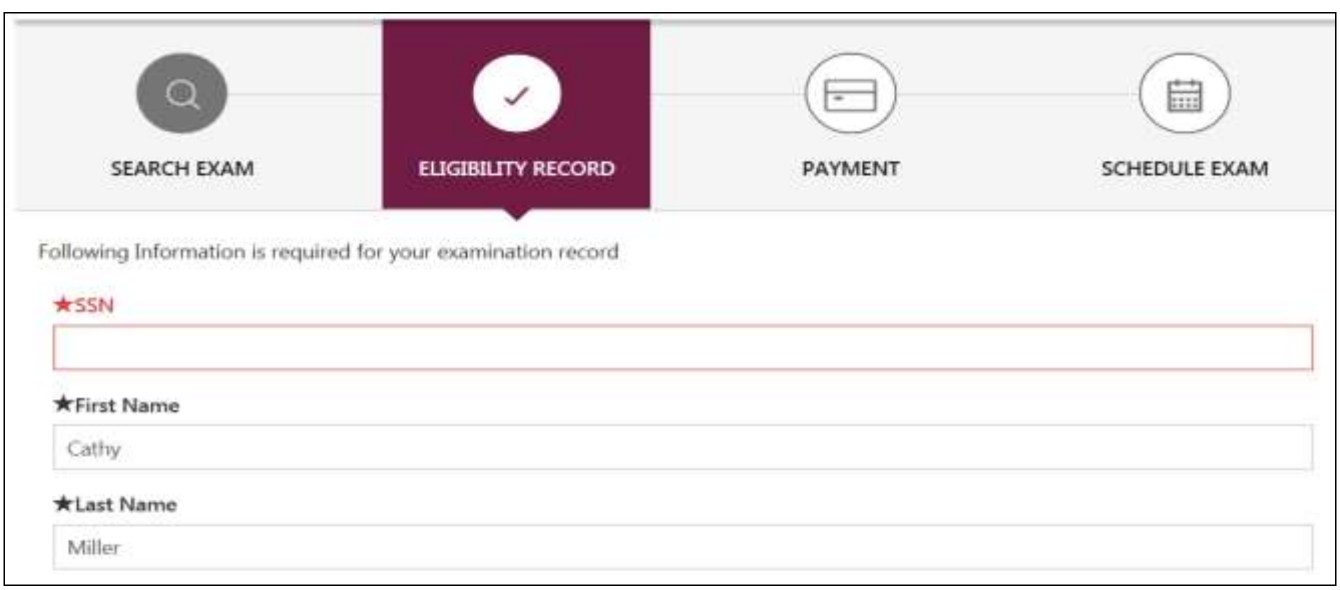
5. You are now ready to schedule.



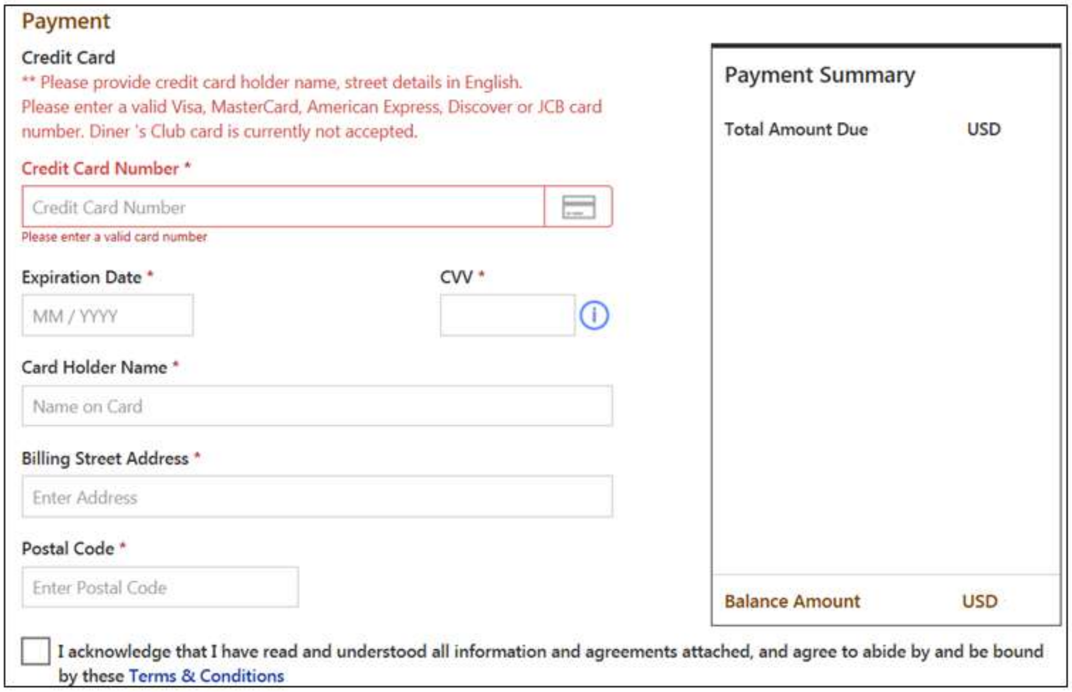
6. Select the Organization and the Test.



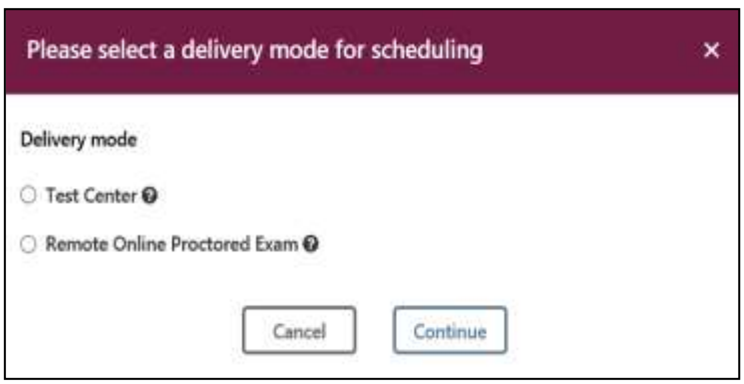
7. You will enter your personal information.



8. You will enter payment.

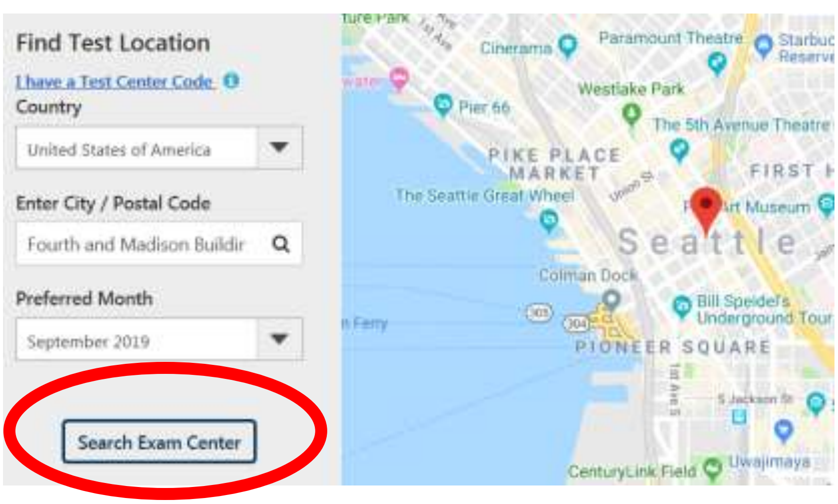


9. You will now select if you want to test at a PSI test site or Remotely proctored online from a computer at a remote location.



DELIVERY MODE TEST CENTER

1. Enter the **"City or Postal Code"** and select **"Preferred Month"** to take the Exam. Then select **"Search Exam Center"**.



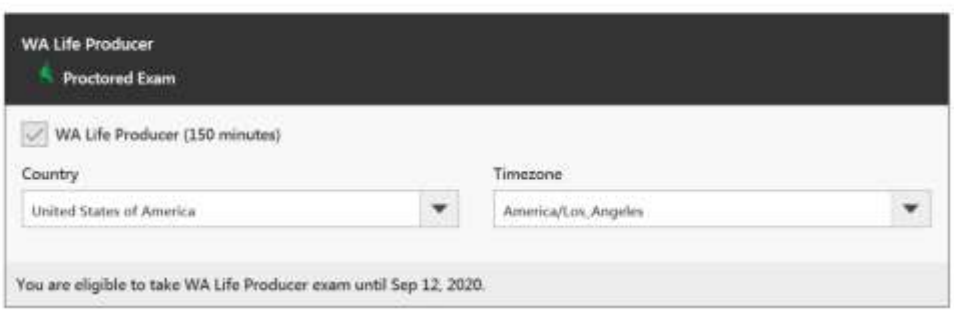
2. Click on the preferred test site.

3. Then click on the date and time to make an appointment to take the Exam.

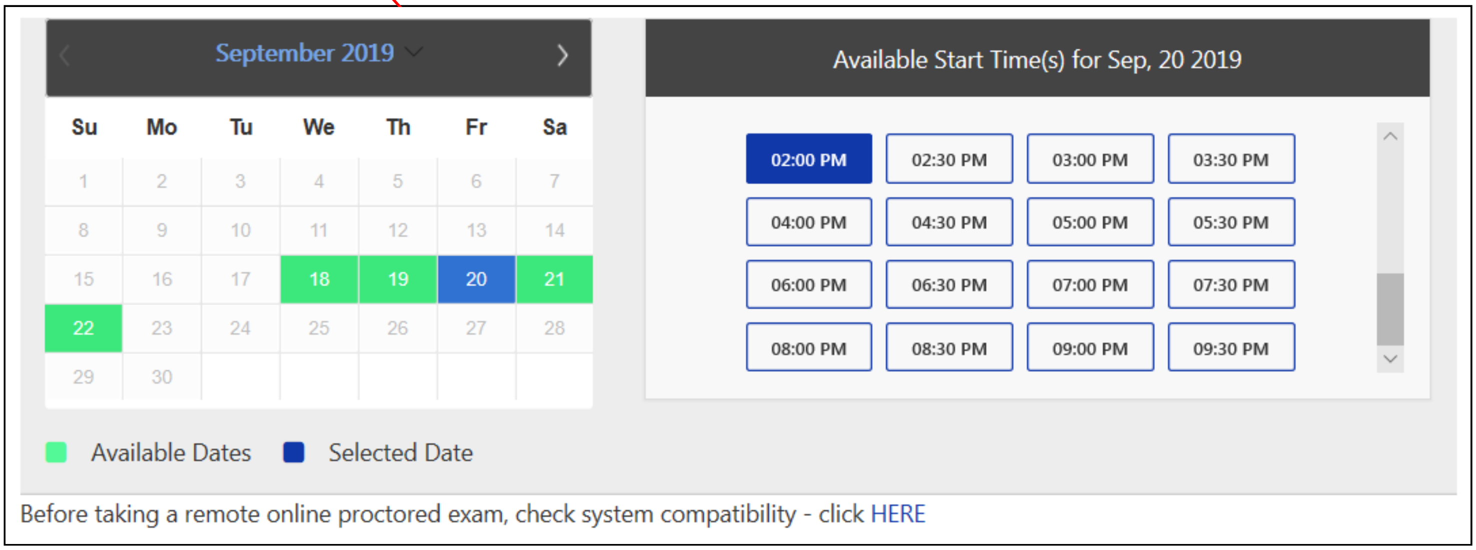
You are now scheduled and will receive an email confirmation.

DELIVERY MODE REMOTE ONLINE PROCTORED EXAM

1. Select Country and Time zone.



Select the date and time you will be taking the exam. **DO NOT HIT CONTINUE. YOU MUST FIRST CHECK THE COMPATIBILTY OF YOUR COMPUTER** to include Audio/Video Check, Webcam Check and System Check. You must use Google Chrome Browser. **Please note that if your computer performs any system update (i.e. software, server, firewall, webcam, etc.) from the time you schedule your exam to when you attempt to launch your exam, you may experience issues with your compatibility. It is best to conduct another compatibility check on the machine that you will be taking your exam at least 24 hours prior to your scheduled exam. You may also check your compatibility before or after registering for your exam by clicking here.**



If you have any questions regarding your compatibility check, or if you experience issues launching your exam, you may contact our remote proctoring technical support team at (844) 267-1017. You may also initiate a chat after you close the Secure Browser Software by clicking here.

You are now scheduled and will receive an email confirmation.

TELEPHONE SCHEDULING

Call (855) 340-3901, PSI registrars are available to receive payment and to schedule your appointment for the examination. Please call Monday through Friday between 4:30 am and 7:00 pm, and Saturday-Sunday between 8:00 am and 2:30 pm, Pacific Time.

RESCHEDULING/CANCELING AN EXAMINATION APPOINTMENT

You may cancel and reschedule an examination appointment without forfeiting your fee if your cancellation notice is received 2 days before the scheduled examination date. For example, for a Monday appointment, the cancellation notice would need to be received on the previous Saturday. You may reschedule online at https://home.psiexams.com/#/home or call PSI at (855) 340-3901.

Note: A voice mail message is not an acceptable form of cancellation. Please use the PSI Website or call PSI and speak directly to a Customer Service Representative.

RETAKING A FAILED EXAMINATION

It is not possible to make a new examination appointment on the same day you have taken an examination; this is due to processing and reporting scores. A candidate who tests unsuccessfully on a Wednesday can call the next day, Thursday, and retest as soon as Friday, depending upon space availability. You may schedule online at https://home.psiexams.com/#/home or call PSI at (855) 340-3901.

MISSED APPOINTMENT OR LATE CANCELLATION

Your registration will be invalid, you will not be able to take the examination as scheduled, and you will forfeit your examination fee, if you:

- Do not cancel your appointment 2 days before the schedule examination date;
- Do not appear for your examination appointment;
- Arrive after examination start time;
- Do not present proper identification when you arrive for the examination.

EXAM ACCOMMODATIONS

All examination centers are equipped to provide access in accordance with the Americans with Disabilities Act (ADA) of 1990, and exam accommodations will be made in meeting a candidate's needs. Applicants with disabilities or those who would otherwise have difficulty taking the examination must fill out the form at the end of this Candidate Information Bulletin and fax to PSI (702) 932-2666. This form also includes out-of-state testing requests.

EXAMINATION SITE CLOSING FOR AN EMERGENCY

In the event that severe weather or another emergency forces the closure of an examination site on a scheduled examination date, your examination will be rescheduled. PSI personnel will attempt to contact you in this situation. However, you may check the status of your examination schedule by calling (855) 340-3901. Every effort will be made to reschedule your examination at a convenient time as soon as possible. You may also check our website at https://home.psiexams.com/#/home.

SOCIAL SECURITY NUMBER CONFIDENTIALITY

PSI will use your social security number only as an identification number in maintaining your records and reporting your examination scores to the state. A Federal law requires state agencies to collect and record the social security numbers of all licensees of the professions licensed by the state.

EXAMINATION SITE LOCATIONS

The following are the examination centers where you may take the Oregon Insurance Licensing Examination(s).

Baker City
2101 Main Street, #203
Baker City, OR 97814

From I-84 take Exit 304 onto Campbell Street. On Campbell Street go 1 mile to Main Street, turn left. Test site is a 1/4 of a mile on right side, in a brick building before Broadway in the Basch Sage Mini Mall. Enter from Broadway, go upstairs take a left to the end of hall to Room 203. Parking available between Broadway and Church Street, behind the 'Basche Sage' testing center building

Bend
325 NW Vermont Pl, #106
Bend, OR 97701

From US-97 going North, take the Revere Ave exit and take a left at the traffic signal. Go one block West to Wall Street and turn left at the traffic light. Continue South on Wall Street for approximately 1/2 mile and turn right onto NW Vermont Pl. The PSI Test Center is the first building on the left.
From US-97 going South, take the Revere Ave exit and go straight at the traffic light. Continue heading South on Wall Street for approximately 1/2 mile and turn right onto NW Vermont Pl. The PSI Test Center is the first building on the left.

Eugene
1955 Empire Park Drive, Suite A
Eugene, OR 97402

From I-5 take Beltline Hwy West to exit #5 Barger Drive. Turn Left at the end of exit ramp. Go .7 miles and turn right onto Empire Park Drive. (JUST before Hwy 99). The first building on the corner is Subway. Second building is PSI exams Suite A. Edward Jones Investments is the other tenant of the building in Suite B.

From Hwy 126 which is also West 11th take Beltline Hwy to exit #5 Barger Drive. Turn right at the end of exit ramp. Go .7 miles and turn Right onto Empire Park Drive. (JUST before HWY 99) The first building on the corner is Subway. Second building is PSI exams Suite A. Edward Jones Investments is the other tenant of the building in Suite B.

Please do not park at or near Subway, but instead park on the left hand side of the building.

Independence
4901 Airport Rd
Independence State Airport
Independence, OR 97351

Take I-5 to exit 260A for OR-99E BUS S/Salem Expy and follow, then taking a slight left onto Commercial St NE. Turn right on Marion St NE continuing onto OR-22W/Marion St. Bridge. Follow OR-22W for 5 miles, then turn left onto OR-51S/Independence Hwy. Turn right onto Polk St and continue onto Hoffman Rd. Turn right onto Airport Rd.

Medford
1236 A North Riverside Ave
Medford, OR 97501

From I-5 going North, take the Barnett Street off ramp and turn left. Turn right on Riverside Ave, and go approximately 3 miles. The site will be on the right-hand side.

From I-5 going South, take the North exit (#30) and turn right and follow signs to "City Center". Pass McAndrews, and turn left on Manzinita. This dead ends at Riverside. Turn left on Riverside, go one block and site will be on the right-hand side.

Portland
205 Business Center, Suite 258
8383 NE Sandy Blvd
Portland, OR 97220

Coming North on I-205: Take the Killingsworth exit. Stay to the left and travel through the first light. PSI is on the right-hand side in the business building across from the Grotto. If you get to NE 82nd Ave., you have gone too far. We are on the 2nd floor which seems to be the 1st floor when entering the building from Sandy Blvd and are the first door on the right. There is signage on the door to our office.

Coming South on I-205: Take the Sandy Blvd exit. Stay in the right-hand lane and turn right at signal. Come up to the next signal (Sandy Blvd) and turn right again. PSI is on the right-hand side in the business building across from the Grotto. If you get to NE 82nd Ave., you have gone too far. We are on the 2nd floor which seems to be the 1st floor when entering the building from Sandy Blvd and are the first door on the right. There is signage on the door to our office.

Coming East on Sandy Blvd: Just past NE 82nd Ave. across from the Grotto is the business building that PSI is in. We are on the 2nd floor which seems to be the 1st floor when entering the building from Sandy Blvd and are the first door on the right. There is signage on the door to our office.

Coming West on Sandy Blvd: Just past Prescot St. and across from the Grotto is the business building that PSI is in. We are on the 2nd floor which seems to be the 1st floor when entering the building from Sandy Blvd and are the first door on the right. There is signage on the door to our office.

Coming South on 82nd Ave: Turn right on Sandy Blvd. PSI is in the business building across from the Grotto. We are on the 2nd floor which seems to be the 1st floor when entering the building from Sandy Blvd and are the first door on the right. There is signage on the door to our office.

Coming North on 82nd Ave: Turn left on Sandy Blvd. PSI is in the business building across from the Groto. We are on the 2nd floor which seems to be the 1st floor when entering the building from Sandy Blvd and are the first door on the right. There is signage on the door to our office

Wilsonville
25195 SW Parkway Avenue
Suite 105
Wilsonville, OR 97070

Going South: Off I5, take exit 286 (Ellingens/Boones Ferry Rd). Turn left and cross back over the freeway. Turn left at 2nd signal light (Parkway Ave.) Turn into Parkway Plaza parking lot (across the street from Shriner's). We are located in the Main Entrance first door on the right

Going North: Off I5, take exit 286 (Ellingens/Boones Ferry Rd). Turn Right. Turn Left at next signal light (Parkway Ave.) Turn into Parkway Plaza parking lot (across the street from Shriner's). We are located in the Main Entrance first door on the right

Additionally, PSI has examination centers in many other regions across the United States. You may take this examination at any of these locations by calling (855) 340-3901. You will need to speak with a Customer Service Rep to schedule outside of Oregon.

REPORTING TO THE EXAMINATION SITE

On the day of the examination, you should arrive 30 minutes before your appointment. This extra time is for sign-in, identification, and familiarizing you with the examination process. *If you arrive late, you may not be admitted to the examination site and you will forfeit your examination registration fee.*

REQUIRED IDENTIFICATION AT EXAMINATION SITE

- ***You must provide 2 forms of identification.*** One must be a VALID form of government-issued identification (driver's license, state ID, passport, military ID) which bears your signature and has your photograph. Also acceptable is an interim state driver's license card or an interim state ID card. The second ID must have your signature and preprinted legal name. All identification provided must match the name on the registration form.

  PRIMARY IDENTIFICATION (with photo) – Choose One
  - State issued driver's license
  - State issued identification card
  - US Government Issued Passport
  - US Government Issued Military Identification Card
  - US Government Issued Alien Registration Card
  - Canadian Government Issued ID

  NOTE: ID must contain candidate's photo, be valid and unexpired.

  SECONDARY IDENTIFICATION – Choose One
  - Credit Card (must be signed)
  - Social Security Card
  - US issued Birth Certificate with Raised Seal

  *NOTE: Student ID and employment ID are NOT acceptable forms of identification.

- **You must provide your valid school Certificate of Completion. This certificate must display a valid school code.**
  (If you have a waiver from the state, please provide the original waiver letter at the test center on the day of testing.) ***THE CERTIFICATE OF COMPLETION EXPIRES ONE YEAR TO THE DAY FROM THE DATE IT IS ISSUED. AN ELECTRONIC VERSION OR HARD COPY WILL BE ACCEPTED.***

  Crop Insurance Adjuster, General Lines Insurance Adjuster, Health Insurance Adjuster, and Surplus Lines Insurance Producer are the ONLY examinations that do not require verification.

- This Certificate of Completion must also be presented for a **retake** examination.

If you cannot provide the required identification, you must call (855) 340-3901 at least 3 weeks prior to your scheduled appointment to arrange a way to meet this security requirement.

SECURITY PROCEDURES

The following security procedures will apply during the examination:

- Only non-programmable calculators that are silent, battery-operated, do not have paper tape printing capabilities, and do not have a keyboard containing the alphabet will be allowed in the examination site.
- All personal belongings of candidates, with the exception of close-fitting jackets or sweatshirts, should be placed in the secure storage provided at each site prior to entering the examination room. Personal belongings **include**, **but are not limited to**, the following items:
  - **Electronic devices of any type**, including cellular / mobile phones, recording devices, electronic watches, cameras, pagers, laptop computers, tablet computers (e.g., iPads), music players (e.g., iPods), smart watches, radios, or electronic games.
  - **Bulky or loose clothing or coats** that could be used to conceal recording devices or notes, including coats, shawls, heavy jackets, or overcoats.
  - **Hats or headgear not worn for religious reasons** or as religious apparel, including hats, baseball caps, or visors.
  - **Other personal items**, including purses, notebooks, reference or reading material, briefcases, backpacks, wallets, pens, pencils, other writing devices, food, drinks, and good luck items.
- Person(s) accompanying an examination candidate may not wait in the examination center, inside the building or on the building's property. This applies to guests of any nature, including drivers, children, friends, family, colleagues or instructors.
- No smoking, eating, or drinking is allowed in the examination center.
- During the check in process, all candidates will be asked if they possess any prohibited items. Candidates may also be asked to empty their pockets and turn them out for the proctor to ensure they are empty. The proctor may also ask candidates to lift up the ends of their sleeves and the bottoms of their pant legs to ensure that notes or recording devices are not being hidden there.
- Proctors will also carefully inspect eyeglass frames, tie tacks, or any other apparel that could be used to harbor a recording device. Proctors will ask to inspect any such items in candidates' pockets.
- If prohibited items are found during check-in, candidates shall put them in the provided secure storage or return these items to their vehicle. PSI will not be responsible for the security of any personal belongings or prohibited items.
- Any candidate possessing prohibited items in the examination room shall immediately have his or her test results invalidated, and PSI shall notify the examination sponsor of the occurrence.
- Any candidate seen giving or receiving assistance on an examination, found with unauthorized materials, or who violates any security regulations will be asked to surrender all examination materials and to leave the examination center. All such instances will be reported to the examination sponsor.
- Copying or communicating examination content is violation of a candidate's contract with PSI, and federal and state law. Either may result in the disqualification of examination results and may lead to legal action.

- Once candidates have been seated and the examination begins, they may leave the examination room only to use the restroom, and only after obtaining permission from the proctor. Candidate will not receive extra time to complete the examination

TAKING THE EXAMINATION BY COMPUTER

The examination will be administered via computer. You will be using a mouse and computer keyboard.

IDENTIFICATION SCREEN

You will be directed to a semiprivate testing station to take the examination. When you are seated at the testing station, you will be prompted to confirm your name, identification number, and the examination for which you are registered.

TUTORIAL

Before you start your examination, an introductory tutorial is provided on the computer screen. The time you spend on this tutorial, up to 15 minutes, DOES NOT count as part of your examination time. Sample questions are included following the tutorial so that you may practice answering questions and reviewing your answers.

TEST QUESTION SCREEN

The "Function Bar" at the top of the sample question provides mouse-click access to the features available while taking the examination.

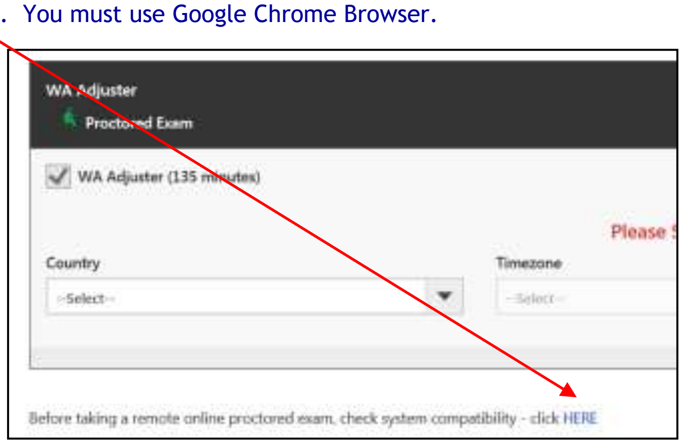
One question appears on the screen at a time. During the examination, minutes remaining will be displayed at the top of the screen and updated as you record your answers.

IMPORTANT: After you have entered your responses, you will later be able to return to any question(s) and change your response, provided the examination time has not run out.

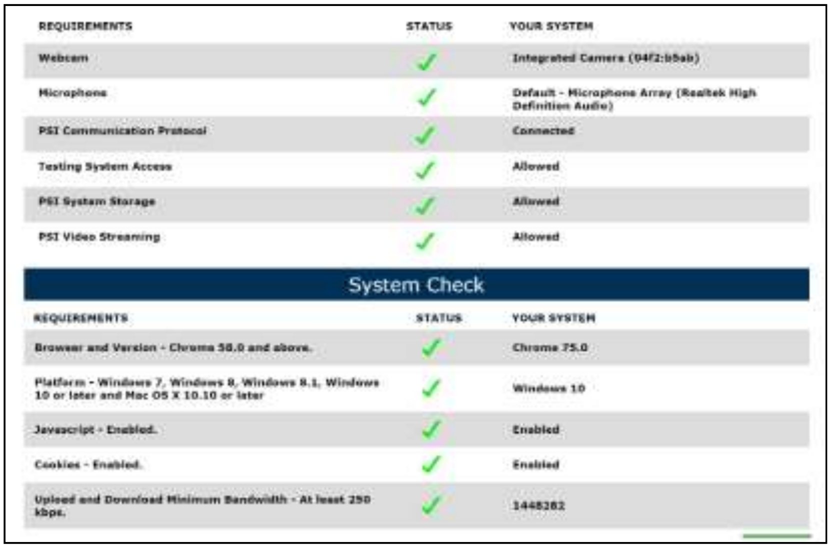
REMOTE ONLINE PROCTORED EXAMINATION

Proctors for online testing will communicate with candidates on-screen during the test and pause the exam whenever unauthorized persons or activity appear on video monitors or in audio recordings. The proctor will pause the exam whenever a candidate leaves the testing station, or an interruption occurs. The proctor may end the test if an interruption is not corrected appropriately. Candidates are not allowed to have scratch paper or take breaks during remotely proctored exams. Immediate on-screen results will be displayed on your screen once you complete BOTH your exam AND the survey following the exam. Paper score reports will not be available upon completion of the exam for this remotely proctored location. A military ID will not be accepted for a remotely proctored exam, however, all other Identification noted above are acceptable for this delivery mode.

BE SURE TO CHECK THE COMPATIBILTY OF YOUR COMPUTER to include Audio/Video Check, Webcam Check and System Check. Prior to scheduling, click here. You must use Google Chrome Browser.



Please note that if your computer performs any system update (i.e. software, server, firewall, webcam, etc.) from the time you schedule your exam to when you attempt to launch your exam, you may experience issues with your compatibility. It is best to conduct another compatibility check on the machine that you will be taking your exam at least 24 hours prior to your scheduled exam. You may also check your compatibility before or after registering for your exam by clicking here.



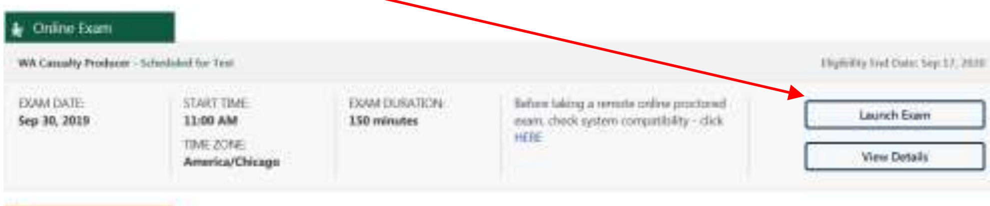
REQUIREMENTS	STATUS	YOUR SYSTEM
Webcam	✓	Integrated Camera (04f2:b5ab)
Microphone	✓	Default - Microphone Array (Realtek High Definition Audio)
PSI Communication Protocol	✓	Connected
Testing System Access	✓	Allowed
PSI System Storage	✓	Allowed
PSI Video Streaming	✓	Allowed

System Check

REQUIREMENTS	STATUS	YOUR SYSTEM
Browser and Version - Chrome 58.0 and above.	✓	Chrome 75.0
Platform - Windows 7, Windows 8, Windows 8.1, Windows 10 or later and Mac OS X 10.10 or later	✓	Windows 10
Javascript - Enabled.	✓	Enabled
Cookies - Enabled.	✓	Enabled
Upload and Download Minimum Bandwidth - At least 250 kbps.	✓	1448282

LAUNCHING THE EXAMINATION

You can launch the examination up to 30 minutes before the scheduled start time.



If you have any questions regarding your compatibility check, or if you experience issues launching your exam, you may contact our remote proctoring technical support at (844) 267-1017. You may also initiate a chat after you close the Secure Browser Software by clicking here.

EXPERIMENTAL ITEMS

In addition to the number of questions per examination, a small number of five to ten "experimental" questions may be administered to candidates during the examinations. These questions will not be scored. The administration of such non-scored experimental questions is an essential step in developing future licensing examinations.

EXAMINATION REVIEW

PSI, in cooperation with the Division of Financial Regulation, will be consistently evaluating the examinations being administered to ensure that the examinations accurately measure competency in the required knowledge areas. Comments may be entered by clicking the Comments link on the function bar of the test question screen.

These comments will be analyzed by PSI examination development staff. PSI does not respond to individuals regarding these comments, all substantive comments are reviewed. **This is the only review of examination materials available to candidates.**

SCORE REPORT

You must get 70% correct to pass the examination. Your score will be displayed on screen at the end of the examination and a score report will be emailed to you. If you fail, the emailed score report will include the diagnostic report indicating your strengths and weaknesses by examination type.

Candidates taking a remotely proctored exam: Please note that you must select to end both the exam portion and survey portion of your test in order to receive your on-screen results and emailed score report. If you do not receive your emailed score report, you may reach out to scorereport@psionline.com.

You may request a duplicate score report after your examination by emailing scorereport@psionline.com. Include your name, candidate ID number and confirmation number. Your candidate ID number and confirmation number is on your exam confirmation email. Please allow up to 72 hours to receive your duplicate score report.

Now you can take the practice exam online at https://home.psiexams.com/#/home to prepare for your Oregon Insurance Examination

Please note that practice exams are intended only to help testing candidates become familiar with the general types of questions that will appear on a licensing examination. They ARE NOT a substitute for proper education and study. Furthermore, scoring well on the practice exam does not guarantee a positive outcome on an actual licensing examination.

Note: You may take the practice exams an unlimited number of times; you will need to pay each time.

TIPS FOR PREPARING FOR YOUR EXAM

The following suggestions will help you prepare for your examination.

- Planned preparation increases your likelihood of passing.
- Start with a current copy of this Candidate Information Bulletin and use the examination content outline as the basis of your study.
- Read study materials that cover all the topics in the content outline.
- Take notes on what you study. Putting information in writing helps you commit it to memory and it is also an excellent business practice. Underline or highlight key ideas that will help with a later review.
- Discuss new terms or concepts as frequently as you can with colleagues. This will test your understanding and reinforce ideas.
- Your studies will be most effective if you study frequently, for periods of about 55 to 60 minutes. Concentration tends to wander when you study for longer periods of time.

EXAMINATION CONTENT OUTLINES

The following outlines describe the content of each of the Oregon Insurance Examinations. These outlines are the basis of the examination. Each examination will contain questions about the subjects in its outline.

The percentages indicate the relative weight assigned to each part of the examination. For example, if a section has 10 percent assigned, 6 questions will be drawn from it on a 60-question examination, 10 on a 100-question examination, and 15 on a 150-question examination.

Sections 1.0 and 2.0 (Insurance Regulation and General Insurance) are common to many of the examinations. Details of these sections appear only once, immediately below.

Note, however, that the section weights differ by examination. Similarly, combination examinations contain all of the content of the single-line examinations they combine and you are referred to the single-line outlines for details. Refer to the outline of the examination you plan to take for the individual section weights.

LAWS AND REGULATIONS EXAMINATION SERIES 12-00

50 questions - 1 hour time limit

Insurance Regulation 60% (30 items)

Licensing

- Purpose
- Process (ORS 744.058, .059, .062)
- Types of licensees
  - Producers (ORS 744.052, .053, 731.104)
  - Consultants (ORS 744.605, .609, .626; OAR 836-071-0150)
  - Adjusters (ORS 744.531)
  - Nonresidents (ORS 744.063)
  - Temporary (ORS 744.073)
- Maintenance and duration
  - Renewal and nonrenewal (ORS 744.072, .074; OAR 836-071-0146)
  - Continuing education requirements (ORS 744.072(4); OAR 836-071-0215 to 0250)
  - Reinstatement (ORS 744.018, .072(6))
  - Assumed business name (ORS 744.028(2),.068)
  - Change of address or telephone number (ORS 744.028(1), .068)
  - Reporting of actions (ORS 744.089)
- Disciplinary actions
  - Cease and desist orders (ORS 731.252)
  - License probation, suspension, revocation or refusal to issue or renew (ORS 744.074)
  - Civil penalty (ORS 731.988)
  - Criminal penalty (ORS 731.992)

State regulation

- Director's enforcement authority (ORS 731.256)
  - Director's inquiries (ORS 731.296)
- Company regulation
  - Producer appointment (ORS 744.078)
  - Termination of appointment (ORS 744.079, .081)
  - Unfair claim settlement practices (ORS 746.230; OAR 836-080-0205 to 0250)
- Producer regulation
  - Fiduciary and trust account responsibilities (ORS 744.083; OAR 836-074-0020 to 0050)
  - Place of business/records maintenance (ORS 744.068)
  - Controlled business (ORS 746.065, .160)
  - Commissions (ORS 744.076, .077)
  - Fees (ORS 744.076, .077; OAR 836-071-0260 to 0277)
- Unfair trade practices
  - Misrepresentation (ORS 746.075, .100)
  - False advertising (ORS 746.110; OAR 836-080-0155)
  - Rebating (ORS 746.045)
  - Unfair discrimination (ORS 746.015; OAR 836-081-0005, 0010, 0020, 0030)
  - Illegal inducement (ORS 746.035)
- Examination of records (ORS 744.068(2, 3))
- Privacy of Consumer Information (ORS 746.600, .620, .630, .665; OAR 836-080-0501 to 836-080-0551)

Federal regulation

- Fair Credit Reporting Act (15 USC 1681 to 1681d)
- Fraud and false statements including 1033 waiver (18 USC 1033, 1034)

General Insurance 40% (20 items)

Concepts

- Risk management key terms
  - Risk
  - Exposure
  - Hazard
  - Peril
  - Loss
- Methods of handling risk
  - Avoidance
  - Retention
  - Sharing
  - Reduction
  - Transfer
- Elements of insurable risks
- Adverse selection
- Law of large numbers
- Reinsurance

Insurers

- Types of insurers
  - Stock companies
  - Mutual companies
  - Fraternal benefit societies
  - Reciprocals
  - Lloyd's associations
  - Risk retention groups
- Private versus government insurers
- Admitted versus nonadmitted insurers
- Domestic, foreign and alien insurers
- Financial status (independent rating services)
- Marketing (distribution) systems

Producers and general rules of agency

- Insurer as principal
- Producer/insurer relationship
- Authority and powers of producer
  - Express
  - Implied
  - Apparent
- Responsibilities to the applicant/insured

Contracts

- Elements of a legal contract
  - Offer and acceptance
  - Consideration
  - Competent parties
  - Legal purpose
- Distinct characteristics of an insurance contract
  - Contract of adhesion
  - Aleatory contract
  - Personal contract
  - Unilateral contract
  - Conditional contract
- Legal interpretations affecting contracts
  - Ambiguities in a contract of adhesion
  - Reasonable expectations
  - Indemnity
  - Utmost good faith
  - Representations/misrepresentations
  - Warranties
  - Concealment
  - Fraud
  - Waiver and estoppel

PRODUCERS EXAMINATION FOR LIFE INSURANCE SERIES 12-01

100 questions - 2 hour time limit

Insurance Regulation 8% (8 items)

Licensing

- Purpose
- Process (ORS 744.058, .059, .062)
- Types of licensees
  - Producers (ORS 744.052, .053, 731.104)
  - Consultants (ORS 744.605, .609, .626; OAR 836-071-0150)
  - Adjusters (ORS 744.531)
  - Nonresidents (ORS 744.063)
  - Temporary (ORS 744.073)
- Maintenance and duration

psi

Renewal and nonrenewal (ORS 744.072, .074) OAR 836-071-0146)
Continuing education requirements (ORS 744.072(4); OAR 836-071-0215 to 0250)
Reinstatement (ORS 744.018, .072(6))
Assumed business name (ORS 744.028(2),.068)
Change of address or telephone number (ORS 744.028(1), .068)

Reporting of actions (ORS 744.089)
Suitability (OAR 836-080-0090; OAR 836-080-0170 to 0190)
Replacement (OAR 836-080-0001 to 0043)

Disciplinary actions
Cease and desist orders (ORS 731.252)
License probation, suspension, revocation or refusal to issue or renew (ORS 744.074)

Civil penalty (ORS 731.988)

Criminal penalty (ORS 731.992)

State regulation
Director's enforcement authority (ORS 731.256)

Director's inquiries (ORS 731.296)

Company regulation

Producer appointment (ORS 744.078)
Termination of appointment (ORS 744.079, .081)
Unfair claim settlement practices (ORS 746.230; OAR 836-080-0205 to 0250)

Producer regulation
Fiduciary and trust account responsibilities (ORS 744.083; OAR 836-074-0020 to 0050)
Place of business/records maintenance (ORS 744.068)
Controlled business (ORS 746.065, .160)
Commissions (ORS 744.076, .077; OAR 836-071-0269-0277)
Fees (ORS 744.076, .077; OAR 836-071-0260 to 0277)

Unfair trade practices
Misrepresentation (ORS 746.075, .100)
False advertising (ORS 746.110; OAR 836-080-0155)

Rebating (ORS 746.045)
Unfair discrimination (ORS 746.015; OAR 836-081-0005, 0010, 0020, 0030)

Illegal inducement (ORS 746.035)
Examination of records (ORS 744.068(2, 3))
Privacy of Consumer Information (ORS 746.600, .620, .630, .665; OAR 836-080-0501 to 836-080-0551)

Federal regulation
Fair Credit Reporting Act (15 USC 1681 to 1681d)
Fraud and false statements including 1033 waiver (18 USC 1033, 1034)

General Insurance 7% (7 items)

Concepts

Risk management key terms

Risk

Exposure

Hazard

Peril

Loss

Methods of handling risk

Avoidance

Retention

Sharing

Reduction

Transfer

Elements of insurable risks

Adverse selection

Law of large numbers

Reinsurance

Insurers

Types of insurers

Stock companies

Mutual companies

Fraternal benefit societies

Reciprocals

Lloyd's associations

Risk retention groups

Private versus government insurers

Admitted versus nonadmitted insurers

Domestic, foreign and alien insurers
Financial status (independent rating services)

Marketing (distribution) systems

Producers and general rules of agency

Insurer as principal

Producer/insurer relationship

Authority and powers of producer

Express

Implied

Apparent

Responsibilities to the applicant/insured

Contracts

Elements of a legal contract

Offer and acceptance

Consideration

Competent parties

Legal purpose

Distinct characteristics of an insurance contract

Contract of adhesion

Aleatory contract

Personal contract

Unilateral contract

Conditional contract

Legal interpretations affecting contracts

Ambiguities in a contract of adhesion

Reasonable expectations

Indemnity

Utmost good faith

Representations/misrepresentations

Warranties

Concealment

Fraud

Waiver and estoppel

Life Insurance Basics 20% (20 items)
Insurable interest (ORS 743.040, .038, .044)

Personal uses of life insurance

Survivor protection

Estate creation

Cash accumulation

Liquidity

Estate conservation
Life settlements (ORS 744.318., .321, .323, .326,.328; OAR 836-014-0200-0330)
Determining amount of personal life insurance

Human life value approach

Needs approach

Types of information gathered

Determining lump-sum needs

Planning for income needs

Business uses of life insurance

Buy-sell funding

Key person (ORS 743.228)

Executive bonuses

Deferred compensation funding
Types of life insurance policies (ORS 731.102, .170)
Group and individual (ORS 731.150, 743.303,)
Permanent, term, variable and annuities (ORS 731.156, 743.245)
Fixed versus variable life insurance and annuities including regulation of variable products (SEC, FINRA, and Oregon) (ORS 733.220)

Licensee responsibilities
Solicitation and sales presentations (OAR 836-051-0005-0020)

Advertising (ORS 746.075, .110, .115)
Oregon Life and Health Insurance Guaranty Association (ORS 734.750-

.890)

Association (ORS 734.750–.890)

Illustrations (OAR 836-051-0500–0600)

Policy summary

Buyer's guide
Life insurance policy cost comparison methods

Replacement (ORS 746.085; OAR 836-080-0001–to 0043)

Use and disclosure of insurance information (ORS 746.600 to .605, .610, .615 to .630, .635 to .660; OAR 836-080-0430)

Field underwriting

Notice of information practices

Application procedures

Delivery

Policy review

Effective date of coverage

Premium collection

Statement of good health

Individual underwriting by the insurer

Information sources and regulation

Application (ORS 743.039, .318)
Medical examinations and lab tests (including
HIV consent) (OAR 836-050-0250)

Selection criteria and unfair discrimination (OAR 836-081-0005, 0010)
Sexual orientation prohibited (OAR 836-050-0240)
Medical and lifestyle questions (OAR 836-050-0245)

Prohibited discrimination (ORS 746.015)

Evidence of insurability (ORS 743.321)

Incontestability (ORS 743.315)
Suitability in the sale of life insurance (OAR 836-080-0090)

Life Insurance Policies 17% (17 items)

Term life insurance

Level term

Annual renewable term

Level premium term

Decreasing term

Whole life insurance

Continuous premium (straight life)

Limited payment

Single premium

Flexible premium policies

Adjustable life

Universal life

Specialized policies

Joint life (first-to-die)

Juvenile life

Survivorship Life

Group life insurance

Characteristics of group plans

Group underwriting requirements
Conversion to individual policy(ORS 743.333–.339)

Incontestability (ORS 743.315)

Evidence of Insurability (ORS 743.321)

Misstatement of Age (ORS 743.324)

Payments under the policy (ORS 743.327)
Termination of individual coverage (ORS 743.333)

Continuing coverage (ORS 743.356)

Prohibited sales practices (ORS 743.348)
Policies issued to trustees of certain funds (ORS 743.354)

Credit life insurance (individual versus group)

Life Insurance Policy Provisions, Options and Riders 12% (12 items)

Standard provisions

Ownership

Assignment (ORS 743.043)

Entire contract (ORS 743.174)

Modifications

Right to examine (free look)

Payment of premiums (ORS 743.162)

Grace period (ORS 743.165)

Reinstatement (ORS 743.171)

Incontestability (ORS 743.168, .315)
Misstatement of age and gender (ORS 743.180)

Exclusions

Suicide exclusion

Medical examination; autopsy
Prohibited provisions including backdating (ORS 743.225)

Beneficiaries

Designation options

Individuals

Classes

Estates

Minors

Trusts

Succession

Revocable versus irrevocable

Common disaster clause

Spendthrift clause

Settlement options

Cash payment

Interest only

Fixed-period installments

Fixed-amount installments

Life income

Single life

Joint and survivor

Nonforfeiture options (ORS 743.204 to .210)

Cash surrender value

Extended term

Reduced paid-up insurance

Policy loan and withdrawal options

Cash loans

Automatic premium loans

Withdrawals or partial surrenders

Uses of dividends (ORS 743.183)

Interest rate (ORS 743.187)

Dividend options

Cash payment

Reduction of premium payments

Accumulation at interest

One-year term option

Paid-up additions

Disability riders

Waiver of premium

Waiver of cost of insurance

Disability income benefit
Payor benefit life/disability (juvenile insurance)

Accelerated (living) benefit provision/rider (ORS 743.154; OAR 836-051-0300-0380, 836-052-0646)

Qualifying events

Disclosure

Effect of benefit payment

Riders covering additional insureds

Spouse/other-insured term rider

Children's term rider

Family term rider

Riders affecting the death benefit amount

Accidental death

Guaranteed insurability

Cost of living

Return of premium

Annuities 20% (20 items)

Annuity principles and concepts

Accumulation period versus annuity period

Owner, annuitant and beneficiary

Insurance aspects of annuities
Suitability in the sale of annuities (OAR 836-080-0090)

Immediate versus deferred annuities

Single premium immediate annuities (SPIAs)

Deferred annuities

Premium payment options

Nonforfeiture

Surrender charges

Death benefits

Annuity (benefit) payment options

Life contingency options
Pure life versus life with guaranteed minimum

Single life versus multiple life

Annuities certain (types)

Annuity products

Fixed annuities

General account assets
Interest rate guarantees (minimum versus current)

Level benefit payment amount

Equity indexed annuities

Market value adjusted annuities

Uses of annuities

Lump-sum settlements
Qualified retirement plans including group versus individual annuities

Personal uses

Individual retirement annuities (IRAs)

Tax-deferred growth

Retirement income

Education funds

Living benefit riders

Federal Tax Considerations for Life Insurance and Annuities 9% (9 items)

Taxation of personal life insurance

Amounts available to policyowner

Cash value increases

Dividends

Policy loans

Surrenders

Amounts received by beneficiary

General rule and exceptions

Settlement options

Values included in insured's estate

Modified endowment contracts (MECs)

Modified endowment versus life insurance

Seven-pay test

Distributions

Taxation of non-qualified annuities

Individually-owned
Accumulation phase (tax issues related to withdrawals)

Annuity phase and the exclusion ratio

Distributions at death

Corporate-owned

Taxation of individual retirement annuities(IRAs)

Traditional IRAs

Contributions and deductible amounts
Premature distributions (including taxation issues)

Annuity phase benefit payments

Amounts received by beneficiary

Roth IRAs

Contributions and limits

Distributions

Rollovers and transfers (IRAs and qualified plans) and suitability

Section 1035 exchanges and suitability

Qualified Plans 7% (7 items)

General requirements

Federal tax considerations
Tax advantages for employers and employees

Taxation of distributions (age-related)

Plan types, characteristics and purchasers

Simplified employee pensions (SEPs)
Self-employed plans (HR 10 or Keogh plans)

Profit-sharing and 401(k) plans

SIMPLE plans

403(b) tax-sheltered annuities (TSAs)

PRODUCERS EXAMINATION FOR HEALTH INSURANCE SERIES 12-02

100 questions - 2 hour time limit

Insurance Regulation 10% (10 items)

Licensing

Purpose

Process (ORS 744.058, .059, .062)

Types of licensees
Producers (ORS 744.052, .053, 731.104)
Consultants (ORS 744.605, .609, .626; OAR 836-071-0150)

Adjusters (ORS 744.531)

Nonresidents (ORS 744.063)

Temporary (ORS 744.073)

Maintenance and duration
Renewal and nonrenewal (ORS 744.072, .074) OAR 836-071-0146)
Continuing education requirements (ORS 744.072(4); OAR 836-071-0215 to 0250)
Reinstatement (ORS 744.018, .072(6))
Assumed business name (ORS 744.028(2),.068)
Change of address or telephone number (ORS 744.028(1), .068)

Reporting of actions (ORS 744.089)
Suitability (OAR 836-080-0090; OAR 836-080-0170 to 0190)
Replacement (OAR 836-080-0001 to 0043)

Disciplinary actions
Cease and desist orders (ORS 731.252)
License probation, suspension, revocation or refusal to issue or renew (ORS 744.074)

Civil penalty (ORS 731.988)

Criminal penalty (ORS 731.992)

State regulation
Director's enforcement authority (ORS 731.256)

Director's inquiries (ORS 731.296)

Company regulation
Producer appointment (ORS 744.078)
Termination of appointment (ORS 744.079,.081)
Unfair claim settlement practices (ORS 746.230; OAR 836-080-0205 to 0250)

Producer regulation
Fiduciary and trust account responsibilities (ORS 744.083; OAR 836-074-0020 to 0050)
Place of business/records maintenance(ORS 744.068)
Controlled business (ORS 746.065, .160)
Commissions (ORS 744.076, .077;OAR 836-071-0269–0277)
Fees (ORS 744.076, .077; OAR 836-071-0260 to 0277)

Unfair trade practices
Misrepresentation (ORS 746.075, .100)
False advertising (ORS 746.110; OAR 836-080-0155)

Rebating (ORS 746.045)
Unfair discrimination (ORS 746.015; OAR 836-081-0005, 0010, 0020, 0030)

Illegal inducement (ORS 746.035)
Examination of records (ORS 744.068(2, 3))
Privacy of Consumer Information (ORS 746.600, .620, .630, .665; OAR 836-080-0501 to 836-080-0551)

Federal regulation
Fair Credit Reporting Act (15 USC 1681 to 1681d)
Fraud and false statements including 1033 waiver (18 USC 1033, 1034)

General Insurance 10% (10 items)

Concepts

Risk management key terms

Risk

Exposure

Hazard

Peril

Loss

Methods of handling risk

Avoidance

Retention

Sharing

Reduction

Transfer

Elements of insurable risks

Adverse selection

Law of large numbers

Reinsurance

Insurers

Types of insurers

Stock companies

Mutual companies

Fraternal benefit societies

Reciprocals

Lloyd's associations

Risk retention groups

Private versus government insurers

Admitted versus nonadmitted insurers

Domestic, foreign and alien insurers

Financial status (independent rating services)

Marketing (distribution) systems

Producers and general rules of agency

Insurer as principal

Producer/insurer relationship

Authority and powers of producer

Express

Implied

Apparent

Responsibilities to the applicant/insured

Contracts

Elements of a legal contract

Offer and acceptance

Consideration

Competent parties

Legal purpose

Distinct characteristics of an insurance contract

Contract of adhesion

Aleatory contract

Personal contract

Unilateral contract

Conditional contract

Legal interpretations affecting contracts

Ambiguities in a contract of adhesion

Reasonable expectations

Indemnity

Utmost good faith

Representations/misrepresentations

Warranties

Concealment

Fraud

Waiver and estoppel

Health Insurance 6% (6 items)

Types of products and benefits

Medical and surgical (ORS 743B.005)

Dental (ORS 731.162, 743B.005)

Long-term care (ORS 743B.005, 743.650, OAR 836-052-0516)

Short-term care (ORS 743.652(5))

Medicare supplements (ORS 743.680, OAR 836-052-0103)

Accident (ORS 743B.005)

Disability

Student health (ORS 743.550)

Blanket (ORS 743.536)

Vision

Types of health insurance policies

Individual versus group

Private versus government

TRICARE (ORS 743B.005)

Limited versus comprehensive

Self-insured versus fully insured

On exchange/off exchange

Small group and large group

Primary or supplemental

Policy exclusion provisions

Producer responsibilities

Marketing requirements

Advertising (OAR 836-020-0200–0305)

Oregon Life and Health Insurance Guaranty Association (ORS 734.750-.890)

Sales presentations

Outline of coverage (OAR 836-020-0305)

Summary benefits and coverage

Field underwriting

Nature and purpose

Disclosure of information about individuals

Application procedures

Requirements at delivery of policy

Common situations for errors/omissions

Individual underwriting on grandfathered plans

Pre-existing conditions

Creditable coverage

Benefits, limitations and exclusions

Producer liability for errors and omissions

Individual Health Insurance Policy General Provisions 7% (7 items)

Uniform required provisions

Incontestability (ORS 743.414, .472)

Grace period (ORS 743.417)

Reinstatement (ORS 743.420)

Uniform optional provisions

Change of occupation (ORS 743.450)

Misstatement of age (ORS 743.453, .489)

Other general provisions

Right to examine (free look) (ORS 743.492)

Consideration clause

Renewability clause (ORS 743.495, .498, 743B.125(5))

Noncancelable

Guaranteed renewable

Conditionally renewable

Renewable at option of insurer

Nonrenewable (cancelable, term)

Cancellation (ORS 743.472, 743B.125(6))

Disability Income and Related Insurance 6% (6 items)

Qualifying for disability benefits

Inability to perform duties

Own occupation

Any occupation

Loss of income (income replacement contracts)

Presumptive disability

Requirement to be under physician care

Individual disability income insurance

Unique aspects of individual disability underwriting

Occupational considerations

Benefit limits

Policy issuance alternatives and medical underwriting

Basic total disability plan

Income benefits (monthly indemnity)

Elimination and benefit periods

Waiver of premium feature

Coordination with social insurance, workers compensation benefits and at-work benefits

Additional monthly benefit (AMB)

Social insurance supplement (SIS)

Occupational versus nonoccupational coverage

Partial disability benefit

Residual disability benefit

Sick leave

Vacation leave

Other provisions affecting income benefits

Cost of living adjustment (COLA) rider

Future increase option (FIO) rider

Relation of earnings to insurance (ORS 743.465)

Other cash benefits

Accidental death and dismemberment

Rehabilitation benefit
Medical reimbursement benefit(nondisabling injury)

Exclusions as the policy lists

Group disability income insurance

Types of disability term

Short-term disability (STD)

Long-term disability (LTD)

Unique aspects of group disability underwriting

Pre-existing conditions

Waiting period

Group total disability benefit

Income benefits (monthly indemnity)

Elimination and benefit periods

Waiver of premium feature

Coordination with social insurance, workers compensation benefits and at-work benefits

Additional monthly benefit (AMB)

Social insurance supplement (SIS)

Occupational versus nonoccupational coverage

Sick leave

Vacation leave

Business disability insurance

Key employee (partner) disability income

Disability buy-sell policy

Social Security disability

Qualification for disability benefits

Definition of disability

Waiting period

Disability income benefits

Workers compensation

Eligibility

Medical Plans 17% (17 items)

Medical plan concepts

Fee-for-service basis versus prepaid basis

Benefit schedule versus usual/reasonable/customary charges

Any provider versus limited choice of providers

Insureds versus subscribers/participants

Deductibles and cost sharing

Types of providers and plans

Major medical insurance (indemnity plans)

Characteristics and plan provisions

Managed Care

Preferred provider organizations (PPOs)

General characteristics and plan provisions

Open panel or closed panel

Point-of-service (POS)

Out-of-network provider access

Primary Care Physician (PPO)

Oregon requirements (individual and group)

Eligibility requirements

Newborn child coverage (ORS 743A.090)

Dependent child age limit (ORS 743A.090)

Coverage for adopted children (ORS 743A.090)

Health Care Reform (Affordable Care Act)

Essential Health Benefits

Levels of Coverage

Payment and Billing

Internal Appeal and External Review

Penalties and Fines

Oregon's Health Insurance Exchange/Marketplace

Definition

Medicaid

Eligibility

Benefits

Subsidies/Tax Credits

HIPAA (Health Insurance Portability and Accountability Act) requirements

Eligibility

Guaranteed issue

Renewability

Group Health Insurance 20% (20 items)

Purpose of group insurance (ORS 743B.003(1) -(8))

Issuance of group contract (ORS 743B.010)

Provisions of coverage (ORS 743B.011)

Experience rating versus community rating

Types of eligible groups

Employment-related groups (ORS 743B.010)

Multiple-Employer Trusts (METs) or Welfare Arrangements (MEWAs) (ORS 750.301)

Self-Funded groups

Associations (alumni, professional, other)

Marketing considerations

Advertising

Regulatory jurisdiction/place of delivery

Employer group health insurance

Insurer underwriting criteria

Characteristics of group

Plan design factors

Persistency factors

Administrative capability

Eligibility for insurance (ORS 743B.105(4), (5))

Employee eligibility

Dependent eligibility

Coordination of benefits provision (OAR 836-020-0770-0806)

Change of insurance companies or loss of coverage

No-loss no-gain

Events that terminate coverage

Extension of benefits

Continuation of coverage under COBRA and Oregon rules (ORS 743B.347; OAR 836-052-0860)

Conversion rights (ORS 743B.343 - .345)

Small employer medical plans

Definition of small employer (ORS 743B.005)

Requirements of small employer (ORS 742.360)

Basic coverage (ORS 743B.005, 743B.012)

Availability of coverage (ORS 743B.104)

Renewability of coverage (ORS 743B.013 (5))

Participation requirements (ORS 743B.013(7))

Open enrollment

Purchase policy through exchange/marketplace (ORS 743B.010)

Small group tax credits

Dental Insurance 3% (3 items)

Pediatric Care (Affordable Care Act)

Family care

Adult care

Categories of dental treatment

Diagnostic and preventive

Restorative

Oral surgery

Endodontics

Periodontics

Prosthodontics

Orthodontics

Access to Dental Coverage

Choice of providers

Scheduled versus nonscheduled plans

Employer group dental expense

Integrated deductibles versus stand-alone plans

Minimizing adverse selection

Insurance for Senior Citizens and Special Needs Individuals 14% (14 items)

Medicare

Nature, financing and administration

Part A — Hospital Insurance

Individual eligibility requirements

Enrollment

Coverages and cost-sharing amounts

Part B — Medical Insurance

Individual eligibility requirements

Enrollment

Coverages and cost-sharing amounts

Exclusions

Claims terminology and other key terms

Part C — Medicare Advantage

Part D — Prescription Drug Insurance

Medicare supplements

Purpose (OAR 836-052-0103)

Open enrollment (OAR 836-052-0138)

Standardized Medicare supplement plans

Core benefits (OAR 836-052-0133)

Additional benefits

Oregon regulations and required provisions

Standards for marketing (OAR 836-052-0175)

Advertising (ORS 743.687; OAR 836-052-0170)

Appropriateness of recommended purchase and excessive insurance (OAR 836-052-0180)

Right to return (free look) (ORS 743.686)

Replacement (ORS 743B.300); OAR 836-052-0165, 0190)

Pre-existing conditions (OAR 836-052-0190)

Required disclosure provisions (ORS 743.685;OAR 836-052-0160)

Outline of coverage (ORS 743.685(2);OAR 836-052-0160, 0190)

Buyer's guide (ORS 743.685(6))

Permitted compensation (OAR 836-052-0156)

Medicare SELECT (OAR 836-052-0139)

Other options for individuals with Medicare

Employer group health plans

Disabled employees

Employees with kidney failure

Individuals age 65 and older

Medicaid

Eligibility

Benefits

Long-Term Care (LTC) policies

Definitions (ORS 743.650 to .665)

Eligibility for benefits

Benefit triggers (ORS 743.652(2))

Activities of daily living requirements (OAR 836-052-0516(1))

Covered services (OAR 836-052-0596)

Benefit periods (ORS 743.665(5))

Benefit amounts (OAR 836-052-0586)

Optional benefits

Guarantee of insurability

Return of premium (ORS 743.665(E))

Qualified LTC plans (OAR 836-052-0531)

Exclusions

Oregon regulations and required provisions

Training for insurance producers (OAR 836-052-0639)

Standards for marketing (OAR 836-052-0706)

Advertising (OAR 836-052-0696)

Shopper's guide (OAR 836-052-0786)

Outline of coverage (ORS 743.655(7); OAR 836-052-0776)

Appropriateness of recommended purchase

Right to return (free look) (ORS 743.655(6))

Replacement (OAR 836-052-0626, 0736)

Renewal provisions

Continuation or conversion

Required disclosure provisions (OAR 836-052-0716)

Inflation protection (OAR 836-052-0616)

Pre-existing conditions (ORS 743.655(3))

Protection against unintentional lapse (OAR 836-052-536(a)(b); 836-052-0740(7))

Partnership provisions (OAR 836-052-0531)

Prohibited provisions

Federal Tax Considerations for Health Insurance 7% (7 items)

Personally-owned health insurance

Disability income insurance

Medical expense insurance

Long-term care insurance

Employer group health insurance

Disability income (STD, LTD)

Benefits subject to FICA

Medical and dental expense

Long-term care insurance

Accidental death and dismemberment

Medical expense coverage for sole proprietors and partners

Business disability insurance

Key person disability income

Buy-sell policy

Health Savings Accounts (HSAs) and Health Reimbursement Accounts (HRAs)

Definition

Eligibility

Contribution limits

Portability

PRODUCERS EXAMINATION FOR LIFE AND HEALTH INSURANCE SERIES 12-03

150 questions - 2 hours and 40 minute time limit

Insurance Regulation 5% (7-8 items)

Licensing

Purpose

Process (ORS 744.058, .059, .062)

Types of licensees

Producers (ORS 744.052, .053, 731.104)

Consultants (ORS 744.605, .609, .626; OAR 836-071-0150)

Adjusters (ORS 744.531)

Nonresidents (ORS 744.063)

Temporary (ORS 744.073)

Maintenance and duration

Renewal and nonrenewal (ORS 744.072, .074) OAR 836-071-0146)

Continuing education requirements (ORS 744.072(4); OAR 836-071-0215 to 0250)

Reinstatement (ORS 744.018, .072(6))

Assumed business name (ORS 744.028(2),.068)

Change of address or telephone number (ORS 744.028(1), .068)

Reporting of actions (ORS 744.089)

Suitability (OAR 836-080-0090; OAR 836-080-0170 to 0190)

Replacement (OAR 836-080-0001 to 0043)

Disciplinary actions

Cease and desist orders (ORS 731.252)

License probation, suspension, revocation or refusal to issue or renew (ORS 744.074)

Civil penalty (ORS 731.988)

Criminal penalty (ORS 731.992)

State regulation

Director's enforcement authority (ORS 731.256)

Director's inquiries (ORS 731.296)

Company regulation

Producer appointment (ORS 744.078)

Termination of appointment (ORS 744.079, .081)

Unfair claim settlement practices (ORS 746.230; OAR 836-080-0205 to 0250)

Producer regulation

Fiduciary and trust account responsibilities (ORS 744.083; OAR 836-074-0020 to 0050)

Place of business/records maintenance (ORS 744.068)

Controlled business (ORS 746.065, .160)

Commissions (ORS 744.076, .077; OAR 836-071-0269-0277)
Fees (ORS 744.076, .077; OAR 836-071-0260 to 0277)

Unfair trade practices
Misrepresentation (ORS 746.075, .100)
False advertising (ORS 746.110; OAR 836-080-0155)

Rebating (ORS 746.045)
Unfair discrimination (ORS 746.015; OAR 836-081-0005, 0010, 0020, 0030)

Illegal inducement (ORS 746.035)
Examination of records (ORS 744.068(2, 3))
Privacy of Consumer Information (ORS 746.600, .620, .630, .665; OAR 836-080-0501 to 836-080-0551)

Federal regulation
Fair Credit Reporting Act (15 USC 1681 to 1681d)
Fraud and false statements including 1033 waiver (18 USC 1033, 1034)

General Insurance 5% (7-8 items)

Concepts

Risk management key terms

Risk

Exposure

Hazard

Peril

Loss

Methods of handling risk

Avoidance

Retention

Sharing

Reduction

Transfer

Elements of insurable risks

Adverse selection

Law of large numbers

Reinsurance

Insurers

Types of insurers

Stock companies

Mutual companies

Fraternal benefit societies

Reciprocals

Lloyd's associations

Risk retention groups

Private versus government insurers

Admitted versus nonadmitted insurers

Domestic, foreign and alien insurers
Financial status (independent rating services)

Marketing (distribution) systems

Producers and general rules of agency

Insurer as principal

Producer/insurer relationship

Authority and powers of producer

Express

Implied

Apparent
Responsibilities to the applicant/insured

Contracts

Elements of a legal contract

Offer and acceptance

Consideration

Competent parties

Legal purpose
Distinct characteristics of an insurance contract

Contract of adhesion

Aleatory contract

Personal contract

Unilateral contract

Conditional contract
Legal interpretations affecting contracts
Ambiguities in a contract of adhesion

Reasonable expectations

Indemnity

Utmost good faith

Representations/misrepresentations

Warranties

Concealment

Fraud

Waiver and estoppel

Life Insurance Basics 10% (15 items)
Insurable interest (ORS 743.040, .038, .044)

Personal uses of life insurance

Survivor protection

Estate creation

Cash accumulation

Liquidity

Estate conservation
Life settlements (ORS 744.318., .321, .323, .326,.328; OAR 836-014-0200-0330)

Determining amount of personal life insurance

Human life value approach

Needs approach

Types of information gathered

Determining lump-sum needs

Planning for income needs

Business uses of life insurance

Buy-sell funding

Key person (ORS 743.228)

Executive bonuses

Deferred compensation funding
Types of life insurance policies (ORS 731.102, .170)
Group and individual (ORS 731.150, 743.303,)
Permanent, term, variable and annuities (ORS 731.156, 743.245)
Fixed versus variable life insurance and annuities including regulation of variable products (SEC, FINRA, and Oregon) (ORS 733.220)

Licensee responsibilities
Solicitation and sales presentations (OAR 836-051-0005-0020)
Advertising (ORS 746.075, .110, .115)
Oregon Life and Health Insurance Guaranty Association (ORS 734.750-.890)
Illustrations (OAR 836-051-0500-0600)

Policy summary

Buyer's guide
Life insurance policy cost comparison methods
Replacement (ORS 746.085; OAR 836-080- 0001-to 0043)

Use and disclosure of insurance information (ORS 746.600 to .605, .610, .615 to .630, .635 to .660; OAR 836-080-0430)

Field underwriting

Notice of information practices

Application procedures

Delivery

Policy review

Effective date of coverage

Premium collection

Statement of good health

Individual underwriting by the insurer

Information sources and regulation

Application (ORS 743.039, .318)
Medical examinations and lab tests (including HIV consent) (OAR 836-050-0250)
Selection criteria and unfair discrimination (OAR 836-081-0005, 0010)
Sexual orientation prohibited (OAR 836-050-0240)
Medical and lifestyle questions (OAR 836-050-0245)
Prohibited discrimination (ORS 746.015)

Evidence of insurability (ORS 743.321)

Incontestability (ORS 743.315)

Suitability in the sale of life insurance (OAR 836-080-0090)

Life Insurance Policies 10% (15 items)

Term life insurance

Level term

Annual renewable term

Level premium term

Decreasing term

Whole life insurance

Continuous premium (straight life)

Limited payment

Single premium

Flexible premium policies

Adjustable life

Universal life

Specialized policies

Joint life (first-to-die)

Juvenile life

Survivorship Life

Group life insurance

Characteristics of group plans

Group underwriting requirements

Conversion to individual policy(ORS 743.333-.339)

Incontestability (ORS 743.315)

Evidence of Insurability (ORS 743.321)

Misstatement of Age (ORS 743.324)

Payments under the policy (ORS 743.327)

Termination of individual coverage (ORS 743.333)

Continuing coverage (ORS 743.356)

Prohibited sales practices (ORS 743.348)

Policies issued to trustees of certain funds (ORS 743.354)

Credit life insurance (individual versus group)

5.0 Life Insurance Policy Provisions, Options and Riders 7% (10 - 11 items)

Standard provisions

Ownership

Assignment (ORS 743.043)

Entire contract (ORS 743.174)

Modifications

Right to examine (free look)

Payment of premiums (ORS 743.162)

Grace period (ORS 743.165)

Reinstatement (ORS 743.171)

Incontestability (ORS 743.168)

Misstatement of age and gender (ORS 743.180)

Exclusions

Suicide exclusion

Medical examination; autopsy

Prohibited provisions including backdating (ORS 743.225)

Beneficiaries

Designation options

Individuals

Classes

Estates

Minors

Trusts

Succession

Revocable versus irrevocable

Common disaster clause

Spendthrift clause

Settlement options

Cash payment

Interest only

Fixed-period installments

Fixed-amount installments

Life income

Single life

Joint and survivor

Nonforfeiture options (ORS 743.204 to .210)

Cash surrender value

Extended term

Reduced paid-up insurance

Policy loan and withdrawal options

Cash loans

Automatic premium loans

Withdrawals or partial surrenders

Uses of dividends (ORS 743.183)

Interest rate (ORS 743.187)

Dividend options

Cash payment

Reduction of premium payments

Accumulation at interest

One-year term option

Paid-up additions

Disability riders

Waiver of premium

Waiver of cost of insurance

Disability income benefit

Payor benefit life/disability (juvenile insurance)

Accelerated (living) benefit provision/rider (ORS 743.154; OAR 836-051-0300-0380, 836-052-0646)

Qualifying events

Disclosure

Effect of benefit payment

Riders covering additional insureds

Spouse/other-insured term rider

Children's term rider

Family term rider

Riders affecting the death benefit amount

Accidental death

Guaranteed insurability

Cost of living

Return of premium

Annuities 11% (16 - 17 items)

Annuity principles and concepts

Accumulation period versus annuity period

Owner, annuitant and beneficiary

Insurance aspects of annuities

Suitability in the sale of annuities (OAR 836-080-0090)

Immediate versus deferred annuities

Single premium immediate annuities (SPIAs)

Deferred annuities

Premium payment options

Nonforfeiture

Surrender charges

Death benefits

Annuity (benefit) payment options

Life contingency options

Pure life versus life with guaranteed minimum

Single life versus multiple life

Annuities certain (types)

Annuity products

Fixed annuities

General account assets

Interest rate guarantees (minimum versus current)

Level benefit payment amount

Equity indexed annuities

Market value adjusted annuities

Uses of annuities

Lump-sum settlements

Qualified retirement plans including group versus individual annuities

Personal uses

Individual retirement annuities (IRAs)

Tax-deferred growth

Retirement income

Education funds

Living benefit riders

Federal Tax Considerations for Life Insurance and Annuities 5% (7 - 8 items)

Taxation of personal life insurance

Amounts available to policyowner

Cash value increases

Dividends

Policy loans

Surrenders

Amounts received by beneficiary

General rule and exceptions

Settlement options

Values included in insured's estate

Modified endowment contracts (MECs)
Modified endowment versus life insurance

Seven-pay test

Distributions

Taxation of non-qualified annuities

Individually-owned
Accumulation phase (tax issues related to withdrawals)
Annuity phase and the exclusion ratio

Distributions at death

Corporate-owned
Taxation of individual retirement annuities(IRAs)

Traditional IRAs
Contributions and deductible amounts
Premature distributions (including taxation issues)

Annuity phase benefit payments

Amounts received by beneficiary

Roth IRAs

Contributions and limits

Distributions
Rollovers and transfers (IRAs and qualified plans) and suitability

Section 1035 exchanges and suitability

Qualified Plans 3%

General requirements

Federal tax considerations
Tax advantages for employers and employees

Taxation of distributions (age-related)
Plan types, characteristics and purchasers

Simplified employee pensions (SEPs)
Self-employed plans (HR 10 or Keogh plans)

Profit-sharing and 401(k) plans

SIMPLE plans

403(b) tax-sheltered annuities (TSAs)

Health Insurance 3%

Types of products and benefits

Medical and surgical (ORS 743B.005)

Dental (ORS 731.162, 743B.005)

Long-term care (ORS 743B.005, 743.650, OAR 836-052-0516)

Short-term care (ORS 743.652(5))
Medicare supplements (ORS 743.680, OAR 836-052-0103)

Accident (ORS 743B.005)

Disability

Student health (ORS 743.550)

Blanket (ORS 743.536)

Vision

Types of health insurance policies

Individual versus group

Private versus government

TRICARE (ORS 743B.005)

Limited versus comprehensive

Self-insured versus fully insured

On exchange/off exchange

Small group and large group

Primary or supplemental

Policy exclusion provisions

Producer responsibilities

Marketing requirements
Advertising (OAR 836-020-0200-0305)
Oregon Life and Health Insurance Guaranty Association (ORS 734.750-.890)

Sales presentations
Outline of coverage (OAR 836-020-0305)

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Nature and purpose
Disclosure of information about individuals

Application procedures

Requirements at delivery of policy
Common situations for errors/omissions
Individual underwriting on grandfathered plans

Pre-existing conditions

Creditable coverage

Benefits, limitations and exclusions
Producer liability for errors and omissions
Individual Health Insurance Policy General Provisions 4% (6 items)

Uniform required provisions

Incontestability (ORS 743.414, .472)

Grace period (ORS 743.417)

Reinstatement (ORS 743.420)

Uniform optional provisions

Change of occupation (ORS 743.450)
Misstatement of age (ORS 743.453, .489)

Other general provisions
Right to examine (free look) (ORS 743.492)

Consideration clause

Legal actions (ORS 743.441)
Renewability clause (ORS 743.495, .498, 743B.125(5))

Noncancelable

Guaranteed renewable

Conditionally renewable

Renewable at option of insurer

Nonrenewable (cancelable, term)
Cancellation (ORS 743.472, 743B.125(6))
Disability Income and Related Insurance 2% (3 items)

Qualifying for disability benefits

Inability to perform duties

Own occupation

Any occupation
Loss of income (income replacement contracts)

Presumptive disability
Requirement to be under physician care

Individual disability income insurance
Unique aspects of individual disability underwriting

Occupational considerations

Benefit limits
Policy issuance alternatives and medical underwriting

Basic total disability plan
Income benefits (monthly indemnity)

Elimination and benefit periods

Waiver of premium feature
Coordination with social insurance, workers compensation benefits and at-work benefits

Additional monthly benefit (AMB)

Social insurance supplement (SIS)
Occupational versus nonoccupational coverage

Partial disability benefit

Residual disability benefit

Sick leave

Vacation leave
Other provisions affecting income benefits
Cost of living adjustment (COLA) rider

Future increase option (FIO) rider
Relation of earnings to insurance (ORS 743.465)

Other cash benefits
Accidental death and dismemberment

Rehabilitation benefit

Medical reimbursement

benefit(nondisabling injury)

Exclusions as the policy lists

Group disability income insurance

Types of disability term

Short-term disability (STD)

Long-term disability (LTD)

Unique aspects of group disability underwriting

Pre-existing conditions

Waiting period

Group total disability benefit

Income benefits (monthly indemnity)

Elimination and benefit periods

Waiver of premium feature

Coordination with social insurance, workers compensation benefits and at-work benefits

Additional monthly benefit (AMB)

Social insurance supplement (SIS)

Occupational versus nonoccupational coverage

Sick leave

Vacation leave

Business disability insurance

Key employee (partner) disability income

Disability buy-sell policy

Social Security disability

Qualification for disability benefits

Definition of disability

Waiting period

Disability income benefits

Workers compensation

Eligibility

Medical Plans 9% (13 - 14 items)

Medical plan concepts

Fee-for-service basis versus prepaid basis

Benefit schedule versus usual/reasonable/customary charges

Any provider versus limited choice of providers

Insureds versus subscribers/participants

Deductibles and cost sharing

Types of providers and plans

Major medical insurance (indemnity plans)

Characteristics and plan provisions

Managed Care

Preferred provider organizations (PPOs)

General characteristics and plan provisions

Open panel or closed panel

Point-of-service (POS)

Out-of-network provider access

Primary Care Physician (PPO)

Oregon requirements (individual and group)

Eligibility requirements

Newborn child coverage (ORS 743A.090)

Dependent child age limit (ORS 743A.090)

Coverage for adopted children (ORS 743A.090)

Health Care Reform (Affordable Care Act)

Essential Health Benefits

Levels of Coverage

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Medicaid

Eligibility

Benefits

Subsidies/Tax Credits

HIPAA (Health Insurance Portability and Accountability Act) requirements

Eligibility

Guaranteed issue

Renewability

Group Health Insurance 11% (16 - 17 items)

Purpose of group insurance (ORS 743B.003(1) -(8))

Issuance of group contract (ORS 743B.010)

Provisions of coverage (ORS 743B.011)

Experience rating versus community rating

Types of eligible groups

Employment-related groups (ORS 743B.010)

Multiple-Employer Trusts (METs) or Welfare Arrangements (MEWAs) (ORS 750.301)

Self-Funded groups

Associations (alumni, professional, other)

Marketing considerations

Advertising

Regulatory jurisdiction/place of delivery

Employer group health insurance

Insurer underwriting criteria

Characteristics of group

Plan design factors

Persistency factors

Administrative capability

Eligibility for insurance (ORS 743B.105(4), (5))

Employee eligibility

Dependent eligibility

Coordination of benefits provision (OAR 836-020-0770 to 0806)

Change of insurance companies or loss of coverage

No-loss no-gain

Events that terminate coverage

Extension of benefits

Continuation of coverage under COBRA and Oregon rules (ORS 743B.347; OAR 836-052-0860)

Conversion rights (ORS 743B.343 – .345)

Small employer medical plans

Definition of small employer (ORS 743B.005)

Requirements of small employer (ORS 742.360)

Basic coverage (ORS 743B.005, 743B.012)

Availability of coverage (ORS 743B.104)

Renewability of coverage (ORS 743B.013 (5))

Participation requirements (ORS 743B.013(7))

Open enrollment

Purchase policy through exchange/marketplace (ORS 743B.010)

Small group tax credits

Dental Insurance 2% (3 items)

Pediatric Care (Affordable Care Act)

Family care

Adult care

Categories of dental treatment

Diagnostic and preventive

Restorative

Oral surgery

Endodontics

Periodontics

Prosthodontics

Orthodontics

Access to Dental Coverage

Choice of providers

Scheduled versus nonscheduled plans

Employer group dental expense

Integrated deductibles versus stand-alone plans

Minimizing adverse selection

Insurance for Senior Citizens and Special Needs Individuals 9% (13 - 14 items)

Medicare

Nature, financing and administration

Part A — Hospital Insurance

Individual eligibility requirements

- Enrollment
- Coverages and cost-sharing amounts

Part B — Medical Insurance

- Individual eligibility requirements
- Enrollment
- Coverages and cost-sharing amounts
- Exclusions
- Claims terminology and other key terms

Part C — Medicare Advantage

Part D — Prescription Drug Insurance

Medicare supplements

- Purpose (OAR 836-052-0103)
- Open enrollment (OAR 836-052-0138)
- Standardized Medicare supplement plans
  - Core benefits (OAR 836-052-0133)
  - Additional benefits
- Oregon regulations and required provisions
  - Standards for marketing (OAR 836-052-0175)
  - Advertising (ORS 743.687; OAR 836-052-0170)
  - Appropriateness of recommended purchase and excessive insurance (OAR 836-052-0180)
  - Right to return (free look) (ORS 743.686)
  - Replacement (ORS 743B.300); OAR 836-052-0165, 0190)
  - Pre-existing conditions
  - Required disclosure provisions (ORS 743.685;OAR 836-052-0160)
  - Outline of coverage (ORS 743.685(2);OAR 836-052-0160, 0190)
  - Buyer's guide (ORS 743.685(6))
  - Permitted compensation (OAR 836-052-0156)
- Medicare SELECT (OAR 836-052-0139)

Other options for individuals with Medicare

- Employer group health plans
  - Disabled employees
  - Employees with kidney failure
  - Individuals age 65 and older
- Medicaid
  - Eligibility
  - Benefits

Long-Term Care (LTC) policies

- Definitions (ORS 743.650 to .665)
- Eligibility for benefits
- Benefit triggers (ORS 743.652(2))
- Activities of daily living requirements (OAR 836-052-0516(1))
- Covered services (OAR 836-052-0596)
- Benefit periods (ORS 743.665(5))
- Benefit amounts (OAR 836-052-0586)
- Optional benefits
  - Guarantee of insurability
  - Return of premium (ORS 743.665(E))
- Qualified LTC plans (OAR 836-052-0531)
- Exclusions
- Oregon regulations and required provisions
  - Training for insurance producers (OAR 836-052-0639)
  - Standards for marketing (OAR 836-052-0706)
  - Advertising (OAR 836-052-0696)
  - Shopper's guide (OAR 836-052-0786)
  - Outline of coverage (ORS 743.655(7); OAR 836-052-0776)
  - Appropriateness of recommended purchase
  - Right to return (free look) (ORS 743.655(6))
  - Replacement (OAR 836-052-0626, 0736)
  - Renewal provisions
  - Continuation or conversion
  - Required disclosure provisions (OAR 836-052-0716)
  - Inflation protection (OAR 836-052-0616)
  - Pre-existing conditions (ORS 743.655(3))
  - Protection against unintentional lapse (OAR 836-052-536(a)(b); 836-052-0740(7))
  - Partnership provisions (OAR 836-052-0531)
  - Prohibited provisions

Federal Tax Considerations for Health Insurance 4% (6 items)

Personally-owned health insurance

- Disability income insurance
- Medical expense insurance
- Long-term care insurance

Employer group health insurance

- Disability income (STD, LTD)
  - Benefits subject to FICA
- Medical and dental expense
- Long-term care insurance
- Accidental death and dismemberment

Medical expense coverage for sole proprietors and partners

Business disability insurance

- Key person disability income
- Buy-sell policy

Health Savings Accounts (HSAs) and Health Reimbursement Accounts (HRAs)

- Definition
- Eligibility
- Contribution limits
- Portability

PRODUCERS EXAMINATION FOR PROPERTY AND CASUALTY INSURANCE SERIES 12-04

150 questions - 2 hours and 40 minute time limit

Insurance Regulation 11%

Licensing

- Purpose
- Process (ORS 744.058, .059, .062)
- Types of licensees
  - Producers (ORS 744.052, .053, 731.104)
  - Consultants (ORS 744.605, .609, .626; OAR 836-071-0150)
  - Adjusters (ORS 744.531)
  - Nonresidents (ORS 744.063)
  - Temporary (ORS 744.073)
- Maintenance and duration
  - Renewal and nonrenewal (ORS 744.072, .074) OAR 836-071-0146)
  - Continuing education requirements (ORS 744.072(4); OAR 836-071-0215 to 0250)
  - Reinstatement (ORS 744.018, .072(6))
  - Assumed business name (ORS 744.028(2),.068)
  - Change of address or telephone number (ORS 744.028(1), .068)
  - Reporting of actions (ORS 744.089)
- Disciplinary actions
  - Cease and desist orders (ORS 731.252)
  - License probation, suspension, revocation or refusal to issue or renew (ORS 744.074)
  - Civil penalty (ORS 731.988)
  - Criminal penalty (ORS 731.992)

State regulation

- Director's enforcement authority (ORS 731.256)
  - Director's inquiries (ORS 731.296)
- Company regulation
  - Producer appointment (ORS 744.078)
  - Termination of appointment (ORS 744.079, .081)
  - Unfair claim settlement practices (ORS 746.230; OAR 836-080-0205 to 0250)
- Producer regulation
  - Fiduciary and trust account responsibilities (ORS 744.083; OAR 836-074-0020 to 0050)
  - Place of business/records maintenance (ORS 744.068)
  - Controlled business (ORS 746.065, .160)
  - Commissions (ORS 744.076, .077; OAR 836-071-0269-0277)
  - Fees (ORS 744.076, .077; OAR 836-071-0260 to 0277)
- Unfair trade practices
  - Misrepresentation (ORS 746.075, .100)
  - False advertising (ORS 746.110; OAR 836-080-0155)

Rebating (ORS 746.045)
Unfair discrimination (ORS 746.015; OAR 836-081-0005, 0010, 0020, 0030)
Illegal inducement (ORS 746.035)
Examination of records (ORS 744.068(2, 3))
Privacy of Consumer Information (ORS 746.600, .620, .630, .665; OAR 836-080-0501 to 836-080-0551)

Federal regulation

Fair Credit Reporting Act (15 USC 1681 to 1681d)
Fraud and false statements including 1033 waiver (18 USC 1033, 1034)

General Insurance 10%

Concepts

Risk management key terms
Risk
Exposure
Hazard
Peril
Loss
Methods of handling risk
Avoidance
Retention
Sharing
Reduction
Transfer
Elements of insurable risks
Adverse selection
Law of large numbers
Reinsurance

Insurers

Types of insurers
Stock companies
Mutual companies
Fraternal benefit societies
Reciprocals
Lloyd's associations
Risk retention groups
Private versus government insurers
Admitted versus nonadmitted insurers
Domestic, foreign and alien insurers
Financial status (independent rating services)
Marketing (distribution) systems

Producers and general rules of agency

Insurer as principal
Producer/insurer relationship
Authority and powers of producer
Express
Implied
Apparent
Responsibilities to the applicant/insured

Contracts

Elements of a legal contract
Offer and acceptance
Consideration
Competent parties
Legal purpose
Distinct characteristics of an insurance contract
Contract of adhesion
Aleatory contract
Personal contract
Unilateral contract
Conditional contract
Legal interpretations affecting contracts
Ambiguities
Reasonable expectations
Indemnity
Utmost good faith
Representations/misrepresentations
Warranties
Concealment
Fraud
Waiver and estoppel

Property and Casualty Insurance Basics 14%

Principles and concepts

Insurable interest
Underwriting
Function
Loss ratio
Rates
Types
Loss costs
Components
Hazards
Physical
Moral
Morale
Negligence
Elements of a negligent act
Defenses against negligence
Damages
Compensatory — economic versus non-economic
Punitive
Absolute liability
Strict liability
Vicarious liability
Causes of loss (perils)
Named perils versus special (open) perils
Direct loss
Consequential or indirect loss
Blanket, specific insurance, and margin clause
Basic types of construction
Loss valuation
Actual cash value
Replacement cost
Functional replacement cost
Market value
Agreed value
Stated amount
Valued policy

Policy structure

Declarations
Definitions
Insuring agreement or clause
Additional/supplementary coverage
Conditions
Exclusions
Endorsements

Common policy provisions

Insureds — named, first named and additional
Policy period
Policy territory
Cancellation and nonrenewal
Deductibles
Other insurance
Concurrent
Primary and excess
Limits of liability
Per occurrence (accident)
Per person
Aggregate—general versus products—completed operations
Split
Combined single
Policy limits
Restoration/nonreduction of limits
Coinsurance
Vacancy or unoccupancy
Named insured provisions
Duties after loss
Assignment
Abandonment
Insurer provisions
Liberalization
Subrogation
Salvage
Claim settlement options
Duty to defend
Third-party provisions
Standard mortgage clause
Loss payable clause
No benefit to the bailee

Oregon laws, regulations and required provisions

Oregon Insurance Guaranty Association (ORS 734.510-.710)
Cancellation and nonrenewal
Commercial liability (ORS 742.700-.710)
Property (ORS 742.224, 746.686-687)
Automobile (ORS 742.560-.572)
Binders (ORS 742.043)
Rates (ORS 737.025, .310; OAR 836-010-0011)
Policy forms (ORS 742.003, .005)
Suit against insurer (ORS 742.240)
Concealment, misrepresentation or fraud (ORS 742.013, .208, .562(1)(b), .702(1)(b); 746.075, .100, .110)
Unfair discrimination (ORS 746.015,.018, .240)
Federal Terrorism Insurance Program (15 USC 6701; Public Law 109-144, 110-160)

Dwelling Policy 6%

- **Characteristics and purpose**
- **Coverage forms — Perils insured against**
  - Basic — Oregon
  - Broad
  - Special
- **Property coverages**
  - Coverage A — Dwelling
  - Coverage B — Other structures
  - Coverage C — Personal property
  - Coverage D — Fair rental value
  - Coverage E — Additional living expense
  - Other coverages
- **General exclusions**
- **Conditions**
- **Selected endorsements**
  - Special provisions — Oregon
  - Automatic increase in insurance
  - Broad theft coverage
  - Dwelling under construction
- **Personal liability supplement**

Homeowners Policy 8%

- **Coverage forms**
  - HO-2 through HO-6
  - HO-8
- **Definitions**
- **Section I — Property coverages**
  - Coverage A — Dwelling
  - Coverage B — Other structures
  - Coverage C — Personal property
  - Coverage D — Loss of use
  - Additional coverages
- **Section II — Liability coverages**
  - Coverage E — Personal liability
  - Coverage F — Medical payments to others
  - Additional coverages
- **Perils insured against**
- **Exclusions**
- **Conditions**
- **Selected endorsements**
  - Special provisions — Oregon
  - Limited fungi, wet or dry rot, or bacteria coverage
  - Earthquake
  - Scheduled personal property
  - Personal property replacement cost
  - Permitted incidental occupancies — residence premises — Oregon
  - Home day care — Oregon
  - Business pursuits
  - Watercraft
  - Personal injury
  - Identify theft

Auto Insurance 11%

- **Laws**
  - Oregon Motor Vehicle Financial Responsibility Law
  - Required motor vehicle limits of liability (ORS 806.070, .075)
  - Other ways to prove responsibility (ORS 806.011, .060, .080)
  - Personal injury protection (ORS 742.518-.544)
    - Medical
    - Loss of income
    - Funeral
    - Essential services
    - Exclusions from coverage
    - Arbitration
    - Day Care
  - Uninsured/underinsured motorist (ORS 742.500-.510)
    - Definitions
    - Bodily injury
    - Property damage
    - Required limits
  - Aftermarket Crash Parts Act (ORS 746.287, .289, .292)
  - Credit History (ORS 746.661
  - Total Loss (ORS 742.554, 801.527, 819.014), (OAR 836.080.0240)
- **Personal auto policy**
  - Definitions
  - Liability coverage
    - Bodily injury and property damage
    - Supplementary payments
    - Exclusions
  - Medical payments coverage
  - Coverage for damage to your auto
    - Collision
    - Other than collision (comprehensive)
    - Deductibles
    - Exclusions
    - Rental Reimbursement
  - Duties after an accident or loss
  - General provisions
  - Selected endorsements
    - Amendment of policy provisions — Oregon
    - Towing and labor costs
    - Extended non-owned coverage — vehicles furnished or available for regular use
    - Miscellaneous type vehicle
    - Joint ownership coverage
- **Commercial auto**
  - Commercial auto coverage forms
    - Business auto
    - Garage
    - Business auto physical damage
    - Motor carrier
  - Coverage form sections
    - Covered autos
    - Liability coverage
    - Garage keeper's coverage
    - Trailer interchange coverage
    - Physical damage coverage
    - Exclusions
    - Conditions
    - Definitions
  - Selected endorsements
    - Lessor — additional insured and loss payee
    - Mobile equipment
    - Auto medical payments coverage/personal injury protection
    - Drive other car coverage
    - Individual named insured
    - Suspension of coverage
  - Commercial carrier regulations
    - The Motor Carrier Act of 1980
    - Endorsement for motor carrier policies of insurance for public liability (MCS-90)

Commercial Package Policy (CPP) 13%

- **Components of a commercial policy**
  - Common policy declarations
  - Common policy conditions
  - Interline endorsements
  - One or more coverage parts
- **Commercial general liability**
  - Commercial general liability coverage forms
    - Bodily injury and property damage liability
    - Personal and advertising injury liability
    - Medical payments
    - Supplementary payments
    - Who is an insured
    - Limits of insurance
    - Conditions
    - Definitions
    - Exclusions
    - Occurrence versus claims-made
      - Trigger
      - Retroactive date
      - Extended reporting periods — basic versus supplemental
      - Claim information
  - Premises and operations
  - Products and completed operations
  - Insured contract defined/contractual liability
  - Pollution liability coverage form
- **Commercial property**
  - Commercial property conditions form
  - Coverage forms
    - Building and personal property
    - Condominium association
    - Condominium commercial unit-owners
    - Builders risk
    - Business income
    - Legal liability
    - Extra expense
  - Causes of loss forms
    - Basic
    - Broad
    - Special
  - Selected endorsements
    - Ordinance or law
    - Spoilage

Peak season limit of insurance

Value reporting form

Commercial crime

General definitions

Burglary

Theft

Robbery

Crime coverage forms

Commercial crime coverage forms (discovery/loss sustained)

Government crime coverage forms (discovery/loss sustained)

Coverages

Employee theft

Forgery or alteration

Inside the premises — theft of money and securities

Inside the premises — robbery or safe burglary of other property

Outside the premises

Computer fraud

Funds transfer fraud

Money orders and counterfeit money

Other crime coverages

Extortion — commercial entities

Guests' property

Identify theft/data breach

Commercial inland marine

Nationwide marine definition

Commercial inland marine conditions form

Inland marine coverage forms

Accounts receivable

Bailee's customer

Commercial articles

Contractors equipment floater

Electronic data processing

Installation floater

Signs

Valuable papers and records

Transportation coverages

Motor truck cargo forms

Transit coverage forms

Equipment breakdown

Equipment breakdown protection coverage form

Selected endorsement

Actual cash value

Farm coverage

Farm property coverage form

Coverage A — Dwellings

Coverage B — Other private structures

Coverage C — Household personal property

Coverage D — Loss of use

Coverage E — Scheduled personal property

Coverage F — Unscheduled farm personal property

Coverage G — Other farm structures

Farm liability coverage form

Coverage H — Bodily injury and property damage liability

Coverage I — Personal and advertising injury liability

Coverage J — Medical payments

Mobile agricultural machinery and equipment coverage form

Livestock coverage form

Definitions

Causes of loss (basic, broad and special)

Conditions

Exclusions

Limits

Additional coverages

Businessowners Policy 5%

Characteristics and purpose

Businessowners Section I — Property

Coverages

Exclusions

Limits

Deductibles

Loss conditions

General conditions

Optional coverages

Definitions

Businessowners Section II — Liability

Coverages

Exclusions

Who is an insured

Limits of insurance

General conditions

Definitions

Businessowners Section III — Common Policy Conditions

Selected endorsements

Hired auto and non-owned auto liability

Protective safeguards

Utility services — direct damage

Utility services — time element

Workers' Compensation Insurance 11%

Workers' compensation laws

Type of law

Monopolistic versus competitive

Compulsory versus elective

Oregon Workers' Compensation Law (ORS Chapter 656)

Exclusive remedy (ORS 656.018)

Employment covered (required, voluntary, leased) (ORS 656.017, .023, .027-.041)

Covered injuries (ORS 656.005(7))

Occupational disease (ORS 656.802-.804)

Benefits provided (ORS 656.202, .204, .206, .208, .210, .211, .212, .214, .216, .245, .258)

Workers' Compensation Handicapped Workers Program (ORS 656.628)

Workers' compensation and employers liability insurance policy

General section

Part One — Workers' compensation insurance

Part Two — Employers liability insurance

Part Three — Other states insurance

Part Four — Your duties if injury occurs

Part Five — Premium

Part Six — Conditions

Selected endorsement

Voluntary compensation

Premium computations

Job classification

Rates

Payroll

Adjustment upon audit

Experience modification factor

Premium discounts

Other sources of coverage

Oregon Workers' Compensation Fund Insurance Plan (ORS 656.730; OAR 836-043-0001-0091)

Self-insured employers and employer groups (ORS 656.403, .407)

Other Coverages and Options 11%

Umbrella/excess liability policies

Personal

Commercial

Specialty liability insurance

Errors and omissions

Professional liability

Directors and officer's liability

Fiduciary liability

Liquor liability

Employment practices liability

Surplus lines (ORS Sec. 735.410, .415)

Definitions and markets

Licensing requirements

Surety bonds

Principal, obligee and surety

Contract bonds

License and permit bonds

Judicial bonds

National Flood Insurance Program

Write your own versus government

Eligibility

Coverage

Limits

Deductibles

Other policies

Boatowners

Difference in conditions

Recreational vehicles

Residual markets

Joint Underwriting Association (ORS 735.200-.260; 737.390)

Oregon FAIR Plan Association (ORS 735.005, .015, .045)

PRODUCERS EXAMINATION FOR PROPERTY INSURANCE
SERIES 12-12

100 questions – 2 hour time limit

Insurance Regulation 13%

Licensing

- Purpose
- Process (ORS 744.058, .059, .062)
- Types of licensees
  - Producers (ORS 744.052, .053, 731.104)
  - Consultants (ORS 744.605, .609, .626; OAR 836-071-0150)
  - Adjusters (ORS 744.531)
  - Nonresidents (ORS 744.063)
  - Temporary (ORS 744.073)
- Maintenance and duration
  - Renewal and nonrenewal (ORS 744.072, .074) OAR 836-071-0146)
  - Continuing education requirements (ORS 744.072(4); OAR 836-071-0215 to 0250)
  - Reinstatement (ORS 744.018, .072(6))
  - Assumed business name (ORS 744.028(2),.068)
  - Change of address or telephone number (ORS 744.028(1), .068)
  - Reporting of actions (ORS 744.089)
- Disciplinary actions
  - Cease and desist orders (ORS 731.252)
  - License probation, suspension, revocation or refusal to issue or renew (ORS 744.074)
  - Civil penalty (ORS 731.988)
  - Criminal penalty (ORS 731.992)

State regulation

- Director's enforcement authority (ORS 731.256)
  - Director's inquiries (ORS 731.296)
- Company regulation
  - Producer appointment (ORS 744.078)
  - Termination of appointment (ORS 744.079, .081)
  - Unfair claim settlement practices (ORS 746.230; OAR 836-080-0205 to 0250)
- Producer regulation
  - Fiduciary and trust account responsibilities (ORS 744.083; OAR 836-074-0020 to 0050)
  - Place of business/records maintenance (ORS 744.068)
  - Controlled business (ORS 746.065, .160)
  - Commissions (ORS 744.076, .077; OAR 836-071-0269-0277)
  - Fees (ORS 744.076, .077; OAR 836-071-0260 to 0277)
- Unfair trade practices
  - Misrepresentation (ORS 746.075, .100)
  - False advertising (ORS 746.110; OAR 836-080-0155)
  - Rebating (ORS 746.045)
  - Unfair discrimination (ORS 746.015; OAR 836-081-0005, 0010, 0020, 0030)
  - Illegal inducement (ORS 746.035)
- Examination of records (ORS 744.068(2, 3))
  - Privacy of Consumer Information (ORS 746.600, .620, .630, .665; OAR 836-080-0501 to 836-080-0551)

Federal regulation

- Fair Credit Reporting Act (15 USC 1681 to 1681d)
- Fraud and false statements including 1033 waiver (18 USC 1033, 1034)

General Insurance 13%

Concepts

- Risk management key terms
  - Risk
  - Exposure
  - Hazard
  - Peril
  - Loss
- Methods of handling risk
  - Avoidance
  - Retention
  - Sharing
  - Reduction
  - Transfer
- Elements of insurable risks
- Adverse selection
- Law of large numbers
- Reinsurance

Insurers

- Types of insurers
  - Stock companies
  - Mutual companies
  - Fraternal benefit societies
  - Reciprocals
  - Lloyd's associations
  - Risk retention groups
- Private versus government insurers
- Admitted versus nonadmitted insurers
- Domestic, foreign and alien insurers
- Financial status (independent rating services)
- Marketing (distribution) systems

Producers and general rules of agency

- Insurer as principal
- Producer/insurer relationship
- Authority and powers of producer
  - Express
  - Implied
  - Apparent
- Responsibilities to the applicant/insured

Contracts

- Elements of a legal contract
  - Offer and acceptance
  - Consideration
  - Competent parties
  - Legal purpose
- Distinct characteristics of an insurance contract
  - Contract of adhesion
  - Aleatory contract
  - Personal contract
  - Unilateral contract
  - Conditional contract
- Legal interpretations affecting contracts
  - Ambiguities
  - Reasonable expectations
  - Indemnity
  - Utmost good faith
  - Representations/misrepresentations
  - Warranties
  - Concealment
  - Fraud
  - Waiver and estoppel

Property and Casualty Insurance Basics 16%

Principles and concepts

- Insurable interest
- Underwriting
  - Function
  - Loss ratio
- Rates
  - Types
  - Loss costs
  - Components
- Hazards
  - Physical
  - Moral
  - Morale
- Causes of loss (perils)
- Named perils versus special (open) perils
- Direct loss
- Consequential or indirect loss
- Blanket, specific insurance, and margin clause
- Basic types of construction
- Loss valuation
  - Actual cash value
  - Replacement cost
  - Functional replacement cost
  - Market value
  - Agreed value
  - Stated amount
  - Valued policy

Policy structure

- Declarations
- Definitions
- Insuring agreement or clause
- Additional/supplementary coverage
- Conditions
- Exclusions
- Endorsements

Common policy provisions

- Insureds — named, first named and additional
- Policy period
- Policy territory
- Cancellation and nonrenewal
- Deductibles
- Other insurance
- Concurrent
  - Primary and excess

- Policy limits
- Restoration/nonreduction of limits
- Coinsurance
- Vacancy or unoccupancy
- Named insured provisions
  - Duties after loss
  - Assignment
  - Abandonment
- Insurer provisions
  - Liberalization
  - Subrogation
  - Salvage
  - Claim settlement options
- Third-party provisions
  - Standard mortgage clause
  - Loss payable clause
  - No benefit to the bailee

Oregon laws, regulations and required provisions

- Oregon Insurance Guaranty Association (ORS 734.510-.710)
- Cancellation and nonrenewal
  - Commercial liability (ORS 742.700-.710)
  - Property (ORS 742.224, 746.686-687)
- Binders (ORS 742.043)
- Rates (ORS 737.025, .310; OAR 836-010-0011)
- Policy forms (ORS 742.003, .005)
- Suit against insurer (ORS 742.240)

Concealment, misrepresentation or fraud (ORS 742.013, .208, .562(1)(b), .702(1)(b); 746.075, .100, .110)

- Unfair discrimination (ORS 746.015,.018, .240)
- Federal Terrorism Insurance Program (15 USC 6701; Public Law 109-144, 110-160)

Dwelling Policy 10%

Characteristics and purpose

Coverage forms — Perils insured against

- Basic — Oregon
- Broad
- Special

Property coverages

- Coverage A — Dwelling
- Coverage B — Other structures
- Coverage C — Personal property
- Coverage D — Fair rental value
- Coverage E — Additional living expense
- Other coverages

General exclusions

Conditions

Selected endorsements

- Special provisions — Oregon
- Automatic increase in insurance
- Broad theft coverage
- Dwelling under construction

Personal liability supplement

Homeowners Policy 17%

Coverage forms

- HO-2 through HO-6
- HO-8

Definitions

Section I — Property coverages

- Coverage A — Dwelling
- Coverage B — Other structures
- Coverage C — Personal property
- Coverage D — Loss of use
- Additional coverages

Perils insured against

Exclusions

Conditions

Selected endorsements

- Special provisions — Oregon
- Limited fungi, wet or dry rot, or bacteria coverage
- Earthquake
- Scheduled personal property
- Personal property replacement cost
- Permitted incidental occupancies — residence premises — Oregon
- Home day care — Oregon

Commercial Package Policy (CPP) 13%

Components of a commercial policy

- Common policy declarations
- Common policy conditions
- Interline endorsements
- One or more coverage parts

Commercial property

- Commercial property conditions form
- Coverage forms
  - Building and personal property
  - Condominium association
  - Condominium commercial unit-owners
  - Builders risk
  - Business income
  - Legal liability
  - Extra expense
- Causes of loss forms
  - Basic
  - Broad
  - Special
- Selected endorsements
  - Ordinance or law
  - Spoilage
  - Peak season limit of insurance
  - Value reporting form

Commercial inland marine

- Nationwide marine definition
- Commercial inland marine conditions form
- Inland marine coverage forms
  - Accounts receivable
  - Bailee's customer
  - Commercial articles
  - Contractors equipment floater
  - Electronic data processing
  - Installation floater
  - Signs
  - Valuable papers and records
- Transportation coverages
  - Motor truck cargo forms
  - Transit coverage forms

Equipment breakdown

- Equipment breakdown protection coverage form
- Selected endorsement
  - Actual cash value

Farm coverage

- Farm property coverage form
  - Coverage A — Dwellings
  - Coverage B — Other private structures
  - Coverage C — Household personal property
  - Coverage D — Loss of use
  - Coverage E — Scheduled personal property
  - Coverage F — Unscheduled farm personal property
  - Coverage G — Other farm structures
- Mobile agricultural machinery and equipment coverage form
- Livestock coverage form
- Definitions
- Causes of loss (basic, broad and special)
- Conditions
- Exclusions
- Limits
- Additional coverages

Businessowners Policy 8%

Characteristics and purpose

Businessowners Section I — Property

- Coverages
- Exclusions
- Limits
- Deductibles
- Loss conditions
- General conditions
- Optional coverages
- Definitions

Businessowners Section III — Common Policy Conditions

Selected endorsements

- Protective safeguards
- Utility services — direct damage
- Utility services — time element

Other Coverages and Options 10%

National Flood Insurance Program

- Write your own versus government
- Eligibility
- Coverage
- Limits
- Deductibles

Other policies

- Boatowners
- Difference in conditions
- Recreational vehicles

Residual markets

Joint Underwriting Association (ORS 735.200-.260; 737.390)
Oregon FAIR Plan Association (ORS 735.005, .015, .045)

PRODUCERS EXAMINATION FOR CASUALTY INSURANCE SERIES 12-13

100 questions – 2 hour time limit

Insurance Regulation 11%

Licensing
- Purpose
- Process (ORS 744.058, .059, .062)
- Types of licensees
  - Producers (ORS 744.052, .053, 731.104)
  - Consultants (ORS 744.605, .609, .626; OAR 836-071-0150)
  - Adjusters (ORS 744.531)
  - Nonresidents (ORS 744.063)
  - Temporary (ORS 744.073)
- Maintenance and duration
  - Renewal and nonrenewal (ORS 744.072, .074) OAR 836-071-0146)
  - Continuing education requirements (ORS 744.072(4); OAR 836-071-0215 to 0250)
  - Reinstatement (ORS 744.018, .072(6))
  - Assumed business name (ORS 744.028(2),.068)
  - Change of address or telephone number (ORS 744.028(1), .068)
  - Reporting of actions (ORS 744.089)
- Disciplinary actions
  - Cease and desist orders (ORS 731.252)
  - License probation, suspension, revocation or refusal to issue or renew (ORS 744.074)
  - Civil penalty (ORS 731.988)
  - Criminal penalty (ORS 731.992)

State regulation
- Director's enforcement authority (ORS 731.256)
  - Director's inquiries (ORS 731.296)
- Company regulation
  - Producer appointment (ORS 744.078)
  - Termination of appointment (ORS 744.079, .081)
  - Unfair claim settlement practices (ORS 746.230; OAR 836-080-0205 to 0250)
- Producer regulation
  - Fiduciary and trust account responsibilities (ORS 744.083; OAR 836-074-0020 to 0050)
  - Place of business/records maintenance (ORS 744.068)
  - Controlled business (ORS 746.065, .160)
  - Commissions (ORS 744.076, .077; OAR 836-071-0269-0277)
  - Fees (ORS 744.076, .077; OAR 836-071-0260 to 0277)
- Unfair trade practices
  - Misrepresentation (ORS 746.075, .100)
  - False advertising (ORS 746.110; OAR 836-080-0155)
  - Rebating (ORS 746.045)
  - Unfair discrimination (ORS 746.015; OAR 836-081-0005, 0010, 0020, 0030)
  - Illegal inducement (ORS 746.035)
- Examination of records (ORS 744.068(2, 3))
- Privacy of Consumer Information (ORS 746.600, .620, .630, .665; OAR 836-080-0501 to 836-080-0551)

Federal regulation
- Fair Credit Reporting Act (15 USC 1681 to 1681d)
- Fraud and false statements including 1033 waiver (18 USC 1033, 1034)

General Insurance 11%

Concepts
- Risk management key terms
  - Risk
  - Exposure
  - Hazard
  - Peril
  - Loss
- Methods of handling risk
  - Avoidance
  - Retention
  - Sharing
  - Reduction
  - Transfer
- Elements of insurable risks
- Adverse selection
- Law of large numbers
- Reinsurance

Insurers
- Types of insurers
  - Stock companies
  - Mutual companies
  - Fraternal benefit societies
  - Reciprocals
  - Lloyd's associations
  - Risk retention groups
- Private versus government insurers
- Admitted versus nonadmitted insurers
- Domestic, foreign and alien insurers
- Financial status (independent rating services)
- Marketing (distribution) systems

Producers and general rules of agency
- Insurer as principal
- Producer/insurer relationship
- Authority and powers of producer
  - Express
  - Implied
  - Apparent
- Responsibilities to the applicant/insured

Contracts
- Elements of a legal contract
  - Offer and acceptance
  - Consideration
  - Competent parties
  - Legal purpose
- Distinct characteristics of an insurance contract
  - Contract of adhesion
  - Aleatory contract
  - Personal contract
  - Unilateral contract
  - Conditional contract
- Legal interpretations affecting contracts
  - Ambiguities
  - Reasonable expectations
  - Indemnity
  - Utmost good faith
  - Representations/misrepresentations
  - Warranties
  - Concealment
  - Fraud
  - Waiver and estoppel

Property and Casualty Insurance Basics 13%

Principles and concepts
- Insurable interest
- Underwriting
  - Function
  - Loss ratio
- Rates
  - Types
  - Loss costs
  - Components
- Hazards
  - Physical
  - Moral
  - Morale
- Negligence
  - Elements of a negligent act
  - Defenses against negligence
- Damages
  - Compensatory — economic versus non-economic
  - Punitive
- Absolute liability
- Strict liability
- Vicarious liability

Policy structure
- Declarations
- Definitions
- Insuring agreement or clause
- Additional/supplementary coverage
- Conditions
- Exclusions
- Endorsements

Common policy provisions
- Insureds — named, first named and additional
- Policy period
- Policy territory

- Cancellation and nonrenewal
- Deductibles
- Other insurance
- Concurrent
  - Primary and excess
- Limits of liability
  - Per occurrence (accident)
  - Per person
  - Aggregate—general versus products—completed operations
  - Split
  - Combined single
- Policy limits
- Named insured provisions
  - Duties after loss
  - Assignment
- Insurer provisions
  - Liberalization
  - Subrogation
- Duty to defend

Oregon laws, regulations and required provisions

- Oregon Insurance Guaranty Association (ORS 734.510-.710)
- Cancellation and nonrenewal
  - Commercial liability (ORS 742.700-.710)
  - Property (ORS 742.224, 746.686-687)
  - Automobile (ORS 742.560-.572)
- Binders (ORS 742.043)
- Rates (ORS 737.025, .310; OAR 836-010-0011)
- Policy forms (ORS 742.003, .005)
- Suit against insurer (ORS 742.240)

Concealment, misrepresentation or fraud (ORS 742.013, .208, .562(1)(b), .702(1)(b); 746.075, .100, .110)

- Unfair discrimination (ORS 746.015,.018, .240)
- Federal Terrorism Insurance Program (15 USC 6701; Public Law 109-144, 110-160)

Homeowners Policy 10%

Coverage forms

- HO-2 through HO-6
- HO-8

Definitions

Section II — Liability coverages

- Coverage E — Personal liability
- Coverage F — Medical payments to others
- Additional coverages

Exclusions

Conditions

Selected endorsements

- Special provisions — Oregon
- Limited fungi, wet or dry rot, or bacteria coverage
- Permitted incidental occupancies — residence premises — Oregon
- Home day care — Oregon
- Business pursuits
- Watercraft
- Personal injury
- Identify theft

Auto Insurance 14%

Laws

- Oregon Motor Vehicle Financial Responsibility Law
- Required motor vehicle limits of liability (ORS 806.070, .075)
  - Other ways to prove responsibility (ORS 806.011, .060, .080)
- Personal injury protection (ORS 742.518-.544)
  - Medical
  - Loss of income
  - Funeral
  - Essential services
  - Exclusions from coverage
  - Arbitration
  - Day Care
- Uninsured/underinsured motorist (ORS 742.500-.510)
  - Definitions
  - Bodily injury
  - Property damage
  - Required limits
- Aftermarket Crash Parts Act (ORS 746.287, .289, .292)
- Credit History (ORS 746.661 ~~(6)~~)
- Total Loss (ORS 742.554, 801.527, 819.014), (OAR 836.080.0240) - GINA IS NOT SURE IF THIS IS RELEVANT FOR A PRODUCER

Personal auto policy

- Definitions
- Liability coverage
  - Bodily injury and property damage
  - Supplementary payments
  - Exclusions
- Medical payments coverage
- Coverage for damage to your auto
  - Collision
  - Other than collision (comprehensive)
  - Deductibles
  - Exclusions
  - Rental Reimbursement
- Duties after an accident or loss
- General provisions
- Selected endorsements
  - Amendment of policy provisions — Oregon
  - Towing and labor costs
  - Extended non-owned coverage — vehicles furnished or available for regular use
  - Miscellaneous type vehicle
  - Joint ownership coverage

Commercial auto

- Commercial auto coverage forms
  - Business auto
  - Garage
  - Business auto physical damage
  - Motor carrier
- Coverage form sections
  - Covered autos
  - Liability coverage
  - Garage keeper's coverage
  - Trailer interchange coverage
  - Physical damage coverage
  - Exclusions
  - Conditions
  - Definitions
- Selected endorsements
  - Lessor — additional insured and loss payee
  - Mobile equipment
  - Auto medical payments coverage/personal injury protection
  - Drive other car coverage
  - Individual named insured
  - Suspension of coverage
- Commercial carrier regulations
  - The Motor Carrier Act of 1980
  - Endorsement for motor carrier policies of insurance for public liability (MCS-90)

Commercial Package Policy (CPP) 10%

Components of a commercial policy

- Common policy declarations
- Common policy conditions
- Interline endorsements
- One or more coverage parts

Commercial general liability

- Commercial general liability coverage forms
  - Bodily injury and property damage liability
  - Personal and advertising injury liability
  - Medical payments
  - Supplementary payments
  - Who is an insured
  - Limits of insurance
  - Conditions
  - Definitions
  - Exclusions
  - Occurrence versus claims-made
    - Trigger
    - Retroactive date
    - Extended reporting periods — basic versus supplemental
    - Claim information
- Premises and operations
- Products and completed operations
- Insured contract defined/contractual liability
- Pollution liability coverage form

Commercial crime

- General definitions
  - Burglary
  - Theft
  - Robbery
- Crime coverage forms
  - Commercial crime coverage forms (discovery/loss sustained)

Government crime coverage forms (discovery/loss sustained)

Coverages

Employee theft

Forgery or alteration

Inside the premises — theft of money and securities

Inside the premises — robbery or safe burglary of other property

Outside the premises

Computer fraud

Funds transfer fraud

Money orders and counterfeit money

Other crime coverages

Extortion — commercial entities

Guests' property

Identify theft/data breach

Farm coverage

Farm liability coverage form ('06)

Coverage H — Bodily injury and property damage liability

Coverage I — Personal and advertising injury liability

Coverage J — Medical payments

Definitions

Exclusions

Limits

Additional coverages

Businessowners Policy 10%

Characteristics and purpose

Businessowners Section II — Liability

Coverages

Exclusions

Who is an insured

Limits of insurance

General conditions

Definitions

Businessowners Section III — Common Policy Conditions

Selected endorsements

Hired auto and non-owned auto liability

Workers' Compensation Insurance 13%

Workers' compensation laws

Type of law

Monopolistic versus competitive

Compulsory versus elective

Oregon Workers' Compensation Law (ORS Chapter 656)

Exclusive remedy (ORS 656.018)

Employment covered (required, voluntary, leased) (ORS 656.017, .023, .027-.041)

Covered injuries (ORS 656.005(7))

Occupational disease (ORS 656.802-.804)

Benefits provided (ORS 656.202, .204, .206, .208, .210, .211, .212, .214, .216, .245, .258)

Workers' Compensation Handicapped Workers Program (ORS 656.628)

Workers' compensation and employers liability insurance policy

General section

Part One — Workers' compensation insurance

Part Two — Employers liability insurance

Part Three — Other states insurance

Part Four — Your duties if injury occurs

Part Five — Premium

Part Six — Conditions

Selected endorsement

Voluntary compensation

Premium computations

Job classification

Rates

Payroll

Adjustment upon audit

Experience modification factor

Premium discounts

Other sources of coverage

Oregon Workers' Compensation Fund Insurance Plan (ORS 656.730; OAR 836-043-0001-0091)

Self-insured employers and employer groups (ORS 656.403, .407)

Other Coverages and Options 8%

Umbrella/excess liability policies

Personal

Commercial

Specialty liability insurance

Errors and omissions

Directors and officer's liability

Fiduciary liability

Liquor liability

Employment practices liability

Surplus lines (ORS Sec. 735.410, .415)

Definitions and markets

Licensing requirements

Surety bonds

Principal, obligee and surety

Contract bonds

License and permit bonds

Judicial bonds

PRODUCERS EXAMINATION FOR PERSONAL LINES INSURANCE SERIES 12-14

100 questions - 2 hour time limit

Insurance Regulation 10%

Licensing

Purpose

Process (ORS 744.058, .059, .062)

Types of licensees

Producers (ORS 744.052, .053, 731.104)

Consultants (ORS 744.605, .609, .626; OAR 836-071-0150)

Adjusters (ORS 744.531)

Nonresidents (ORS 744.063)

Temporary (ORS 744.073)

Maintenance and duration

Renewal and nonrenewal (ORS 744.072, .074) OAR 836-071-0146)

Continuing education requirements (ORS 744.072(4); OAR 836-071-0215 to 0250)

Reinstatement (ORS 744.018, .072(6))

Assumed business name (ORS 744.028(2),.068)

Change of address or telephone number (ORS 744.028(1), .068)

Reporting of actions (ORS 744.089)

Disciplinary actions

Cease and desist orders (ORS 731.252)

License probation, suspension, revocation or refusal to issue or renew (ORS 744.074)

Civil penalty (ORS 731.988)

Criminal penalty (ORS 731.992)

State regulation

Director's enforcement authority (ORS 731.256)

Director's inquiries (ORS 731.296)

Company regulation

Producer appointment (ORS 744.078)

Termination of appointment (ORS 744.079, .081)

Unfair claim settlement practices (ORS 746.230; OAR 836-080-0205 to 0250)

Producer regulation

Fiduciary and trust account responsibilities (ORS 744.083; OAR 836-074-0020 to 0050)

Place of business/records maintenance (ORS 744.068)

Controlled business (ORS 746.065, .160)

Commissions (ORS 744.076, .077; OAR 836-071-0269-0277)

Fees (ORS 744.076, .077; OAR 836-071-0260 to 0277)

Unfair trade practices

Misrepresentation (ORS 746.075, .100)

False advertising (ORS 746.110; OAR 836-080-0155)

Rebating (ORS 746.045)

Unfair discrimination (ORS 746.015; OAR 836-081-0005, 0010, 0020, 0030)

Illegal inducement (ORS 746.035)

Examination of records (ORS 744.068(2, 3))

Privacy of Consumer Information (ORS 746.600, .620, .630, .665; OAR 836-080-0501 to 836-080-0551)

Federal regulation

Fair Credit Reporting Act (15 USC 1681 to 1681d)

Fraud and false statements including 1033 waiver (18 USC 1033, 1034)

General Insurance 10%

Concepts

Risk management key terms

Risk

Exposure

Hazard

Peril

Loss

Methods of handling risk

- Avoidance
- Retention
- Sharing
- Reduction
- Transfer

Elements of insurable risks

Adverse selection

Law of large numbers

Reinsurance

Insurers

- Types of insurers
  - Stock companies
  - Mutual companies
  - Fraternal benefit societies
  - Reciprocals
  - Lloyd's associations
  - Risk retention groups
- Private versus government insurers
- Admitted versus nonadmitted insurers
- Domestic, foreign and alien insurers
- Financial status (independent rating services)
- Marketing (distribution) systems

Producers and general rules of agency

- Insurer as principal
- Producer/insurer relationship
- Authority and powers of producer
  - Express
  - Implied
  - Apparent
- Responsibilities to the applicant/insured

Contracts

- Elements of a legal contract
  - Offer and acceptance
  - Consideration
  - Competent parties
  - Legal purpose
- Distinct characteristics of an insurance contract
  - Contract of adhesion
  - Aleatory contract
  - Personal contract
  - Unilateral contract
  - Conditional contract
- Legal interpretations affecting contracts
  - Ambiguities
  - Reasonable expectations
  - Indemnity
  - Utmost good faith
  - Representations/misrepresentations
  - Warranties
  - Concealment
  - Fraud
  - Waiver and estoppel

Property and Casualty Insurance Basics 26%

Principles and concepts

- Insurable interest
- Underwriting
  - Function
  - Loss ratio
- Rates
  - Types
  - Loss costs
  - Components
- Hazards
  - Physical
  - Moral
  - Morale
- Negligence
  - Elements of a negligent act
  - Defenses against negligence
- Damages
  - Compensatory — economic versus non-economic
  - Punitive
- Absolute liability
- Strict liability
- Vicarious liability
- Causes of loss (perils)
- Named perils versus special (open) perils
- Direct loss
- Consequential or indirect loss
- Blanket, specific insurance, and margin clause
- Basic types of construction
- Loss valuation
  - Actual cash value
  - Replacement cost
  - Functional replacement cost
  - Market value
  - Agreed value
  - Stated amount
  - Valued policy

Policy structure

- Declarations
- Definitions
- Insuring agreement or clause
- Additional/supplementary coverage
- Conditions
- Exclusions
- Endorsements

Common policy provisions

- Insureds — named, first named and additional
- Policy period
- Policy territory
- Cancellation and nonrenewal
- Deductibles
- Other insurance
- Concurrent
  - Primary and excess
- Limits of liability
  - Per occurrence (accident)
  - Per person
  - Aggregate—general versus products—completed operations
  - Split
  - Combined single
- Policy limits
- Restoration/nonreduction of limits
- Coinsurance
- Vacancy or unoccupancy
- Named insured provisions
  - Duties after loss
  - Assignment
  - Abandonment
- Insurer provisions
  - Liberalization
  - Subrogation
  - Salvage
  - Claim settlement options
  - Duty to defend
- Third-party provisions
  - Standard mortgage clause
  - Loss payable clause
  - No benefit to the bailee

Oregon laws, regulations and required provisions

- Oregon Insurance Guaranty Association (ORS 734.510-.710)
  - Cancellation and nonrenewal
  - Property (ORS 742.224, 746.686-687)
  - Automobile (ORS 742.560-.572)
- Binders (ORS 742.043)
- Rates (ORS 737.025, .310; OAR 836-010-0011)
- Policy forms (ORS 742.003, .005)
- Suit against insurer (ORS 742.240)

Concealment, misrepresentation or fraud (ORS 742.013, .208, .562(1)(b), .702(1)(b); 746.075, .100, .110)

- Unfair discrimination (ORS 746.015,.018, .240)
- Federal Terrorism Insurance Program (15 USC 6701; Public Law 109–144, 110–160)

Dwelling Policy 13%

Characteristics and purpose

Coverage forms — Perils insured against

- Basic — Oregon
- Broad
- Special

Property coverages

- Coverage A — Dwelling
- Coverage B — Other structures
- Coverage C — Personal property
- Coverage D — Fair rental value
- Coverage E — Additional living expense
- Other coverages

General exclusions

Conditions

Selected endorsements

- Special provisions — Oregon
- Automatic increase in insurance
- Broad theft coverage
- Dwelling under construction

Personal liability supplement

Homeowners Policy 19%

Coverage forms

- HO-2 through HO-6
- HO-8

Definitions

Section I — Property coverages

- Coverage A — Dwelling
- Coverage B — Other structures
- Coverage C — Personal property
- Coverage D — Loss of use
- Additional coverages

Section II — Liability coverages

- Coverage E — Personal liability
- Coverage F — Medical payments to others
- Additional coverages

Perils insured against

Exclusions

Conditions

Selected endorsements

- Special provisions — Oregon
- Limited fungi, wet or dry rot, or bacteria coverage
- Earthquake
- Scheduled personal property
- Personal property replacement cost
- Permitted incidental occupancies — residence premises — Oregon
- Home day care — Oregon
- Business pursuits
- Watercraft
- Personal injury
- Identify theft

Auto Insurance 16%

Laws

Oregon Motor Vehicle Financial Responsibility Law

- Required motor vehicle limits of liability (ORS 806.070, .075)
  - Other ways to prove responsibility (ORS 806.011, .060, .080)
- Personal injury protection (ORS 742.518-.544)
  - Medical
  - Loss of income
  - Funeral
  - Essential services
  - Exclusions from coverage
  - Arbitration
  - Day Care
- Uninsured/underinsured motorist (ORS 742.500-.510)
  - Definitions
  - Bodily injury
  - Property damage
  - Required limits
- Aftermarket Crash Parts Act (ORS 746.287, .289, .292)
- Credit History (ORS 746.661)
- Total Loss (ORS 742.554, 801.527, 819.014), (OAR 836.080.0240)

Personal auto policy

- Definitions
- Liability coverage
  - Bodily injury and property damage
  - Supplementary payments
  - Exclusions
- Medical payments coverage
- Coverage for damage to your auto
  - Collision
  - Other than collision (comprehensive)
  - Deductibles
  - Exclusions
  - Rental Reimbursement
- Duties after an accident or loss
- General provisions
- Selected endorsements
  - Amendment of policy provisions — Oregon
  - Towing and labor costs
  - Extended non-owned coverage — vehicles furnished or available for regular use
  - Miscellaneous type vehicle
  - Joint ownership coverage

Other Coverages and Options 6%

Umbrella/excess liability policies

- Personal

National Flood Insurance Program

- Write your own versus government
- Eligibility
- Coverage
- Limits
- Deductibles

Other policies

- Boatowners
- Difference in conditions
- Recreational vehicles

Residual markets

- Oregon FAIR Plan Association (ORS 735.005, .015, .045)

PRODUCERS EXAMINATION FOR SURPLUS LINES INSURANCE SERIES 12-05

50 questions - 1 hour time limit

Insurance Regulation 12%

Licensing regulation for surplus lines

- Purpose (ORS 735.400)
- Definitions (ORS 731.066, .144, 744.052)
- Types of licensees
  - Individuals (ORS 735.450(1), 744.053)
  - Business entity (ORS 731.116)
  - Nonresident (ORS 735.450(2), 744.063)
- Licensing requirements (ORS 735.450(1,2), .455; OAR 836-071-0500)
  - Current license
  - Prior experience
- Maintenance and duration
  - Renewal (ORS 744.072)
  - Change of address (ORS 744.068(4))
  - Assumed business names (ORS 744.068(1))
  - Continuing education requirements (ORS 744.072(4,5))
- Disciplinary actions
  - Hearings (ORS 731.240)
  - Cease and desist order (ORS 731.248, .252)
  - Suspension, revocation, or refusal to renew (ORS 735.480, 744.074)
  - Penalties (ORS 735.485, .490)
  - Reinstatement (ORS 744.072(6))

State regulation

- Director's general duties and powers (ORS 731.236, 735.420, .475)
- Unfair trade practices
  - Misrepresentation (ORS 746.075, .100)
  - False advertising (ORS 746.110; OAR 836-080-0155)
  - Rebating (ORS 746.045)
  - Unfair discrimination (ORS 746.015; OAR 836-081-0005 and 0010, 0020, 0030)
  - Illegal inducement (ORS 746.035)
  - Suitability (OAR 836-080-0001–0043, 836-080-0090)
- Examination of records (ORS 744.068(2,3))
- Privacy of Consumer Information (ORS 746.620, .630, .665)

General Insurance 8%

Concepts

- Risk management key terms
  - Risk
  - Exposure
  - Hazard
  - Peril
  - Loss
- Methods of handling risk
  - Avoidance
  - Retention
  - Sharing
  - Reduction
  - Transfer
- Elements of insurable risks
- Adverse selection
- Law of large numbers
- Reinsurance

Insurers

- Types of insurers
  - Stock companies
  - Mutual companies

Fraternal benefit societies

Self-insurers

Surplus lines

Private versus government insurers

Admitted versus nonadmitted insurers

Domestic, foreign and alien insurers
Financial status (independent rating services)

Marketing (distribution) systems

Producers and general rules of agency

Insurer as principal

Producer/insurer relationship

Authority and powers of producer

Express

Implied

Apparent
Responsibilities to the applicant/insured

Contracts

Elements of a legal contract

Offer and acceptance

Consideration

Competent parties

Legal purpose
Distinct characteristics of an insurance contract

Contract of adhesion

Aleatory contract

Personal contract

Unilateral contract

Conditional contract
Legal interpretations affecting contracts

Ambiguities in a contract of adhesion

Reasonable expectations

Indemnity

Utmost good faith

Representations/misrepresentations

Warranties

Concealment

Fraud

Waiver and estoppel

Surplus Lines Markets and Practices 80% (40 items)

United States nonadmitted market

Insurance exchanges (ORS 735.415)
Foreign nonadmitted market (ORS 735.415)

Alien insurers

London market (ORS Sec. 735.415)

Underwriters (ORS Sec. 735.415)

Other alien markets (ORS Sec. 735.415)

Alternative markets

Purchasing groups (ORS 735.410, .415, .470)

Eligible surplus lines insurers

Requirements (ORS 735.410, .415, .470)
Ineligibility of Surplus Lines Insurers (ORS 735.420)
Service of process (ORS 735.425, .485, .490)

Financial Integrity (ORS 735.415)

Surplus lines coverages

Characteristics and uses
Types of coverages available (ORS Sec. 731.144; 735.410)

Requirements for placement of surplus lines insurance

Diligent search (ORS 735.410, .425)

Statements (ORS 735.425, .435)

Notice to insured (ORS 735.435)
Oregon Insurance Guaranty Association (ORS 734.510-.710)

Evidence of insurance (ORS 735.435)

Binding authority (ORS 735.435)

Records of licensee

Content of records (ORS 735.460)

Record Maintenance (ORS 735.460)

Reporting (ORS 735.425, .465)

Surplus lines tax (ORS 735.470, .475)

Amount (ORS Sec. 735.470)

Collection (ORS Sec. 735.470, .475)

Remittance (ORS Sec. 735.470)

Nonadmitted and Reinsurance Reform Act (NRRA) of 2010

Purpose

Independently procured insurance

Suspension, revocation, or refusal to renew (ORS 735.480)

Function of the Surplus Line Association (ORS 735.430, .455)

ADJUSTERS EXAMINATION FOR HEALTH INSURANCE
SERIES 12-06

100 questions - 2 hour time limit

Insurance Regulation 10% (10 items)

Licensing requirements (ORS 744.505)

Licensing exceptions (ORS 744.515)

Qualifications (ORS 744.002, .525)

Types of licensees

General lines adjuster (ORS 744.531)
Nonresident adjuster (ORS 744.528, .538)
Temporary adjuster permit (ORS 744.555)

Maintenance and duration

Director's general duties and powers (ORS 731.236)

Renewal (ORS 744.008, .009(1))

Expiration (ORS 744.007)

Nonrenewal (ORS 744.009(2))

Notification of change, deletion, or addition of an assumed business name (ORS 744.028(2))
Change of address or telephone number (ORS 744.028(1))

Disciplinary actions

Cease and desist orders (ORS 731.252)
License probation, suspension, revocation or refusal to issue or renew (ORS 744.013, .014)

Civil penalty (ORS 731.988)

Criminal penalty (ORS 731.992)

Claim settlement laws and regulations

Director's enforcement authority (ORS 731.256)

Director's inquiries (ORS 731.296)
Unfair claim settlement practices (ORS 746.230; OAR 836-080-0205 to 0250)
Misrepresentation and other prohibited claim practices (OAR 836-080-0220)
Required claim communications practices (OAR 836-080-0225)
Standard for prompt claim investigation (OAR 836-080-0230)
Standard for prompt and fair settlements (OAR 836-080-0235)
Adjustment of claims under policy issued by unauthorized insurer (ORS 744.541)

Federal regulation

Fair Credit Reporting Act (15 USC 1681 to 1681d)
Fraud and false statements 18 USC 1033, 1034)

Health Insurance 17% (17 items)

Types of products and benefits

Loss of income from disability

Medical and surgical (OAR 836-053; Title 45)

Dental (ORS 743A.032)
Long-term care (ORS 743B.005,

743.650; OAR 836-052-0516)

Accident (ORS 743B)

Disability

Student health (ORS 743.550)

Blanket (ORS 743.536)

Vision

Types of health insurance policies

Individual versus group

Private versus government

Limited versus comprehensive

Self-insured versus fully insured

On exchange/off exchange

Small group and large group

Primary or supplemental

Policy exclusion provisions
Individual underwriting on grandfathered plans

Pre-existing conditions

Creditable coverage

Benefits, limitations and exclusions
Producer liability for errors and omissions

Individual Health Insurance Policy General Provisions 13% (13 items)

Uniform required provisions

Incontestability (ORS 743.414, .472)

Grace period (ORS 743.417)

Reinstatement (ORS 743.420)

Uniform optional provisions

Change of occupation (ORS 743.450)
Misstatement of age (ORS 743.453, .489)

Other general provisions
Right to examine (free look) (ORS 743.492)

Consideration clause

Legal actions (ORS 743.441)

Conformity with state statutes (ORS 743.474)
Renewability clause (ORS 743.495, .498, 743B.125(5))

Noncancelable

Guaranteed renewable

Conditionally renewable

Renewable at option of insurer

Nonrenewable (cancelable, term)

Disability Income and Related Insurance 10% (10 items)

Qualifying for disability benefits

Inability to perform duties

Own occupation

Any occupation
Loss of income (income replacement contracts)

Presumptive disability
Requirement to be under physician care

Individual disability income insurance

Basic total disability plan

Income benefits (monthly indemnity)

Elimination and benefit periods

Waiver of premium feature
Coordination with social insurance and workers compensation benefits and at-work benefits

Additional monthly benefit (AMB)

Social insurance supplement (SIS)
Occupational versus nonoccupational coverage

Partial disability benefit

Residual disability benefit

Other provisions affecting income benefits
Cost of living adjustment (COLA) rider

Future increase option (FIO) rider
Relation of earnings to insurance (ORS 743.465)

Other cash benefits
Accidental death and dismemberment

Rehabilitation benefit
Medical reimbursement benefit(nondisabling injury)

Exclusions as the policy lists
Unique aspects of individual disability underwriting

Occupational considerations

Benefit limits
Policy issuance alternatives and medical underwriting

Group disability income insurance

Short-term disability (STD)

Long-term disability (LTD)

Business disability insurance
Key employee (partner) disability income

Disability buy-sell policy

Social Security disability

Qualification for disability benefits

Definition of disability

Waiting period

Disability income benefits

Workers compensation

Eligibility

Medical Plans 10% (10 items)

Medical plan concepts
Fee-for-service basis versus prepaid basis
Benefit schedule versus usual/reasonable/customary charges
Any provider versus limited choice of providers
Insureds versus subscribers/participants

Deductibles and cost sharing

Types of providers and plans
Major medical insurance (indemnity plans)

Characteristics and plan provisions

Managed Care

Preferred provider organizations (PPOs)
General characteristics and plan provisions

Open panel or closed panel

Point-of-service (POS)

Out-of-network provider access

Primary Care Physician (PPO)
Oregon requirements (individual and group)

Eligibility requirements
Newborn child coverage (ORS 743A.090)
Dependent child age limit (ORS 743A.090)
Coverage for adopted children (ORS 743A.090)
Health Care Reform (Affordable Care Act)

Essential Health Benefits

Levels of Coverage

Payment and Billing

Internal Appeal and External Review

Penalties and Fines

Oregon's Health Insurance Exchange/Marketplace

Definition

Medicaid

Eligibility

Benefits

Subsidies/Tax Credits
HIPAA (Health Insurance Portability and Accountability Act) requirements

Eligibility

Guaranteed issue

Creditable coverage

Renewability

Group Health Insurance 12% (12 items)
Purpose of group insurance (ORS 743B.003(1) -(8))
Issuance of group contract (ORS 743B.010)

Provisions of coverage (ORS 743B.011)
Experience rating versus community rating

Types of eligible groups
Employment-related groups (ORS 743B.010)
Multiple-Employer Trusts (METs) or Welfare Arrangements (MEWAs) (ORS 750.301)

Self-Funded groups
Associations (alumni, professional, other)

Marketing considerations

Advertising
Regulatory jurisdiction/place of delivery

Employer group health insurance

Insurer underwriting criteria

Characteristics of group

Plan design factors

Persistency factors

Administrative capability
Eligibility for insurance (ORS 743B.105(4), (5))

Employee eligibility

Dependent eligibility
Coordination of benefits provision (OAR 836-020-0770-0806)

Change of insurance companies or loss of coverage

No-loss no-gain

Events that terminate coverage

Extension of benefits

Continuation of coverage under COBRA and Oregon rules (ORS 743B.347; OAR 836-052-0860)

Conversion rights (ORS 743B.343 - .345)

Small employer medical plans

Definition of small employer (ORS 743B.005)

Basic coverage (ORS 743B.005 ,743B.012)

Availability of coverage (ORS 743B.104)

Renewability of coverage (ORS 743B.013 (5))

Participation requirements (ORS 743B.013(7))

Open enrollment

Purchase policy through exchange/marketplace (ORS 743B.010)

Small group tax credits

Dental Insurance 5% (5 items)

Pediatric Care (Affordable Care Act)

Family care

Adult care

Categories of dental treatment

Diagnostic and preventive

Restorative

Oral surgery

Endodontics

Periodontics

Prosthodontics

Orthodontics

Access to Dental Coverage

Choice of providers

Scheduled versus nonscheduled plans

Employer group dental expense

Integrated deductibles versus stand-alone plans

Minimizing adverse selection

Insurance for Senior Citizens and Special Needs Individuals 10% (10 items)

Medicare

Nature, financing and administration

Part A — Hospital Insurance

Individual eligibility requirements

Enrollment

Coverages and cost-sharing amounts

Part B — Medical Insurance

Individual eligibility requirements

Enrollment

Coverages and cost-sharing amounts

Exclusions

Claims terminology and other key terms

Part C — Medicare Advantage

Part D — Prescription Drug Insurance

Medicare supplements

Purpose (OAR 836-052-0103)

Open enrollment (OAR 836-052-0138)

Standardized Medicare supplement plans

Core benefits (OAR 836-052-0133)

Additional benefits

Oregon regulations and required provisions

Standards for marketing (OAR 836-052-0175)

Advertising (ORS 743.687; OAR 836-052-0170)

Appropriateness of recommended purchase and excessive insurance (OAR 836-052-0180)

Right to return (free look) (ORS 743.686)

Replacement (ORS 743B.300); OAR 836-052-0165, 0190)

Pre-existing conditions (OAR 836-052-0190)

Required disclosure provisions (ORS 743.685;OAR 836-052-0160)

Outline of coverage (ORS 743.685(2);OAR 836-052-0160, 0190)

Buyer's guide (ORS 743.685(6))

Permitted compensation (OAR 836-052-0156)

Medicare SELECT (OAR 836-052-0139)

Other options for individuals with Medicare

Employer group health plans

Disabled employees

Employees with kidney failure

Individuals age 65 and older

Medicaid

Eligibility

Benefits

Long-Term Care (LTC) policies

Definitions (ORS 743.650 to .665)

Eligibility for benefits

Benefit triggers (ORS 743.652(2))

Activities of daily living requirements (OAR 836-052-0516(1))

Covered services (OAR 836-052-0596)

Benefit periods (ORS 743.665(5))

Benefit amounts (OAR 836-052-0586)

Optional benefits

Guarantee of insurability

Return of premium (ORS 743.665(E))

Qualified LTC plans (OAR 836-052-0531)

Exclusions

Oregon regulations and required provisions

Training for insurance producers (OAR 836-052-0639)

Standards for marketing (OAR 836-052-0706)

Advertising (OAR 836-052-0696)

Shopper's guide (OAR 836-052-0786)

Outline of coverage (ORS 743.655(7); OAR 836-052-0776)

Appropriateness of recommended purchase

Right to return (free look) (ORS 743.655(6))

Replacement (OAR 836-052-0626, 0736)

Renewal provisions

Continuation or conversion

Required disclosure provisions (OAR 836-052-0716)

Inflation protection (OAR 836-052-0616)

Pre-existing conditions (ORS 743.655(3))

Protection against unintentional lapse (OAR 836-052 0740(7); 836-052-536(a)(b))

Partnership provisions (OAR 836-052-0531)

Prohibited provisions

Federal Tax Considerations for Health Insurance 3% (3 items)

Personally-owned health insurance

Disability income insurance

Medical expense insurance

Long-term care insurance

Employer group health insurance

Disability income (STD, LTD)

Benefits subject to FICA

Medical and dental expense

Long-term care insurance

Accidental death and dismemberment

Medical expense coverage for sole proprietors and partners

Business disability insurance

Key person disability income

Buy-sell policy

Health Savings Accounts (HSAs) and Health Reimbursement Accounts (HRAs)

Definition

Eligibility

Contribution limits

Portability

Understanding the Language of Medical Reports 10% (10 items)

Medical terminology and abbreviations

Location terms

Movement terms

Prefixes, suffixes and root words

Abbreviations used in medical reports

- Medical specialties

Basic human anatomy

- Skeletal structure
- Nervous system
- Respiratory system
- Cardiovascular system
- Abdominal organs

Injuries and diseases

- Strains and sprains
- Dislocations
- Fractures
- Soft tissue injuries
- Brain injuries
- Burn classifications
- Cumulative trauma
- Repetitive motion injuries
- Lung disease
- Diabetes mellitus
- Glaucoma
- Hypertension
- Osteoarthritis
- Osteomyelitus
- Osteoporosis
- Stroke
- Tachycardia
- Atherosclerosis
- Coronary thrombosis

Medical tests

- Laboratory
- Radiography (X-ray)
- Magnetic resonance imaging (MRI)
- Computerized tomography (CT or CAT)
- Electromyography (EMG)
- Nerve conduction studies
- Myelography
- Arthroscopy
- Electrocardiogram (EKG or ECG)
- Electroencephalography (EEG)

Insurance Regulation 10%

Licensing requirements (ORS 744.505)

- Licensing exceptions (ORS 744.515)
- Qualifications (ORS 744.002, .525)
- Types of licensees
  - General lines adjuster (ORS 744.531)
  - Nonresident adjuster (ORS 744.528, .538)
  - Temporary adjuster permit (ORS 744.555)
- Maintenance and duration
  - Renewal (ORS 744.008, .009(1))
  - Expiration (ORS 744.007)
  - Nonrenewal (ORS 744.009(2))
  - Notification of change, deletion, or addition of an assumed business name (ORS 744.028(2))
  - Change of address or telephone number (ORS 744.028(1))
- Disciplinary actions
  - Cease and desist orders (ORS 731.252)
  - License probation, suspension, revocation or refusal to issue or renew (ORS 744.013, .014)
  - Civil penalty (ORS 731.988)
  - Criminal penalty (ORS 731.992)

Claim settlement laws and regulations

- Director's enforcement authority (ORS 731.256)
  - Director's inquiries (ORS 731.296)
- Unfair claim settlement practices (ORS 746.230; OAR 836-080-0205 to 0250)
- Misrepresentation and other prohibited claim practices (OAR 836-080-0220)
- Required claim communications practices (OAR 836-080-0225)
- Standard for prompt claim investigation (OAR 836-080-0230)
- Standard for prompt and fair settlements General (OAR 836-080-0235)
- Standard for auto total loss (OAR 836-080-0240)
- Adjustment of claims under policy issued by unauthorized insurer (ORS 744.541)
- Regulation for automobile insurance claims
- Designation of repair shop prohibited (ORS 746.280, .290)
- Proof and amount of loss determination (ORS 746.295)
- Liability for damages; attorney fees (ORS 746.300)

Federal regulation

- Fair Credit Reporting Act (15 USC 1681 to 1681d)
- Fraud and false statements including 1033 waiver (18 USC 1033, 1034)

Insurance Basics 14%

Contracts

- Elements of a legal contract
  - Offer and acceptance
  - Consideration
  - Competent parties
  - Legal purpose
- Distinct characteristics of an insurance contract
  - Contract of adhesion
  - Aleatory contract
  - Personal contract
  - Unilateral contract
  - Conditional contract
- Legal interpretations affecting contracts
  - Ambiguities
  - Reasonable expectations
  - Indemnity
  - Utmost good faith
  - Representations/misrepresentations
  - Warranties
  - Concealment
  - Fraud
  - Waiver and estoppel

Principles and concepts

- Insurable interest
- Hazard
  - Physical
  - Moral
  - Morale
- Negligence
  - Elements of a negligent act
  - Defenses against negligence
- Damages
  - Compensatory — economic versus non-economic
  - Punitive
- Absolute liability
- Strict liability
- Vicarious liability
- Causes of loss (perils)
- Named perils versus special (open) perils
- Direct loss
- Consequential or indirect loss
  - Blanket, specific insurance, and margin clause
- Basic types of construction
- Loss valuation
  - Actual cash value
  - Replacement cost
  - Functional replacement cost
  - Market value
  - Agreed value
  - Stated amount
  - Valued policy

Policy structure

- Declarations
- Definitions
- Insuring agreement or clause
- Additional/supplementary coverage
- Conditions
- Exclusions
- Endorsements

Common policy provisions

- Insureds — named, first named and additional
- Policy period

Policy territory
Cancellation and nonrenewal
Deductibles
Other insurance
Concurrent
Primary and excess
Pro rata
Contribution by equal shares
Limits of liability
Per occurrence (accident)
Per person
Aggregate — general versus products — completed operations
Split
Combined single
Policy limits
Restoration/nonreduction of limits
Coinsurance
Vacancy or unoccupancy
Assignment
Insurer provisions
Liberalization
Duty to defend
Third-party provisions
Standard mortgage clause
Loss payable clause
No benefit to the bailee

Oregon laws, regulations and required provisions

Oregon Insurance Guaranty Association (ORS 734.510 to .710)
Cancellation and nonrenewal
Commercial liability (ORS 742.700 to .710)
Property (ORS 742.224, 746.686-687)
Automobile (742.560-.572)
Suit against insurer (ORS 742.240)
Concealment, misrepresentation or fraud (ORS 742.013, .208, .562(1)(b), .702(1)(b); 746.075, .100, .110)

Adjusting Losses 23%

Role of the adjuster

Duties and responsibilities
Staff and independent adjuster versus public adjuster
Relationship to legal profession

Claim reporting

Claim investigation
Claim file documentation of events
Types of reports
Initial or first field
Interim or status
Full formal

Property losses

Duties of insured after a loss
Notice to insurer
Minimizing the loss
Proof of loss
Special requirements
Production of books and records
Abandonment
Determining value and loss
Burden of proof of value and loss
Estimates
Depreciation
Salvage
Claim settlement options
Payment and closure

Liability losses

Investigation procedures
Verify coverages
Determine liability
Gathering evidence
Physical evidence
Witness statements
Determining value of intangible damages

Coverage problems

Dealing with coverage disputes
Reservation of rights letter
Nonwaiver agreement
Declaratory judgment action

Claims adjustment procedures

Settlement procedures
Advance payments
Draft authority
Execution of releases
Subrogation procedures
Alternative dispute resolution
Appraisal
Arbitration
Competitive estimates
Mediation
Negotiation

Dwelling Policy 8%

Characteristics and purpose

Coverage forms — Perils insured against

Basic
Broad
Special

Property coverages

Coverage A — Dwelling
Coverage B — Other structures
Coverage C — Personal property
Coverage D — Fair rental value
Coverage E — Additional living expense
Other coverages

General exclusions

Conditions

Selected endorsements

Special provisions
Automatic increase in insurance
Broad theft coverage
Dwelling under construction

Personal liability supplement

Homeowners Policy 9%

Coverage forms

HO-2 through HO-6
HO-8

Definitions

Section I — Property coverages

Coverage A — Dwelling
Coverage B — Other structures
Coverage C — Personal property
Coverage D — Loss of use
Additional coverages

Section II — Liability coverages

Coverage E — Personal liability
Coverage F — Medical payments to others
Additional coverages

Perils insured against

Exclusions

Conditions

Selected endorsements

Special provisions
Limited fungi, wet or dry rot, or bacteria coverage
Earthquake
Scheduled personal property
Personal property replacement cost
Permitted incidental occupancies — residence premises
Home day care — Oregon
Business pursuits
Watercraft
Personal injury
Identify theft

Auto Insurance 14%

Laws

Oregon Motor Vehicle Financial Responsibility Law
Required motor vehicle limits of liability (ORS 806.070, .075)
Other ways to prove responsibility (ORS 806.011, .060, .080)
Personal injury protection (ORS 742.518-.544)
Medical
Loss of income
Funeral
Essential services
Exclusions from coverage
Arbitration
Day Care
Uninsured/underinsured motorist (ORS 742.500-.510)
Definitions
Bodily injury
Property damage
Required limits
Aftermarket Crash Parts Act (ORS 746.287, .289, .292)
Total Loss (ORS 742.554, 801.527, 819.014), (OAR 836.080.0240)

Personal auto policy

Definitions
Liability coverage
Bodily injury and property damage
Supplementary payments

    - Exclusions
  - Medical payments coverage
  - Coverage for damage to your auto
    - Collision
    - Other than collision (comprehensive)
    - Deductibles
    - Exclusions
    - Rental Reimbursement
  - Duties after an accident or loss
  - General provisions
  - Selected endorsements
    - Amendment of policy provisions
    - Towing and labor costs
    - Extended non-owned coverage – vehicles furnished or available for regular use
    - Miscellaneous type vehicle
    - Joint ownership coverage
- **Commercial auto**
  - Commercial auto coverage forms
    - Business auto
    - Garage
    - Business auto physical damage
    - Motor carrier
  - Coverage form sections
    - Covered autos
    - Liability coverage
    - Garage keeper's coverage
    - Trailer interchange coverage
    - Physical damage coverage
    - Exclusions
    - Conditions
    - Definitions
  - Selected endorsements
    - Deductible liability
    - Lessor – additional insured and loss payee
    - Mobile equipment
    - Broad form products
    - False pretense coverage
    - Auto medical payments coverage/personal injury protection
    - Drive other car coverage
    - Hired autos specified as covered autos you own
    - Individual named insured
    - Employees as insureds
    - Pollution liability – broadened coverage
    - Suspension of coverage
  - Commercial carrier regulations
    - The Motor Carrier Act of 1980
    - Endorsement for motor carrier policies of insurance for public liability (MCS-90)

Commercial Package Policy (CPP) 9%

- **Components of a commercial policy**
  - Common policy declarations
  - Common policy conditions
  - Interline endorsements
  - One or more coverage parts
- **Commercial general liability**
  - Commercial general liability coverage forms
    - Bodily injury and property damage liability
    - Personal and advertising injury liability
    - Medical payments
    - Supplementary payments
    - Who is an insured
    - Limits of insurance
    - Conditions
    - Definitions
    - Exclusions
    - Occurrence versus claims-made
      - Trigger
      - Retroactive date
      - Extended reporting periods – basic versus supplemental
      - Claim information
  - Premises and operations
  - Products and completed operations
  - Insured contract defined/contractual liability
  - Owners and contractors protective liability coverage form
  - Pollution liability
        - Pollution liability coverage form
        - Pollution liability limited coverage form
        - Pollution liability coverage extension endorsement
- **Commercial property**
  - Commercial property conditions form
  - Coverage forms
    - Building and personal property
    - Condominium association
    - Condominium commercial unit-owners
    - Builders risk
    - Business income
    - Legal liability
    - Extra expense
  - Causes of loss forms
    - Basic
    - Broad
    - Special
  - Selected endorsements
    - Ordinance or law
    - Spoilage
    - Peak season limit of insurance
    - Value reporting form
- **Commercial crime**
  - General definitions
    - Burglary
    - Theft
    - Robbery
  - Crime coverage forms
    - Commercial crime coverage forms (discovery/loss sustained)
    - Government crime coverage forms (discovery/loss sustained)
  - Coverages
    - Employee theft
    - Forgery or alteration
    - Inside the premises – theft of money and securities
    - Inside the premises – robbery or safe burglary of other property
    - Outside the premises
    - Computer fraud
    - Funds transfer fraud
    - Money orders and counterfeit money
  - Other crime coverages
    - Extortion – commercial entities
    - Lessees of safe deposit boxes
    - Securities deposited with others
    - Guests' property
    - Safe depository
    - Identify theft/data breach
- **Commercial inland marine**
  - Nationwide marine definition
  - Commercial inland marine conditions form
  - Inland marine coverage forms
    - Accounts receivable
    - Bailee's customer
    - Commercial articles
    - Contractors equipment floater
    - Electronic data processing
    - Equipment dealers
    - Installation floater
    - Jewelers block
    - Signs
    - Valuable papers and records
  - Transportation coverages
    - Common carrier cargo liability
    - Motor truck cargo forms
    - Transit coverage forms
- **Equipment breakdown**
  - Equipment breakdown protection coverage form
  - Selected endorsement
    - Actual cash value
- **Farm coverage**
  - Farm property coverage form
    - Coverage A – Dwellings
    - Coverage B – Other private structures
    - Coverage C – Household personal property
    - Coverage D – Loss of use
    - Coverage E – Scheduled personal property
    - Coverage F – Unscheduled farm personal property
    - Coverage G – Other farm structures
  - Farm liability coverage form
    - Coverage H – Bodily injury and property damage liability
    - Coverage I – Personal and advertising injury liability
    - Coverage J – Medical payments

Mobile agricultural machinery and equipment coverage form
Livestock coverage form
Definitions
Causes of loss (basic, broad and special)
Conditions
Exclusions
Limits
Additional coverages

Businessowners Policy 7%

Characteristics and purpose

Businessowners Section I — Property
Coverages
Exclusions
Limits
Deductibles
Loss conditions
General conditions
Optional coverages
Definitions

Businessowners Section II — Liability
Coverages
Exclusions
Who is an insured
Limits of insurance
General conditions
Definitions

Businessowners Section III — Common Policy Conditions

Selected endorsements
Hired auto and non-owned auto liability
Protective safeguards
Utility services — direct damage
Utility services — time element

Workers' Compensation Insurance 2%

Workers' compensation laws
Type of law
Monopolistic versus competitive
Compulsory versus elective
Oregon Workers' Compensation Law (ORS Chapter 656)
Exclusive remedy (ORS 656.018)
Federal workers' compensation laws
Federal Employers Liability Act (FELA) (45 USC 51–60)
U.S. Longshore and Harbor Workers' Compensation Act (33 USC 901–950)
The Jones Act (46 USC 688)

Other sources of coverage
Oregon Workers' Compensation Fund Insurance Plan (ORS 656.730; OAR 836-043-0001–0091)
Self-insured employers and employer groups (ORS 656.403, .407)

Other Coverages and Options 4%

Umbrella/excess liability policies
Personal
Commercial

Specialty liability insurance
Errors and omissions
Directors and officer's liability
Fiduciary liability
Liquor liability
Employment practices liability

Surplus lines (ORS Sec. 735.410, .415)
Definitions and markets
Licensing requirements

Surety bonds
Principal, obligee and surety
Contract bonds
License and permit bonds
Judicial bonds

Aviation insurance
Aircraft hull
Aircraft liability

Ocean marine insurance
Major coverages
Hull insurance
Cargo insurance
Freight insurance
Protection and indemnity

National Flood Insurance Program
Write your own versus government
Eligibility
Coverage
Limits
Deductibles

Other policies
Boatowners
Difference in conditions
Recreational vehicles

Residual markets
Joint Underwriting Association (ORS 735.200-.260; 737.390)
Oregon FAIR Plan Association (ORS 735.005, .015, .045)

CONSULTANTS EXAMINATION FOR LIFE INSURANCE
SERIES 12-08

100 questions - 2 hour time limit

Insurance Regulation 15% (15 items)

Licensing
Purpose
Process (ORS 744.058, .059, .062)
Types of licensees
Producers (ORS 744.052, .053, 731.104)
Consultants (ORS 744.605, .609, .626; OAR 836-071-0150)
Adjusters (ORS 744.531)
Nonresidents (ORS 744.063)
Maintenance and duration
Renewal and nonrenewal (ORS 744.072, .074) OAR 836-071-0146)
Reinstatement (ORS 744.018, .072(6))
Assumed business name (ORS 744.028(2),.068)
Change of address or telephone number (ORS 744.028(1), .068)
Reporting of actions (ORS 744.089)
Suitability (OAR 836-080-0090; OAR 836-080-0170 to 0190)
Replacement (OAR 836-080-0001 to 0043)
Disciplinary actions
Cease and desist orders (ORS 731.252)
License probation, suspension, revocation or refusal to issue or renew (ORS 744.074)
Civil penalty (ORS 731.988)
Criminal penalty (ORS 731.992)

State regulation
Director's enforcement authority (ORS 731.256)
Director's inquiries (ORS 731.296)
Company regulation
Unfair claim settlement practices (ORS 746.230; OAR 836-080-0205 to 0250)
Unfair trade practices
Misrepresentation (ORS 746.075, .100)
False advertising (ORS 746.110; OAR 836-080-0155)
Rebating (ORS 746.045)
Unfair discrimination (ORS 746.015; OAR 836-081-0005, 0010, 0020, 0030)
Illegal inducement (ORS 746.035)
Examination of records (ORS 744.068(2, 3))
Privacy of Consumer Information (ORS 746.600, .620, .630, .665; OAR 836-080-0501 to 836-080-0551)

Federal regulation
Fair Credit Reporting Act (15 USC 1681 to 1681d)
Fraud and false statements including 1033 waiver (18 USC 1033, 1034)

General Insurance 13% (13 items)

Concepts
Risk management key terms
Risk
Exposure
Hazard
Peril
Loss
Methods of handling risk
Avoidance
Retention
Sharing
Reduction
Transfer
Elements of insurable risks

Adverse selection

Law of large numbers

Reinsurance

Insurers

Types of insurers

Stock companies

Mutual companies

Fraternal benefit societies

Reciprocals

Lloyd's associations

Risk retention groups

Private versus government insurers

Admitted versus nonadmitted insurers

Domestic, foreign and alien insurers

Financial status (independent rating services)

Marketing (distribution) systems

Producers and general rules of agency

Insurer as principal

Producer/insurer relationship

Authority and powers of producer

Express

Implied

Apparent

Responsibilities to the applicant/insured

Contracts

Elements of a legal contract

Offer and acceptance

Consideration

Competent parties

Legal purpose

Distinct characteristics of an insurance contract

Contract of adhesion

Aleatory contract

Personal contract

Unilateral contract

Conditional contract

Legal interpretations affecting contracts

Ambiguities in a contract of adhesion

Reasonable expectations

Indemnity

Utmost good faith

Representations/misrepresentations

Warranties

Concealment

Fraud

Waiver and estoppel

Life Insurance Basics 18% (18 items)

Insurable interest (ORS 743.040, .038, .044)

Personal uses of life insurance

Survivor protection

Estate creation

Cash accumulation

Liquidity

Estate conservation

Life settlements (ORS 744.318., .321, .323, .326,.328; OAR 836-014-0200-0330)

Determining amount of personal life insurance

Human life value approach

Needs approach

Types of information gathered

Determining lump-sum needs

Planning for income needs

Business uses of life insurance

Buy-sell funding

Key person (ORS 743.228)

Executive bonuses

Deferred compensation funding

Types of life insurance policies (ORS 731.102, .170)

Group and individual (ORS 731.150, 743.303,)

Permanent, term, variable and annuities (ORS 731.156, 743.245)

Fixed versus variable life insurance and annuities including regulation of variable products (SEC, FINRA, and Oregon) (ORS 733.220)

Licensee responsibilities

Solicitation and sales presentations (OAR 836-051-0005–0020)

Advertising (ORS 746.075, .110, .115)

Oregon Life and Health Insurance Guaranty Association (ORS 734.750–.890)

Association (ORS 734.750–.890)

Illustrations (OAR 836-051-0500–0600)

Policy summary

Buyer's guide

Life insurance policy cost comparison methods

Replacement (ORS 746.085; OAR 836-080- 0001–to 0043)

Use and disclosure of insurance information (ORS 746.600 to .605, .610, .615 to .630, .635 to .660; OAR 836-080-0430)

Field underwriting

Notice of information practices

Application procedures

Delivery

Policy review

Effective date of coverage

Premium collection

Statement of good health

Individual underwriting by the insurer

Information sources and regulation

Application (ORS 743.039, .318)

Medical examinations and lab tests (including HIV consent) (OAR 836-050-0250)

Selection criteria and unfair discrimination (OAR 836-081-0005, 0010)

Sexual orientation prohibited (OAR 836-050-0240)

Medical and lifestyle questions (OAR 836-050-0245)

Prohibited discrimination (ORS 746.015)

Evidence of insurability (ORS 743.321)

Incontestability (ORS 743.315)

Suitability in the sale of life insurance (OAR 836-080-0090)

Life Insurance Policies 12% (12 items)

Term life insurance

Level term

Annual renewable term

Level premium term

Decreasing term

Whole life insurance

Continuous premium (straight life)

Limited payment

Single premium

Flexible premium policies

Adjustable life

Universal life

Specialized policies

Joint life (first-to-die)

Juvenile life

Survivorship Life

Group life insurance

Characteristics of group plans

Group underwriting requirements

Conversion to individual policy(ORS 743.333–.339)

Incontestability (ORS 743.315)

Evidence of Insurability (ORS 743.321)

Misstatement of Age (ORS 743.324)

Payments under the policy (ORS 743.327)

Termination of individual coverage (ORS 743.333)

Continuing coverage (ORS 743.356)

Prohibited sales practices (ORS 743.348)

Policies issued to trustees of certain funds (ORS 743.354)

Credit life insurance (individual versus group)

Life Insurance Policy Provisions, Options and Riders 10% (10 items)

Standard provisions

Ownership

Assignment (ORS 743.043)

Entire contract (ORS 743.174)

Modifications

Right to examine (free look)

Payment of premiums (ORS 743.162)

Grace period (ORS 743.165)

Reinstatement (ORS 743.171)

Incontestability (ORS 743.168, .315)
Misstatement of age and gender (ORS 743.180)

Exclusions

Suicide exclusion

Medical examination; autopsy
Prohibited provisions including backdating (ORS 743.225)

Beneficiaries

Designation options

Individuals

Classes

Estates

Minors

Trusts

Succession

Revocable versus irrevocable

Common disaster clause

Spendthrift clause

Settlement options

Cash payment

Interest only

Fixed-period installments

Fixed-amount installments

Life income

Single life

Joint and survivor

Nonforfeiture options (ORS 743.204 to .210)

Cash surrender value

Extended term

Reduced paid-up insurance

Policy loan and withdrawal options

Cash loans

Automatic premium loans

Withdrawals or partial surrenders

Uses of dividends (ORS 743.183)

Interest rate (ORS 743.187)

Dividend options

Cash payment

Reduction of premium payments

Accumulation at interest

One-year term option

Paid-up additions

Disability riders

Waiver of premium

Waiver of cost of insurance

Disability income benefit
Payor benefit life/disability (juvenile insurance)

Accelerated (living) benefit provision/rider (ORS 743.154; OAR 836-051-0300-0380, 836-052-0646)

Qualifying events

Disclosure

Effect of benefit payment

Riders covering additional insureds

Spouse/other-insured term rider

Children's term rider

Family term rider

Riders affecting the death benefit amount

Accidental death

Guaranteed insurability

Cost of living

Return of premium

Annuities 18% (18 items)

Annuity principles and concepts

Accumulation period versus annuity period

Owner, annuitant and beneficiary

Insurance aspects of annuities
Suitability in the sale of annuities (OAR 836-080-0090)

Immediate versus deferred annuities
Single premium immediate annuities (SPIAs)

Deferred annuities

Premium payment options

Nonforfeiture

Surrender charges

Death benefits

Annuity (benefit) payment options

Life contingency options
Pure life versus life with guaranteed minimum

Single life versus multiple life

Annuities certain (types)

Annuity products

Fixed annuities

General account assets
Interest rate guarantees (minimum versus current)

Level benefit payment amount

Equity indexed annuities

Market value adjusted annuities

Uses of annuities

Lump-sum settlements

Qualified retirement plans including group versus individual annuities

Personal uses

Individual retirement annuities (IRAs)

Tax-deferred growth

Retirement income

Education funds

Living benefit riders

Federal Tax Considerations for Life Insurance and Annuities 7% (7 items)

Taxation of personal life insurance

Amounts available to policyowner

Cash value increases

Dividends

Policy loans

Surrenders

Amounts received by beneficiary

General rule and exceptions

Settlement options

Values included in insured's estate

Modified endowment contracts (MECs)
Modified endowment versus life insurance

Seven-pay test

Distributions

Taxation of non-qualified annuities

Individually-owned
Accumulation phase (tax issues related to withdrawals)

Annuity phase and the exclusion ratio

Distributions at death

Corporate-owned

Taxation of individual retirement annuities(IRAs)

Traditional IRAs

Contributions and deductible amounts
Premature distributions (including taxation issues)

Annuity phase benefit payments

Amounts received by beneficiary

Roth IRAs

Contributions and limits

Distributions

Rollovers and transfers (IRAs and qualified plans) and suitability

Section 1035 exchanges and suitability

Qualified Plans 7% (7 items)

General requirements

Federal tax considerations
Tax advantages for employers and employees

Taxation of distributions (age-related)

Plan types, characteristics and purchasers

Simplified employee pensions (SEPs)

Self-employed plans (HR 10 or Keogh plans)

Profit-sharing and 401(k) plans

SIMPLE plans

403(b) tax-sheltered annuities (TSAs)

Pension plans

Section 457 deferred compensation

Special rules for life insurance

Incidental limitation

Taxation of economic benefit

Taxation of life insurance distributions

CONSULTANTS EXAMINATION FOR HEALTH INSURANCE
SERIES 12-09

100 questions – 2 hour time limit

Insurance Regulation 10% (10 items)

Licensing

Purpose

Process (ORS 744.058, .059, .062)

Types of licensees
Producers (ORS 744.052, .053, 731.104)
Consultants (ORS 744.605, .609, .626; OAR 836-071-0150)

Adjusters (ORS 744.531)

Nonresidents (ORS 744.063)

Maintenance and duration
Renewal and nonrenewal (ORS 744.072, .074) OAR 836-071-0146)
Reinstatement (ORS 744.018, .072(6))
Assumed business name (ORS 744.028(2),.068)
Change of address or telephone number (ORS 744.028(1), .068)

Reporting of actions (ORS 744.089)
Suitability (OAR 836-080-0090; OAR 836-080-0170 to 0190)
Replacement (OAR 836-080-0001 to 0043)

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Cease and desist orders (ORS 731.252)
License probation, suspension, revocation or refusal to issue or renew (ORS 744.074)

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Director's inquiries (ORS 731.296)

Company regulation
Unfair claim settlement practices (ORS 746.230; OAR 836-080-0205 to 0250)

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Misrepresentation (ORS 746.075, .100)
False advertising (ORS 746.110; OAR 836-080-0155)

Rebating (ORS 746.045)
Unfair discrimination (ORS 746.015; OAR 836-081-0005, 0010, 0020, 0030)

Illegal inducement (ORS 746.035)
Examination of records (ORS 744.068(2, 3))
Privacy of Consumer Information (ORS 746.600, .620, .630, .665; OAR 836-080-0501 to 836-080-0551)

Federal regulation
Fair Credit Reporting Act (15 USC 1681 to 1681d)
Fraud and false statements including 1033 waiver (18 USC 1033, 1034)

General Insurance 10% (10 items)

Concepts

Risk management key terms

Risk

Exposure

Hazard

Peril

Loss

Methods of handling risk

Avoidance

Retention

Sharing

Reduction

Transfer

Elements of insurable risks

Adverse selection

Law of large numbers

Reinsurance

Insurers

Types of insurers

Stock companies

Mutual companies

Fraternal benefit societies

Reciprocals

Lloyd's associations

Risk retention groups

Private versus government insurers

Admitted versus nonadmitted insurers

Domestic, foreign and alien insurers
Financial status (independent rating services)

Marketing (distribution) systems

Producers and general rules of agency

Insurer as principal

Producer/insurer relationship

Authority and powers of producer

Express

Implied

Apparent

Responsibilities to the applicant/insured

Contracts

Elements of a legal contract

Offer and acceptance

Consideration

Competent parties

Legal purpose
Distinct characteristics of an insurance contract

Contract of adhesion

Aleatory contract

Personal contract

Unilateral contract

Conditional contract

Legal interpretations affecting contracts

Ambiguities in a contract of adhesion

Reasonable expectations

Indemnity

Utmost good faith

Representations/misrepresentations

Warranties

Concealment

Fraud

Waiver and estoppel

Health Insurance 11% (11 items)

Types of products and benefits

Medical and surgical (ORS 743B.005)

Dental (ORS 731.162, 743B.005)

Long-term care (ORS 743B.005, 743.650, OAR 836-052-0516)

Short-term care (ORS 743.652(5))
Medicare supplements (ORS 743.680, OAR 836-052-0103)

Accident (ORS 743B.005)

Disability

Student health (ORS 743.550)

Blanket (ORS 743.536)

Vision

Types of health insurance policies

Individual versus group

Private versus government

TRICARE (ORS 743B.005)

Limited versus comprehensive

Self-insured versus fully insured

On exchange/off exchange

Small group and large group

Primary or supplemental

Policy exclusion provisions

Producer responsibilities

Marketing requirements

Advertising (OAR 836-020-0200-0305)
Oregon Life and Health Insurance Guaranty Association (ORS 734.750-.890)

Sales presentations
Outline of coverage (OAR 836-020-0305)

Summary benefits and coverage

Field underwriting

Nature and purpose
Disclosure of information about individuals

Application procedures

Requirements at delivery of policy

Common situations for errors/omissions

Individual underwriting on grandfathered plans

Pre-existing conditions

Creditable coverage

Benefits, limitations and exclusions
Producer liability for errors and omissions

Individual Health Insurance Policy General Provisions 8% (8 items)

Uniform required provisions

Incontestability (ORS 743.414, .472)

Grace period (ORS 743.417)

Reinstatement (ORS 743.420)

Uniform optional provisions

Change of occupation (ORS 743.450)

Misstatement of age (ORS 743.453, .489)

Other general provisions

Right to examine (free look) (ORS 743.492)

Consideration clause
Renewability clause (ORS 743.495, .498, **743B.125(5))**

Noncancelable

Guaranteed renewable

Conditionally renewable

Renewable at option of insurer

Nonrenewable (cancelable, term)

Cancellation (ORS 743.472, **743B.125(6))**

Disability Income and Related Insurance 7% (7 items)

Qualifying for disability benefits

Inability to perform duties

Own occupation

Any occupation
Loss of income (income replacement contracts)

Presumptive disability

Requirement to be under physician care

Individual disability income insurance
Unique aspects of individual disability underwriting

Occupational considerations

Benefit limits
Policy issuance alternatives and medical underwriting

Basic total disability plan

Income benefits (monthly indemnity)

Elimination and benefit periods

Waiver of premium feature
Coordination with social insurance, workers compensation benefits and at-work benefits

Additional monthly benefit (AMB)

Social insurance supplement (SIS)
Occupational versus nonoccupational coverage

Partial disability benefit

Residual disability benefit

Sick leave

Vacation leave
Other provisions affecting income benefits

Cost of living adjustment (COLA) rider

Future increase option (FIO) rider
Relation of earnings to insurance (ORS 743.465)

Other cash benefits

Accidental death and dismemberment

Rehabilitation benefit
Medical reimbursement benefit(nondisabling injury)

Exclusions as the policy lists

Unique aspects of individual disability underwriting

Occupational considerations

Benefit limits

Policy issuance alternatives

Group disability income insurance

Short-term disability (STD)

Long-term disability (LTD)
Unique aspects of group disability underwriting

Pre-existing conditions

Waiting period

Group total disability benefit

Income benefits (monthly indemnity)

Elimination and benefit periods

Waiver of premium feature
Coordination with social insurance, workers compensation benefits and at-work benefits

Additional monthly benefit (AMB)

Social insurance supplement (SIS)
Occupational versus nonoccupational coverage

Sick leave

Vacation leave

Business disability insurance

Key employee (partner) disability income

Disability buy-sell policy

Social Security disability

Qualification for disability benefits

Definition of disability

Waiting period

Disability income benefits

Workers compensation

Eligibility

Medical Plans 19% (19 items)

Medical plan concepts

Fee-for-service basis versus prepaid basis
Benefit schedule versus usual/reasonable/customary charges
Any provider versus limited choice of providers

Insureds versus subscribers/participants

Deductibles and cost sharing

Types of providers and plans

Major medical insurance (indemnity plans)

Characteristics and plan provisions

Managed Care

Preferred provider organizations (PPOs)
General characteristics and plan provisions

Open panel or closed panel

Point-of-service (POS)

Out-of-network provider access

Primary Care Physician (PPO)

Oregon requirements (individual and group)

Eligibility requirements
Newborn child coverage (ORS 743A.090)
Dependent child age limit (ORS 743A.090)
Coverage for adopted children (ORS 743A.090)

Health Care Reform (Affordable Care Act)

Essential Health Benefits

Levels of Coverage

Payment and Billing

Internal Appeal and External Review

Penalties and Fines

Oregon's Health Insurance Exchange/Marketplace

Definition

Medicaid

Eligibility

Benefits

Subsidies/Tax Credits

HIPAA (Health Insurance Portability and Accountability Act) requirements

Eligibility

Guaranteed issue

Renewability

Group Health Insurance 14% (14 items)

Purpose of group insurance (ORS 743B.003(1) -(8))

Issuance of group contract (ORS 743B.010)

Provisions of coverage (ORS 743B.011)

Experience rating versus community rating

Types of eligible groups

Employment-related groups (ORS 743B.010)

Multiple-Employer Trusts (METs) or Welfare Arrangements (MEWAs) (ORS 750.301)

Self-Funded groups

Associations (alumni, professional, other)

Marketing considerations

Advertising

Regulatory jurisdiction/place of delivery

Employer group health insurance

Insurer underwriting criteria

Characteristics of group

Plan design factors

Persistency factors

Administrative capability

Eligibility for insurance (ORS 743B.105(4), (5))

Employee eligibility

Dependent eligibility

Coordination of benefits provision (OAR 836-020-0770-0806)

Change of insurance companies or loss of coverage

No-loss no-gain

Events that terminate coverage

Extension of benefits

Continuation of coverage under COBRA and Oregon rules (ORS 743B.347; OAR 836-052-0860)

Conversion rights (ORS 743B.343 - .345)

Small employer medical plans

Definition of small employer (ORS 743B.005)

Requirements of small employer (ORS 742.360)

Basic coverage (ORS 743B.005, 743B.012)

Availability of coverage (ORS 743B.104)

Renewability of coverage (ORS 743B.013 (5))

Participation requirements (ORS 743B.013(7))

Open enrollment

Purchase policy through exchange/marketplace (ORS 743B.010)

Small group tax credits

Dental Insurance 3% (3 items)

Pediatric Care (Affordable Care Act)

Family care

Adult care

Categories of dental treatment

Diagnostic and preventive

Restorative

Oral surgery

Endodontics

Periodontics

Prosthodontics

Orthodontics

Access to Dental Coverage

Choice of providers

Scheduled versus nonscheduled plans

Employer group dental expense

Integrated deductibles versus stand-alone plans

Minimizing adverse selection

Insurance for Senior Citizens and Special Needs Individuals 13% (13 items)

Medicare

Nature, financing and administration

Part A — Hospital Insurance

Individual eligibility requirements

Enrollment

Coverages and cost-sharing amounts

Part B — Medical Insurance

Individual eligibility requirements

Enrollment

Coverages and cost-sharing amounts

Exclusions

Claims terminology and other key terms

Part C — Medicare Advantage

Part D — Prescription Drug Insurance

Medicare supplements

Purpose (OAR 836-052-0103)

Open enrollment (OAR 836-052-0138)

Standardized Medicare supplement plans

Core benefits (OAR 836-052-0133)

Additional benefits

Oregon regulations and required provisions

Standards for marketing (OAR 836-052-0175)

Advertising (ORS 743.687; OAR 836-052-0170)

Appropriateness of recommended purchase and excessive insurance (OAR 836-052-0180)

Right to return (free look) (ORS 743.686)

Replacement (ORS 743B.300); OAR 836-052-0165, 0190)

Pre-existing conditions (OAR 836-052-0190)

Required disclosure provisions (ORS 743.685;OAR 836-052-0160)

Outline of coverage (ORS 743.685(2);OAR 836-052-0160, 0190)

Buyer's guide (ORS 743.685(6))

Permitted compensation (OAR 836-052-0156)

Medicare SELECT (OAR 836-052-0139)

Other options for individuals with Medicare

Employer group health plans

Disabled employees

Employees with kidney failure

Individuals age 65 and older

Medicaid

Eligibility

Benefits

Long-Term Care (LTC) policies

Definitions (ORS 743.650 to .665)

Eligibility for benefits

Benefit triggers (ORS 743.652(2))

Activities of daily living requirements (OAR 836-052-0516(1))

Covered services (OAR 836-052-0596)

Benefit periods (ORS 743.665(5))

Benefit amounts (OAR 836-052-0586)

Optional benefits

Guarantee of insurability

Return of premium (ORS 743.665(E))

Qualified LTC plans (OAR 836-052-0531)

Exclusions

Oregon regulations and required Provisions

Training for insurance producers (OAR 836-052-0639)

Standards for marketing (OAR 836-052-0706)

Advertising (OAR 836-052-0696)

Shopper's guide (OAR 836-052-0786)

Outline of coverage (ORS 743.655(7); OAR 836-052-0776)

Appropriateness of recommended purchase

Right to return (free look) (ORS 743.655(6))

Replacement (OAR 836-052-0626, 0736)

Renewal provisions

Continuation or conversion

Required disclosure provisions (OAR 836-052-0716)

Inflation protection (OAR 836-052-0616)

Pre-existing conditions (ORS 743.655(3))

Protection against unintentional lapse

(OAR 836-052-0536(a)(b); 836-052-0740(7))
Partnership provisions (OAR 836-052-0531)

Prohibited provisions

Federal Tax Considerations for Health Insurance 5% (5 items)

Personally-owned health insurance

Disability income insurance

Medical expense insurance

Long-term care insurance

Employer group health insurance

Disability income (STD, LTD)

Benefits subject to FICA

Medical and dental expense

Long-term care insurance

Accidental death and dismemberment

Medical expense coverage for sole proprietors and partners

Business disability insurance

Key person disability income

Buy-sell policy

Health Savings Accounts (HSAs) and Health Reimbursement Accounts (HRAs)

Definition

Eligibility

Contribution limits

Portability

CONSULTANTS EXAMINATION FOR LIFE AND HEALTH INSURANCE
SERIES 12-10

150 questions – 2 hours and 40 minute time limit

Insurance Regulation 8% (12 items)

Licensing

Purpose

Process (ORS 744.058, .059, .062)

Types of licensees
Producers (ORS 744.052, .053, 731.104)
Consultants (ORS 744.605, .609, .626; OAR 836-071-0150)

Adjusters (ORS 744.531)

Nonresidents (ORS 744.063)

Maintenance and duration
Renewal and nonrenewal (ORS 744.072, .074) OAR 836-071-0146)
Reinstatement (ORS 744.018, .072(6))
Assumed business name (ORS 744.028(2),.068)
Change of address or telephone number (ORS 744.028(1), .068)

Reporting of actions (ORS 744.089)

Suitability (OAR 836-080-0090; OAR 836-080-0170 to 0190)
Replacement (OAR 836-080-0001 to 0043)

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Cease and desist orders (ORS 731.252)
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Director's inquiries (ORS 731.296)

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Unfair claim settlement practices (ORS 746.230; OAR 836-080-0205 to 0250)

Unfair trade practices
Misrepresentation (ORS 746.075, .100)
False advertising (ORS 746.110; OAR 836-080-0155)

Rebating (ORS 746.045)
Unfair discrimination (ORS 746.015; OAR 836-081-0005, 0010, 0020, 0030)

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Examination of records (ORS 744.068(2, 3))

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Fraud and false statements including 1033 waiver (18 USC 1033, 1034)

General Insurance 5% (7 - 8 items)

Concepts

Risk management key terms

Risk

Exposure

Hazard

Peril

Loss

Methods of handling risk

Avoidance

Retention

Sharing

Reduction

Transfer

Elements of insurable risks

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Reasonable expectations

Indemnity

Utmost good faith

Representations/misrepresentations

Warranties

Concealment

Fraud

Waiver and estoppel

Life Insurance Basics 7% (10 - 11 items)

Insurable interest (ORS 743.040, .038, .044)

Personal uses of life insurance

Survivor protection

Estate creation

Cash accumulation

Liquidity

Estate conservation

Life settlements (ORS 744.318., .321, .323, .326,.328; OAR 836-014-0200-0330)

Determining amount of personal life insurance

Human life value approach

Needs approach

Types of information gathered

Determining lump-sum needs

Planning for income needs

Business uses of life insurance

Buy-sell funding

Key person (ORS 743.228)

Executive bonuses

Deferred compensation funding

Types of life insurance policies (ORS 731.102, .170)

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Suitability in the sale of life insurance (OAR 836-080-0090)

Life Insurance Policies 7% (10 - 11 items)

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Decreasing term

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Continuous premium (straight life)

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Prohibited sales practices (ORS 743.348)

Policies issued to trustees of certain funds (ORS 743.354)

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Entire contract (ORS 743.174)

Modifications

Right to examine (free look)

Payment of premiums (ORS 743.162)

Grace period (ORS 743.165)

Reinstatement (ORS 743.171)

Incontestability (ORS 743.168, .315)

Misstatement of age and gender (ORS 743.180)

Exclusions

Suicide exclusion

Medical examination; autopsy

Prohibited provisions including backdating (ORS 743.225)

Beneficiaries

Designation options

Individuals

Classes

Estates

Minors

Trusts

Succession

Revocable versus irrevocable

Common disaster clause

Spendthrift clause

Settlement options

Cash payment

Interest only

Fixed-period installments

Fixed-amount installments

Life income

Single life

Joint and survivor

Nonforfeiture options (ORS 743.204 to .210)

Cash surrender value

Extended term

Reduced paid-up insurance

Policy loan and withdrawal options

Cash loans

Automatic premium loans

Withdrawals or partial surrenders

Uses of dividends (ORS 743.183)

Interest rate (ORS 743.187)

Dividend options

Cash payment

Reduction of premium payments

Accumulation at interest

One-year term option

Paid-up additions

Disability riders

Waiver of premium

Waiver of cost of insurance

Disability income benefit

Payor benefit life/disability (juvenile insurance)

Accelerated (living) benefit provision/rider (ORS 743.154; OAR 836-051-0300-0380, 836-052-0646)

Qualifying events

Disclosure

Effect of benefit payment

Riders covering additional insureds

Spouse/other-insured term rider

Children's term rider

Family term rider

Riders affecting the death benefit amount

Accidental death

Guaranteed insurability

Cost of living

Return of premium

Annuities 8% (12 items)

Annuity principles and concepts

Accumulation period versus annuity period

Owner, annuitant and beneficiary

Insurance aspects of annuities

Suitability in the sale of annuities (OAR 836-080-0090)

Immediate versus deferred annuities

Single premium immediate annuities (SPIAs)

Deferred annuities

Premium payment options

Nonforfeiture

Surrender charges

Death benefits

Annuity (benefit) payment options

Life contingency options

Pure life versus life with guaranteed minimum

Single life versus multiple life

Annuities certain (types)

Annuity products

Fixed annuities

General account assets

Interest rate guarantees (minimum versus current)

Level benefit payment amount

Equity indexed annuities

Market value adjusted annuities

Uses of annuities

Lump-sum settlements

Qualified retirement plans including group versus individual annuities

Personal uses

Individual retirement annuities (IRAs)

Tax-deferred growth

Retirement income

Education funds

Living benefit riders

Federal Tax Considerations for Life Insurance and Annuities 7% (10 - 11 items)

Taxation of personal life insurance

Amounts available to policyowner

Cash value increases

Dividends

Policy loans

Surrenders

Amounts received by beneficiary

General rule and exceptions

Settlement options

Values included in insured's estate

Modified endowment contracts (MECs)

Modified endowment versus life insurance

Seven-pay test

Distributions

Taxation of non-qualified annuities

Individually-owned

Accumulation phase (tax issues related to withdrawals)

Annuity phase and the exclusion ratio

Distributions at death

Corporate-owned

Taxation of individual retirement annuities(IRAs)

Traditional IRAs

Contributions and deductible amounts

Premature distributions (including taxation issues)

Annuity phase benefit payments

Amounts received by beneficiary

Roth IRAs

Contributions and limits

Distributions

Rollovers and transfers (IRAs and qualified plans) and suitability

Section 1035 exchanges and suitability

Qualified Plans 4% (6 items)

General requirements

Federal tax considerations

Tax advantages for employers and employees

Taxation of distributions (age-related)

Plan types, characteristics and purchasers

Simplified employee pensions (SEPs)

Self-employed plans (HR 10 or Keogh plans)

Profit-sharing and 401(k) plans

SIMPLE plans

403(b) tax-sheltered annuities (TSAs)

Pension plans

Section 457 deferred compensation

Special rules for life insurance

Incidental limitation

Taxation of economic benefit

Taxation of life insurance distributions

Health Insurance 7% (10 - 11 items)

Types of products and benefits

Medical and surgical (ORS 743B.005)

Dental (ORS 731.162, 743B.005)

Long-term care (ORS 743B.005, 743.650, OAR 836-052-0516)

Short-term care (ORS 743.652(5))

Medicare supplements (ORS 743.680, OAR 836-052-0103)

Accident (ORS 743B.005)

Disability

Student health (ORS 743.550)

Blanket (ORS 743.536)

Vision

Types of health insurance policies

Individual versus group

Private versus government

TRICARE (ORS 743B.005)

Limited versus comprehensive

Self-insured versus fully insured

On exchange/off exchange

Small group and large group

Primary or supplemental

Policy exclusion provisions

Producer responsibilities

Marketing requirements

Advertising (OAR 836-020-0200-0305)

Oregon Life and Health Insurance Guaranty Association (ORS 734.750–.890)

Sales presentations

Outline of coverage (OAR 836-020-0305)

Summary benefits and coverage

Field underwriting

Nature and purpose

Disclosure of information about individuals

Application procedures

Requirements at delivery of policy

Common situations for errors/omissions

Individual underwriting on grandfathered plans

Pre-existing conditions

Creditable coverage

Benefits, limitations and exclusions

Producer liability for errors and omissions

Individual Health Insurance Policy General Provisions 8% (12 items)

Uniform required provisions

Incontestability (ORS 743.414, .472)

Grace period (ORS 743.417)

Reinstatement (ORS 743.420)

Uniform optional provisions

Change of occupation (ORS 743.450)

Misstatement of age (ORS 743.453, .489)

Other general provisions

Right to examine (free look) (ORS 743.492)

Consideration clause

Legal actions (ORS 743.441)

Renewability clause (ORS 743.495, .498, 743B.125(5))

Noncancelable

Guaranteed renewable

Conditionally renewable

Renewable at option of insurer

Nonrenewable (cancelable, term)

Cancellation (ORS 743.472, 743B.125(6))

Disability Income and Related Insurance 8% (12 items)

Qualifying for disability benefits

Inability to perform duties

Own occupation

Any occupation

Loss of income (income replacement contracts)

Presumptive disability

Requirement to be under physician care

Individual disability income insurance

Unique aspects of individual disability underwriting

Occupational considerations

Benefit limits

Policy issuance alternatives and medical underwriting

Basic total disability plan

Income benefits (monthly indemnity)

Elimination and benefit periods

Waiver of premium feature

Coordination with social insurance, workers compensation benefits and at-work benefits

Additional monthly benefit (AMB)

Social insurance supplement (SIS)

Occupational versus nonoccupational coverage

Partial disability benefit

Residual disability benefit

Sick leave

Vacation leave

Other provisions affecting income benefits

Cost of living adjustment (COLA) rider

Future increase option (FIO) rider

Relation of earnings to insurance (ORS 743.465)

Other cash benefits

Accidental death and dismemberment

Rehabilitation benefit

Medical reimbursement benefit(nondisabling injury)

Exclusions as the policy lists

Unique aspects of individual disability underwriting

Occupational considerations

Benefit limits

Policy issuance alternatives

Group disability income insurance

Short-term disability (STD)

Long-term disability (LTD)

Unique aspects of group disability underwriting

Pre-existing conditions

Waiting period

Group total disability benefit

Income benefits (monthly indemnity)

Elimination and benefit periods

Waiver of premium feature

Coordination with social insurance, workers compensation benefits and at-work benefits

Additional monthly benefit (AMB)

Social insurance supplement (SIS)

Occupational versus nonoccupational coverage

Sick leave

Vacation leave

Business disability insurance

Key employee (partner) disability income

Disability buy-sell policy

Social Security disability

Qualification for disability benefits

Definition of disability

Waiting period

Disability income benefits

Workers compensation

Eligibility

Medical Plans 8% (12 items)

Medical plan concepts

Fee-for-service basis versus prepaid basis

Benefit schedule versus usual/reasonable/customary charges

Any provider versus limited choice of providers

Insureds versus subscribers/participants

Deductibles and cost sharing

Types of providers and plans

Major medical insurance (indemnity plans)

Characteristics and plan provisions

Managed Care

Preferred provider organizations (PPOs)

General characteristics and plan provisions

Open panel or closed panel

Point-of-service (POS)

Out-of-network provider access

Primary Care Physician (PPO)

Oregon requirements (individual and group)

Eligibility requirements

Newborn child coverage (ORS 743A.090)

Dependent child age limit (ORS 743A.090)

Coverage for adopted children (ORS 743A.090)

Health Care Reform (Affordable Care Act)

Essential Health Benefits

Levels of Coverage

Payment and Billing

Internal Appeal and External Review

Penalties and Fines

Oregon's Health Insurance Exchange/Marketplace

Definition

Medicaid

Eligibility

Benefits

Subsidies/Tax Credits

HIPAA (Health Insurance Portability and Accountability Act) requirements

Eligibility

Guaranteed issue

Renewability

Group Health Insurance 8% (12 items)

Purpose of group insurance (ORS 743B.003(1) -(8))

Issuance of group contract (ORS 743B.010)

Provisions of coverage (ORS 743B.011)

Experience rating versus community rating

Types of eligible groups

Employment-related groups (ORS 743B.010)

Multiple-Employer Trusts (METs) or Welfare Arrangements (MEWAs) (ORS 750.301)

Self-Funded groups

Associations (alumni, professional, other)

Marketing considerations

Advertising

Regulatory jurisdiction/place of delivery

Employer group health insurance

Insurer underwriting criteria

Characteristics of group

Plan design factors

Persistency factors

Administrative capability

Eligibility for insurance (ORS 743B.105(4), (5))

Employee eligibility

Dependent eligibility

Coordination of benefits provision (OAR 836-020-0770–0806)

Change of insurance companies or loss of coverage

No-loss no-gain

Events that terminate coverage

Extension of benefits

Continuation of coverage under COBRA and Oregon rules (ORS 743B.347; OAR 836-052-0860)

Conversion rights (ORS 743B.343 - .345)

Small employer medical plans

Definition of small employer (ORS 743B.005)

Requirements of small employer (ORS 742.360)

Basic coverage (ORS 743B.005, 743B.012)

Availability of coverage (ORS 743B.104)

Renewability of coverage (ORS 743B.013 (5))

Participation requirements (ORS 743B.013(7))

Open enrollment

Purchase policy through exchange/marketplace (ORS 743B.010)

Small group tax credits

Dental Insurance 2% (3 items)

Pediatric Care (Affordable Care Act)

Family care

Adult care

Categories of dental treatment

Diagnostic and preventive

Restorative

Oral surgery

Endodontics

Periodontics

Prosthodontics

Orthodontics

Access to Dental Coverage

Choice of providers

Scheduled versus nonscheduled plans

Employer group dental expense

Integrated deductibles versus stand-\ alone plans

Minimizing adverse selection

Insurance for Senior Citizens and Special Needs Individuals 5% (7 - 8 items)

Medicare

Nature, financing and administration

Part A — Hospital Insurance

Individual eligibility requirements

Enrollment

Coverages and cost-sharing amounts

Part B — Medical Insurance

Individual eligibility requirements

Enrollment

Coverages and cost-sharing amounts

Exclusions

Claims terminology and other key terms

Part C — Medicare Advantage

Part D — Prescription Drug Insurance

Medicare supplements

Purpose (OAR 836-052-0103)

Open enrollment (OAR 836-052-0138)

Standardized Medicare supplement plans

Core benefits (OAR 836-052-0133)

Additional benefits

Oregon regulations and required provisions

Standards for marketing (OAR 836-052-0175)

Advertising (ORS 743.687; OAR 836-052-0170)

Appropriateness of recommended purchase and excessive insurance (OAR 836-052-0180)

Right to return (free look) (ORS 743.686)

Replacement (ORS 743B.300); OAR 836-052-0165, 0190)

Pre-existing conditions (OAR 836-052-0190)

Required disclosure provisions (ORS 743.685;OAR 836-052-0160)

Outline of coverage (ORS 743.685(2);OAR 836-052-0160, 0190)

Buyer's guide (ORS 743.685(6))

Permitted compensation (OAR 836-052-0156)

Medicare SELECT (OAR 836-052-0139)

Other options for individuals with Medicare

Employer group health plans

Disabled employees

Employees with kidney failure

Individuals age 65 and older

Medicaid

Eligibility

Benefits

Long-Term Care (LTC) policies

Definitions (ORS 743.650 to .665)

Eligibility for benefits

Benefit triggers (ORS 743.652(2))

Activities of daily living requirements (OAR 836-052-0516(1))

Covered services (OAR 836-052-0596)

Benefit periods (ORS 743.665(5))

Benefit amounts (OAR 836-052-0586)

Optional benefits

Guarantee of insurability

Return of premium (ORS 743.665(E))

Qualified LTC plans (OAR 836-052-0531)

Exclusions

Oregon regulations and required provisions

Training for insurance producers (OAR 836-052-0639)

Standards for marketing (OAR 836-052-0706)

Advertising (OAR 836-052-0696)

Shopper's guide (OAR 836-052-0786)

Outline of coverage (ORS 743.655(7); OAR 836-052-0776)

Appropriateness of recommended purchase

Right to return (free look) (ORS 743.655(6))

Replacement (OAR 836-052-0626, 0736)

Renewal provisions

Continuation or conversion

Required disclosure provisions (OAR 836-052-0716)

Inflation protection (OAR 836-052-0616)

Pre-existing conditions (ORS 743.655(3))

Protection against unintentional lapse (OAR 836-052-536(a)(b); 836-052-0740(7)

Partnership provisions (OAR 836-052-0531)

Prohibited provisions

Federal Tax Considerations for Health Insurance 3% (4 - 5 items)

Personally-owned health insurance

Disability income insurance

Medical expense insurance

Long-term care insurance

Employer group health insurance

Disability income (STD, LTD)

Benefits subject to FICA

Medical and dental expense

Long-term care insurance

Accidental death and dismemberment

Medical expense coverage for sole proprietors and partners

Business disability insurance

Key person disability income

Buy-sell policy

Health Savings Accounts (HSAs) and Health Reimbursement Accounts (HRAs)

Definition

Eligibility

Contribution limits

Portability

CONSULTANTS EXAMINATION FOR GENERAL LINES INSURANCE
SERIES 12-11

150 questions - 2.5 hour time limit

Insurance Regulation 12%

Licensing

- Purpose
- Process (ORS 744.058, .059, .062)
- Types of licensees
  - Producers (ORS 744.052, .053, 731.104)
  - Consultants (ORS 744.605, .609, .626; OAR 836-071-0150)
  - Adjusters (ORS 744.531)
  - Nonresidents (ORS 744.063)
- Maintenance and duration
  - Renewal and nonrenewal (ORS 744.072, .074) OAR 836-071-0146)
  - Reinstatement (ORS 744.018, .072(6))
  - Assumed business name (ORS 744.028(2),.068)
  - Change of address or telephone number (ORS 744.028(1), .068)
  - Reporting of actions (ORS 744.089)
- Disciplinary actions
  - Cease and desist orders (ORS 731.252)
  - License probation, suspension, revocation or refusal to issue or renew (ORS 744.074)
  - Civil penalty (ORS 731.988)
  - Criminal penalty (ORS 731.992)

State regulation

- Director's enforcement authority (ORS 731.256)
  - Director's inquiries (ORS 731.296)
- Company regulation
  - Unfair claim settlement practices (ORS 746.230; OAR 836-080-0205 to 0250)
- Unfair trade practices
  - Misrepresentation (ORS 746.075, .100)
  - False advertising (ORS 746.110; OAR 836-080-0155)
  - Rebating (ORS 746.045)
  - Unfair discrimination (ORS 746.015; OAR 836-081-0005, 0010, 0020, 0030)
  - Illegal inducement (ORS 746.035)
- Examination of records (ORS 744.068(2, 3))
- Privacy of Consumer Information (ORS 746.600, .620, .630, .665; OAR 836-080-0501 to 836-080-0551)

Federal regulation

- Fair Credit Reporting Act (15 USC 1681 to 1681d)
- Fraud and false statements including 1033 waiver (18 USC 1033, 1034)

General Insurance 8%

Concepts

- Risk management key terms
  - Risk
  - Exposure
  - Hazard
  - Peril
  - Loss
- Methods of handling risk
  - Avoidance
  - Retention
  - Sharing
  - Reduction
  - Transfer
- Elements of insurable risks
- Adverse selection
- Law of large numbers
- Reinsurance

Insurers

- Types of insurers
  - Stock companies
  - Mutual companies
  - Fraternal benefit societies
  - Reciprocals
  - Lloyd's associations
  - Risk retention groups
- Private versus government insurers
- Admitted versus nonadmitted insurers
- Domestic, foreign and alien insurers
- Financial status (independent rating services)
- Marketing (distribution) systems

Producers and general rules of agency

- Insurer as principal
- Producer/insurer relationship
- Authority and powers of producer
  - Express
  - Implied
  - Apparent
- Responsibilities to the applicant/insured

Contracts

- Elements of a legal contract
  - Offer and acceptance
  - Consideration
  - Competent parties
  - Legal purpose
- Distinct characteristics of an insurance contract
  - Contract of adhesion
  - Aleatory contract
  - Personal contract
  - Unilateral contract
  - Conditional contract
- Legal interpretations affecting contracts
  - Ambiguities
  - Reasonable expectations
  - Indemnity
  - Utmost good faith
  - Representations/misrepresentations
  - Warranties
  - Concealment
  - Fraud
  - Waiver and estoppel

Property and Casualty Insurance Basics 13%

Principles and concepts

- Insurable interest
- Underwriting
  - Function
  - Loss ratio
- Rates
  - Types
  - Loss costs
  - Components
- Hazards
  - Physical
  - Moral
  - Morale
- Negligence
  - Elements of a negligent act
  - Defenses against negligence
- Damages
  - Compensatory — economic versus non-economic
  - Punitive
- Absolute liability
- Strict liability
- Vicarious liability
- Causes of loss (perils)
- Named perils versus special (open) perils
- Direct loss
- Consequential or indirect loss
- Blanket, specific insurance, and margin clause
- Basic types of construction
- Loss valuation
  - Actual cash value
  - Replacement cost
  - Functional replacement cost
  - Market value
  - Agreed value
  - Stated amount
  - Valued policy

Policy structure

- Declarations
- Definitions
- Insuring agreement or clause
- Additional/supplementary coverage
- Conditions
- Exclusions
- Endorsements

Common policy provisions

- Insureds — named, first named and additional
- Policy period

- Policy territory
- Cancellation and nonrenewal
- Deductibles
- Other insurance
- Concurrent
  - Primary and excess
- Limits of liability
  - Per occurrence (accident)
  - Per person
  - Aggregate—general versus products—completed operations
  - Split
  - Combined single
- Policy limits
- Restoration/nonreduction of limits
- Coinsurance
- Vacancy or unoccupancy
- Named insured provisions
  - Duties after loss
  - Assignment
  - Abandonment
- Insurer provisions
  - Liberalization
  - Subrogation
  - Salvage
  - Claim settlement options
  - Duty to defend
- Third-party provisions
  - Standard mortgage clause
  - Loss payable clause
  - No benefit to the bailee

Oregon laws, regulations and required provisions

- Oregon Insurance Guaranty Association (ORS 734.510-.710)
- Cancellation and nonrenewal
  - Commercial liability (ORS 742.700-.710)
  - Property (ORS 742.224, 746.686-687)
  - Automobile (ORS 742.560-.572)
- Binders (ORS 742.043)
- Rates (ORS 737.025, .310; OAR 836-010-0011)
- Policy forms (ORS 742.003, .005)
- Suit against insurer (ORS 742.240)

Concealment, misrepresentation or fraud (ORS 742.013, .208, .562(1)(b), .702(1)(b); 746.075, .100, .110)

- Unfair discrimination (ORS 746.015,.018, .240)
- Federal Terrorism Insurance Program (15 USC 6701; Public Law 109-144, 110-160)

Dwelling Policy 5%

Characteristics and purpose

Coverage forms — Perils insured against

- Basic — Oregon
- Broad
- Special

Property coverages

- Coverage A — Dwelling
- Coverage B — Other structures
- Coverage C — Personal property
- Coverage D — Fair rental value
- Coverage E — Additional living expense
- Other coverages

General exclusions

Conditions

Selected endorsements

- Special provisions — Oregon
- Automatic increase in insurance
- Broad theft coverage
- Dwelling under construction

Personal liability supplement

Homeowners Policy 4%

Coverage forms

- HO-2 through HO-6
- HO-8

Definitions

Section I — Property coverages

- Coverage A — Dwelling
- Coverage B — Other structures
- Coverage C — Personal property
- Coverage D — Loss of use
- Additional coverages

Section II — Liability coverages

- Coverage E — Personal liability
- Coverage F — Medical payments to others
- Additional coverages

Perils insured against

Exclusions

Conditions

Selected endorsements

- Special provisions — Oregon
- Limited fungi, wet or dry rot, or bacteria coverage
- Earthquake
- Scheduled personal property
- Personal property replacement cost
- Permitted incidental occupancies — residence premises — Oregon
- Home day care — Oregon
- Business pursuits
- Watercraft
- Personal injury
- Identify theft

Auto Insurance 8%

Laws

- Oregon Motor Vehicle Financial Responsibility Law
- Required motor vehicle limits of liability (ORS 806.070, .075)
  - Other ways to prove responsibility (ORS 806.011, .060, .080)
- Personal injury protection (ORS 742.518-.544)
  - Medical
  - Loss of income
  - Funeral
  - Essential services
  - Exclusions from coverage
  - Arbitration
  - Day Care
- Uninsured/underinsured motorist (ORS 742.500-.510)
  - Definitions
  - Bodily injury
  - Property damage
  - Required limits
- Aftermarket Crash Parts Act (ORS 746.287, .289, .292)
- Credit History (ORS 746.661 ~~(6)~~)

Personal auto policy

- Definitions
- Liability coverage
  - Bodily injury and property damage
  - Supplementary payments
  - Exclusions
- Medical payments coverage
- Coverage for damage to your auto
  - Collision
  - Other than collision (comprehensive)
  - Deductibles
  - Exclusions
  - Rental Reimbursement
- Duties after an accident or loss
- General provisions
- Selected endorsements
  - Amendment of policy provisions — Oregon
  - Towing and labor costs
  - Extended non-owned coverage — vehicles furnished or available for regular use
  - Miscellaneous type vehicle
  - Joint ownership coverage

Commercial auto

- Commercial auto coverage forms
  - Business auto
  - Garage
  - Business auto physical damage
  - Motor carrier
- Coverage form sections
  - Covered autos
  - Liability coverage
  - Garage keeper's coverage
  - Trailer interchange coverage
  - Physical damage coverage
  - Exclusions
  - Conditions
  - Definitions
- Selected endorsements
  - Lessor — additional insured and loss payee
  - Mobile equipment
  - Auto medical payments coverage/personal injury protection
  - Drive other car coverage
  - Individual named insured
  - Suspension of coverage
- Commercial carrier regulations
  - The Motor Carrier Act of 1980

Endorsement for motor carrier policies of insurance for public liability (MCS-90)

Commercial Package Policy (CPP) 18%

Components of a commercial policy

Common policy declarations

Common policy conditions

Interline endorsements

One or more coverage parts

Commercial general liability

Commercial general liability coverage forms

Bodily injury and property damage liability

Personal and advertising injury liability

Medical payments

Supplementary payments

Who is an insured

Limits of insurance

Conditions

Definitions

Exclusions

Occurrence versus claims-made

Trigger

Retroactive date

Extended reporting periods — basic versus supplemental

Claim information

Premises and operations

Products and completed operations

Insured contract defined/contractual liability

Pollution liability coverage form

Commercial property

Commercial property conditions form

Coverage forms

Building and personal property

Condominium association

Condominium commercial unit-owners

Builders risk

Business income

Legal liability

Extra expense

Causes of loss forms

Basic

Broad

Special

Selected endorsements

Ordinance or law

Spoilage

Peak season limit of insurance

Value reporting form

Commercial crime

General definitions

Burglary

Theft

Robbery

Crime coverage forms

Commercial crime coverage forms (discovery/loss sustained)

Government crime coverage forms (discovery/loss sustained)

Coverages

Employee theft

Forgery or alteration

Inside the premises — theft of money and securities

Inside the premises — robbery or safe burglary of other property

Outside the premises

Computer fraud

Funds transfer fraud

Money orders and counterfeit money

Other crime coverages

Extortion — commercial entities

Guests' property

Identify theft/data breach

Commercial inland marine

Nationwide marine definition

Commercial inland marine conditions form

Inland marine coverage forms

Accounts receivable

Bailee's customer

Commercial articles

Contractors equipment floater

Electronic data processing

Installation floater

Signs

Valuable papers and records

Transportation coverages

Motor truck cargo forms

Transit coverage forms

Equipment breakdown

Equipment breakdown protection coverage form

Selected endorsement

Actual cash value

Farm coverage

Farm property coverage form

Coverage A — Dwellings

Coverage B — Other private structures

Coverage C — Household personal property

Coverage D — Loss of use

Coverage E — Scheduled personal property

Coverage F — Unscheduled farm personal property

Coverage G — Other farm structures

Farm liability coverage form

Coverage H — Bodily injury and property damage liability

Coverage I — Personal and advertising injury liability

Coverage J — Medical payments

Mobile agricultural machinery and equipment coverage form

Livestock coverage form

Definitions

Causes of loss (basic, broad and special)

Conditions

Exclusions

Limits

Additional coverages

Businessowners Policy 6%

Characteristics and purpose

Businessowners Section I — Property

Coverages

Exclusions

Limits

Deductibles

Loss conditions

General conditions

Optional coverages

Definitions

Businessowners Section II — Liability

Coverages

Exclusions

Who is an insured

Limits of insurance

General conditions

Definitions

Businessowners Section III — Common Policy Conditions

Selected endorsements

Hired auto and non-owned auto liability

Protective safeguards

Utility services — direct damage

Utility services — time element

Workers' Compensation Insurance 13%

Workers' compensation laws

Type of law

Monopolistic versus competitive

Compulsory versus elective

Oregon Workers' Compensation Law (ORS Chapter 656)

Exclusive remedy (ORS 656.018)

Employment covered (required, voluntary, leased) (ORS 656.017, .023, .027-.041)

Covered injuries (ORS 656.005(7))

Occupational disease (ORS 656.802-.804)

Benefits provided (ORS 656.202, .204, .206, .208, .210, .211, .212, .214, .216, .245, .258)

Workers' Compensation Handicapped Workers Program (ORS 656.628)

Workers' compensation and employers liability insurance policy

General section

Part One — Workers' compensation insurance

Part Two — Employers liability insurance

Part Three — Other states insurance

Part Four — Your duties if injury occurs

Part Five — Premium

Part Six — Conditions

Selected endorsement

Voluntary compensation

Premium computations

Job classification

Rates

Payroll

Adjustment upon audit

Experience modification factor

Premium discounts

Other sources of coverage

Oregon Workers' Compensation Fund
Insurance Plan (ORS 656.730; OAR 836-043-0001–0091)
Self-insured employers and employer groups (ORS 656.403, .407)

Other Coverages and Options 13%

Umbrella/excess liability policies

Personal

Commercial

Specialty liability insurance

Errors and omissions

Professional liability

Directors and officer's liability

Fiduciary liability

Liquor liability

Employment practices liability

Surplus lines (ORS Sec. 735.410, .415)

Definitions and markets

Licensing requirements

Surety bonds

Principal, obligee and surety

Contract bonds

License and permit bonds

Judicial bonds

National Flood Insurance Program

Write your own versus government

Eligibility

Coverage

Limits

Deductibles

Other policies

Boatowners

Difference in conditions

Recreational vehicles

Residual markets

Joint Underwriting Association (ORS 735.200-.260; 737.390)
Oregon FAIR Plan Association (ORS 735.005, .015, .045)

ADJUSTERS EXAMINATION FOR CROP INSURANCE
SERIES 12-15

50 questions - 1 hour time limit

Insurance Regulation 10%

Licensing requirements (ORS 744.505)

Licensing exceptions (ORS 744.515)

Qualifications (ORS 744.002, .525)

Types of licenses
Nonresident adjuster (ORS 744.528, .538)

Records Retention (ORS 744.024(3))

Maintenance and duration

Renewal (ORS 744.008, .009(1))
Expiration (ORS 744.007, OAR836-071-0130(1))

Nonrenewal (ORS 744.009(2))
Notification of change, deletion, or addition of an assumed business name (ORS 744.028(2))
Change of address or telephone number (ORS 744.028(1))

Disciplinary actions

Cease and desist orders (ORS 731.252)
Suspension, revocation, and nonrenewal, probation (ORS 744.013, .014)

Civil penalty (ORS 731.988)

Criminal penalty (ORS 731.992)

Claim settlement laws and regulations
Director's general duties and powers (ORS 731.236)
Unfair claim practices (ORS 746.230; OAR 836-080-0205)
Misrepresentation and other prohibited claim practices (OAR 836-080-0220)
Required claim communications practices (OAR 836-080-0225)
Standard for prompt claim investigation (OAR 836-080-0230)
Standard for prompt and fair settlements (OAR 836-080-0235)

General (OAR 836-080-0235)
Adjustment of claims under policy issued by unauthorized insurer (ORS 744.541)
Proof and amount of loss determination (ORS 746.295)
Liability for damages; attorney fees (ORS 746.300)

Federal regulation
Fair Credit Reporting Act (15 USC 1681–1681d)
Fraud and false statements (18 USC 1033, 1034)

Insurance Basics 20%

Contracts

Elements of a legal contract

Offer and acceptance

Consideration

Competent parties

Legal purpose
Distinct characteristics of an insurance contract

Contract of adhesion

Aleatory contract

Personal contract

Unilateral contract

Conditional contract

Legal interpretations affecting contracts
Ambiguities in a contract of adhesion

Reasonable expectations

Indemnity

Utmost good faith

Waiver and estoppel

Principles and concepts

Insurable interest

Negligence

Elements of a negligent act

Defenses against negligence

Causes of loss (perils)

Named perils versus special (open) perils

Direct loss

Loss valuation

Market value

Agreed value

Stated amount

Policy structure

Declarations

Definitions

Insuring agreement or clause

Additional/supplementary coverage

Conditions

Exclusions

Endorsements

Common policy provisions
Insureds - named, first named and additional

Policy period

Policy territory

Cancellation and nonrenewal

Deductibles

Other insurance

Pro rata

Contribution by equal shares

Policy limits

Abandonment

Assignment of Indemnity

Loss payable clause

Insurer provisions

Subrogation
2.5 Oregon laws, regulations and required provisions
Oregon Insurance Guaranty Association (ORS 734.510–.710)

Suit against insurer (ORS 742.240)
Concealment, misrepresentation or fraud (ORS 742.013, .208) (2010-NCIS 3OR)

Power of Attorney

Crop-Hail Insurance 45%

General Provisions (2011-NCIS 3)

Agreement to Insure

Coverage

Insurance Period

Duties after Loss

Insured's Duties

Insurer's Duties

Loss Payment

Reduction of Insurance

Appraisal/Inspection

Liberalization

Variation in Acreage in Case of Loss
Entire Agreement, Waiver or Change of Policy Provisions

Assignment of Interest

Assignment of Indemnity

Concealment or Fraud
Cancellation of Policy
Exclusions
Abandonment of Crop
Suit against Us
Conformity to Statutes
Pre-Judgment Interest

Special Provisions

Perils Insured Against
Minimum Loss
Catastrophe Loss Award
Crop Specific Coverage
Replanting Destroyed Crops
Optional Provisions
Expiration of Insurance

Oregon Amendatory Endorsement (2010-NCIS 3OR)

Multiple Peril Crop Insurance (MPCI) 20%

Policy Structure

Priorities of Conflicts between Provisions
Catastrophic Risk Protection Endorsement
Special Provisions
Basic Provisions

Definitions

Life of Policy, Cancellation and Termination (Important Dates)

Coverage Levels and Price

Contract Changes

Acreage Reporting

Eligibility

Insureds
Crops

Ownership Share

Causes of Loss

Replanting Provisions

Loss Adjustment Responsibilities

Insured
Insurer

Production Records

Planting Coverage

Late
Prevented

Written Agreements

Transfer of Rights to Coverage

Assignment of Indemnity

Unit Structure

Organic Farming Practices

Inspections

Mediation/Arbitration

Claim Settlement

Oversight Organizations 5%

Federal Crop Insurance Corporation (FCIC)

Risk Management Agency (RMA)

National Crop Insurance Services (NCIS)

REFERENCE LIST FOR ADJUSTERS

EXAMINATION FOR CROP INSURANCE

The reference materials listed below were used to prepare the questions for this examination. This examination is CLOSED BOOK. These references are not allowed in the examination center.

- Common Crop Insurance Policy, Basic Provisions - Reinsured Version (11-BR)
- 2011 Crop Insurance Handbook
- Crop Insurance Plan Comparison
- FCIC 09-CAT - Multiple Peril Catastrophic Risk Protection Endorsement
- Loss Adjustment Manual (LAM) Standards Handbook
- Crop Hail Insurance Policy General Provisions (NCIS 3)
- NCIS 457 - Optional Fire and Lightning Coverage on Crops Planted in Small Grain Crop, Stubble or Residue
- Crop Hail Insurance Policy Jacket (NCIS 5)
- NCIS 646 - Crop-Hail Policy - Basic Form, Special Provisions (Idaho, Oregon, Utah, Washington)
- Oregon Administrative Rules, Chapter 836 - Department of Consumer and Business Services, Insurance Division
- Oregon Revised Statutes Chapter 744 - Insurance Producers
- Oregon Revised Statutes Chapter 746 - Insurance Producers
- Oregon Statutes, Chapters 731, 734, 735
- About the Risk Management Agency - Program Aid 1667-02
- 18 USC Chapter 47, Sections 1033 and 1034

Oregon Insurance Examination Registration Form

Read the Candidate Information Bulletin before filling out this registration form. You must provide all information requested and submit the appropriate fee. PLEASE TYPE OR PRINT LEGIBLY. Registration forms that are incomplete, illegible, or not accompanied by the proper fee will be returned unprocessed. Registration fees are not refundable or transferable.

1. **Legal Name:** ______________ ______________ ______________
   Last Name First Name Middle Name

2. **Social Security:** ☐☐☐ - ☐☐ - ☐☐☐☐ *(FOR IDENTIFICATION PURPOSES ONLY)*

3. **Date of Birth:** ____ - ____ - ____
   Month Date Year

4. **School Code:** ☐☐☐☐ (Your school will provide)

5. **Mailing Address:** ______________________________ ________
   Number, Street (Must be a physical address, PO Boxes are NOT accepted) Apt/Ste

   ______________________ ____ __________ - ______
   City State Zip Code

6. **Telephone:** Home ______ ______ - ______ Office ______ ______ - ______

7. **Email:** ______________________@______________________

The following sections 8-13 are optional. You will not be penalized for declining. However, we encourage your participation.

8. Gender
- ☐ Female
- ☐ Male
- ☐ Unspecified
- ☐ I decline to participate

9. Race
- ☐ American Indian and Alaska Native
- ☐ Asian
- ☐ Black or African American
- ☐ Native Hawaiian and Other Pacific Islander
- ☐ White
- ☐ Two or more races
- ☐ Unspecified
- ☐ I decline to participate

10. Education Level
- ☐ High School or GED
- ☐ Some College
- ☐ 2-Year College Degree(Associates)
- ☐ 4-Year College Degree(BA, BS)
- ☐ Master's Degree
- ☐ Doctoral Degree
- ☐ Unspecified
- ☐ I decline to participate

11. Age Group
- ☐ Under 18
- ☐ 18-24
- ☐ 25-29
- ☐ 30-34
- ☐ 35-39
- ☐ 40-44
- ☐ 45-49
- ☐ 50-54
- ☐ 55-59
- ☐ 60-64
- ☐ 65 and over
- ☐ Unspecified
- ☐ I decline to participate

12. Ethnicity
- ☐ American/Canadian
- ☐ Chinese
- ☐ Cuban
- ☐ Dutch
- ☐ English
- ☐ Filipino
- ☐ French
- ☐ German
- ☐ Irish
- ☐ Italian
- ☐ Japanese
- ☐ Korean
- ☐ Mexican
- ☐ Polish
- ☐ Puerto Rican
- ☐ Russian
- ☐ Scottish
- ☐ Swedish
- ☐ Vietnamese
- ☐ Other Asian
- ☐ Other European
- ☐ Other Hispanic or Latino
- ☐ Unspecified
- ☐ I decline to participate

13. Native Language
- ☐ Arabic
- ☐ Chinese
- ☐ English
- ☐ French
- ☐ German
- ☐ Italian
- ☐ Korean
- ☐ Polish
- ☐ Russian
- ☐ Spanish
- ☐ Tagalog
- ☐ Vietnamese
- ☐ I decline to participate

You must fill out the next page

The following sections are Mandatory.

14. **Examination:** You may only take one examination at a time; please check one. (*Includes Law)

☐ Laws and Regulations ($45)
☐ Life Insurance Producer* ($45)
☐ Health Insurance Producer* ($45)
☐ Life & Health Insurance Producer* ($55)
☐ Crop Insurance Adjuster ($45)
☐ Surplus Lines Insurance Producer ($45)
☐ Health Insurance Adjuster ($45)
☐ General Lines Insurance Adjuster ($45)
☐ Life Insurance Consultant ($45)
☐ Health Insurance Consultant ($45)
☐ Life and Health Insurance Consultant ($55)
☐ General Lines Insurance Consultant ($45)
☐ Property Insurance Producer* ($45)
☐ Casualty Insurance Producer* ($45)
☐ Personal Lines Producer* ($45)
☐ Property and Casualty Insurance Producer* ($55)

Check one: ☐ FIRST TIME ☐ RETAKE

15. **Total Fee Included: $________________.** You may pay by credit card, company check, cashier's check or money order. Make check or money order payable to PSI and note your Social Security # on it. Cash and personal checks are not accepted.

If paying by credit card, check one: ☐ VISA ☐ MasterCard ☐ American Express ☐ Discover

Card Number:____ Exp. Date: ____________________________

Card Verification No: ______________

The card verification number may be located on the back of the card (the last three digits on the signature strip) or on the front of the card (the four digits to the right and above the card account number).

Billing Street Address: ____ Billing Zip Code: ______________

Cardholder Name (Print): _____________________________ Signature:___________________________________

16. **I am submitting the Exam Accommodations Form (at the end of this bulletin) and required documentation.** ☐ Yes ☐ No

17. **Affidavit:** I certify that the information provided on this registration form (and/or telephonically to PSI) is correct. I understand that any falsification of information may result in denial of licensure. I have read and understand the examination information bulletin.

Signature:____**Date:**__________________________________

Complete and forward this registration form with the applicable examination fee to:
PSI licensure:certification * ATTN: Examination Registration OR INS
3210 E Tropicana * Las Vegas, NV * 89121
Fax (702) 932-2666 * (855) 340-3901 * TTY (800) 735-2929
https://home.psiexams.com/#/home

EXAM ACCOMMODATIONS REQUEST FORM

All examination centers are equipped to provide access in accordance with the Americans with Disabilities Act (ADA) of 1990. Applicants with disabilities or those who would otherwise have difficulty taking the examination may request exam accommodations.

Candidates who wish to request exam accommodations because of a disability should fax this form and supporting documentation to PSI at (702) 932-2666.

Requirements for exam accommodation requests:

You are required to submit documentation from the medical authority or learning institution that rendered a diagnosis. Verification must be submitted to PSI on the letterhead stationery of the authority or specialist and include the following:

- Description of the disability and limitations related to testing
- Recommended accommodation/modification
- Name, title and telephone number of the medical authority or specialist
- Original signature of the medical authority or specialist

Date: ____

SS#: ____

Legal Name: ____

Last Name First Name

Address: ____

Street City, State, Zip Code

Telephone: (__________) ____________ - ________________ (__________) ____________ - ________________

Home Work

Email Address: ____

Check any exam accommodations you require (requests must concur with documentation submitted):

☐ Reader (as accommodation for visual impairment or learning disability)

☐ Extended time
(Additional time requested: ________________)

☐ Large-print written examination

☐ Other____________________________________

____

- **After you have registered for the exam, complete and fax this form, along with supporting documentation, to (702) 932-2666 or email it to examaccommodations@psionline.com.**
- **After 4 days, PSI Exam Accommodations will email you confirmation of approval with instructions for the next step.**

DO NOT SCHEDULE YOUR EXAMINATION UNTIL THIS DOCUMENTATION HAS BEEN RECEIVED AND PROCESSED BY PSI EXAM ACCOMMODATIONS.

PSI licensure:certification
3210 E Tropicana
Las Vegas, NV 89121