

GEORGIA PROPERTY AND CASUALTY AGENT CONTENT OUTLINE

(125 scored plus 10 pretest questions)

Note: To the extent that the specific contracts, forms, and endorsements outline are available in standardized versions, outline references are to content developed by (1) Insurance Services Office; (2) National Council on Compensation Insurance; (3) Surety Association of America.

I. PROPERTY: TYPES OF POLICIES 22

A. Homeowners

1. HO-2
2. HO-3
3. HO-4
4. HO-5
5. HO-6
6. HO-7

B. Dwelling policies

C. Commercial lines

1. Commercial Package Policy (CPP)
2. Commercial property
 - a. Commercial building and personal property form
 - b. Causes of loss forms
 - c. Business income
 - d. Extra expense
 - e. Equipment breakdown
3. Businessowners Policy (BOP)
4. Builders Risk
5. Cyber First-Party Coverage

D. Inland marine

1. Personal Articles floaters
2. Commercial Property floaters

E. National Flood Insurance Program

F. Others

1. Earthquake
2. Mobile Homes
3. Watercraft
4. Farm Owners
5. Windstorm

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

B. Insurance

1. Law of Large Numbers

B. Insurable interest

C. Risk

1. Pure vs. Speculative Risk

D. Hazard

1. Moral
2. Morale
3. Physical

E. Peril

F. Loss

1. Direct
2. Indirect

G. Loss valuation

1. Actual cash value
2. Replacement cost
3. Market value
4. State/agreed value
5. Salvage value

H. Proximate cause

I. Deductible

J. Indemnity

K. Limits of liability

L. Coinsurance/Insurance to value

M. Occurrence

N. Cancellation

O. Nonrenewal

P. Vacancy and unoccupancy

Q. Liability

1. Absolute
2. Strict
3. Vicarious

R. Negligence

S. Binder

T. Endorsements

U. Blanket vs. Specific

III. PROPERTY: POLICY PROVISIONS AND CONTRACT LAW..... 13

A. Declarations

B. Insuring agreement

C. Conditions

D. Exclusions

E. Definition of the insured

F. Duties of the insured

G. Obligations of the insurance company

H. Mortgagee rights

I. Proof of loss

J. Notice of claim

K. Appraisal

L. Other Insurance Provision

M. Subrogation

N. Elements of a contract

O. Warranties, representations, and concealment

P. Sources of underwriting information

Q. Fair Credit Reporting Act

R. Privacy Protection (Gramm Leach Bliley)

S. Policy Application

T. Terrorism Risk Insurance Act (TRIA)

U. Territory

IV. CASUALTY: TYPES OF POLICIES, BONDS, AND RELATED TERMS..... 23

A. Commercial general liability

1. Exposures
 - a. Premises and Operations
 - b. Products and Completed Operations
2. Coverage
 - a. Coverage A: Bodily Injury and Property Damage Liability (Occurrence, Claims made including Retroactive Date)
 - b. Coverage B: Personal Injury and Advertising Injury
 - c. Coverage C: Medical Payments
 - d. Supplemental Payments
 - e. Who is an insured
 - f. First named insured
 - g. Limits (Per occurrence, Annual Aggregate)
 - h. Damage to Property of Others Conditions

B. Automotive: personal auto and business auto

1. Liability
 - a. Bodily Injury
 - b. Property Damage

- c. Split Limits
- d. Combined Single Limit
- 2. Medical Payments
- 3. Physical damage (collision; other than collision; specified perils)
- 4. Uninsured motorists
- 5. Underinsured motorists
- 6. Who is an insured
- 7. Types of Auto
 - a. Owned
 - b. Non-owned
 - c. Hired
 - d. Temporary Substitute
 - e. Newly Acquired Autos
 - f. Transportation Expense and Rental Reimbursement Expense
- 8. Auto Dealers Coverage Form, including Garagekeepers Insurance
- 9. Exclusions
- 10. Individual Insured and Drive Other Car (DOC)
- 11. Mobile equipment

C. Workers Compensation insurance, Employers Liability insurance, and Related Issues

Note: Specifics of state law are addressed elsewhere in this outline.

- 1. Standard policy concepts
 - a. Who is and employee/employer
 - b. Compensation
- 2. Work-related vs. non-work-related
- 3. Other states' insurance
- 4. Employers Liability
- 5. Exclusive Remedy
- 6. Premium Determination

D. Crime

- 1. Employee Dishonesty
- 2. Theft
- 3. Robbery
- 4. Burglary
- 5. Forgery and Alteration
- 6. Mysterious disappearance

E. Bonds

- 1. Surety
- 2. Fidelity

F. Professional liability

- 1. Errors and Omissions
- 2. Medical Malpractice
- 3. Directors and Officers (D&O)
- 4. Employment Practices Liability (EPLI)
- 5. Cyber liability and data breach, funds transfer
- 6. Liquor liability

G. Umbrella/Excess liability

H. Business Owners Policy (BOP)

V. CASUALTY: INSURANCE TERMS AND RELATED CONCEPTS..... 15

A. Risk

B. Hazards

- 1. Moral
- 2. Morale
- 3. Physical

C. Indemnity

D. Insurable interest

E. Loss Valuation

- 1. Actual cash value
- 2. Replacement cost
- 3. Market value
- 4. Stated/agreed value
- 5. Salvage value

F. Negligence

G. Liability

H. Occurrence

I. Binders

J. Warranties

K. Representations

L. Concealment

M. Deposit Premium/Audit

N. Certificate of Insurance

O. Law of Large Numbers

P. Pure vs. Speculative Risk

Q. Endorsements

R. Damages

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

S. Compliance with provisions of Fair Credit Reporting Act

VI. CASUALTY: POLICY PROVISIONS..... 12

A. Declarations

B. Insuring agreement

C. Conditions

D. Exclusions and Limitations

E. Definition of the insured

F. Duties of the insured after a loss

G. Cancellation and nonrenewal provisions

H. Supplementary-payments

I. Proof of loss

J. Notice of claim

K. Other insurance

L. Subrogation

M. Loss settlement provisions including consent to settle a loss

N. Terrorism Risk Insurance Act (TRIA)

VII. GEORGIA STATE LAWS, RULES, AND REGULATIONS PERTINENT TO ALL INSURANCE LINES..... 18

A. Insurance department and commissioner

- 1. Broad powers and duties
Ref: 33-2-1 through 6, 9 through 32
- 2. Examination of records
Ref: 33-2-10 through 13
- 3. Investigations/Notice of hearing
Ref: 33-6-6
- 4. Penalties
Ref: 33-6-9

B. General insurance definitions

- 1. Domestic, foreign and alien
Ref: 33-3-1
- 2. Stock and mutual
Ref: 33-14-2
- 3. Authorized/unauthorized and certificate of authority
Ref: 33-3-2 through 5; 33-3-13 through 30
- 4. Insurance transaction / transacting business
Ref: 33-1-2

C. Licensing of agents, counselors, subagents, and adjusters

Ref: 33-23-1 through 46; 120-2-3-.09 and .15

1. Agent Responsibility
2. License maintenance
3. License revocation, suspension, denial, or refuse to renew
4. Temporary License
5. Nonresident License
6. Counselor License
7. Adjuster License
8. Surplus Lines Broker

D. Unfair trade practices

Ref: 33-6-4 & 5; 33-9-36; 33-23-1; 33-23-35; 33-24-7

1. Rebating
2. Defamation
3. Unfair Discrimination
4. Misrepresentation
5. Controlled business
6. Advertising
7. Coercion
8. Commingling
9. Fiduciary Responsibility
10. Sharing Commissions
11. Additional Fees
12. Unfair claims practices
13. Fraud

VIII. GEORGIA RULES AND CODES PERTINENT TO PROPERTY & CASUALTY INSURANCE (3-4)

A. Cancellation and nonrenewal of policies

Ref: 120-2-53-.01 through .06; 33-24-44 through 47

B. Regulation of Rates

Ref: 33-9-1 through 44

C. Binders

Ref: 33-24-33

D. Georgia Insurer Solvency Pool

Ref: 33-36-1 through 12

IX. GEORGIA RULES AND CODES PERTINENT TO PROPERTY INSURANCE ONLY (0-1)

A. FAIR plan

Ref: 33-33-1 through 8

X. GEORGIA RULES AND CODES PERTINENT TO CASUALTY INSURANCE ONLY (3-4)

A. Auto

1. Defensive driving
Ref: 33-9-42
2. Uninsured-Motorists coverage
Ref: 33-7-11
3. Financial Responsibility Law
Ref: 40-9-1 through 12; 40-9-80 through 8; 33-34-4
4. Georgia Automobile Insurance Plan/Assigned Risk
Ref: 120-2-14-.02 through .17; 40-9-100

B. Workers Compensation Law

Ref: 120-2-37-.01 through .09; 34-9-133