

**LIFE – GENERAL KNOWLEDGE
CONTENT OUTLINE**

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

I. TYPES OF POLICIES.....15

A. Traditional whole life products

1. Ordinary whole life
2. Limited-pay and single-premium life

B. Interest/market sensitive/adjustable life products

1. Universal life
2. Variable whole life
3. Variable universal life
4. Interest-sensitive whole life
5. Indexed life

C. Term life

1. Types
 - a. Level
 - b. Decreasing
 - c. Return of premium
 - d. Annually renewable
2. Special features
 - a. Renewable
 - b. Convertible

D. Annuities

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

E. Combination plans and variations

1. Joint life (first to die)
2. Survivorship life (second to die)

II. POLICY RIDERS, PROVISIONS, OPTIONS, AND EXCLUSIONS..... 15

A. Policy riders

1. Waiver of premium and waiver of monthly deduction
2. Guaranteed insurability
3. Payor benefit
4. Accidental death and/or accidental death and dismemberment
5. Term riders
6. Other insureds
7. Long term care
8. Return of premium
9. Disability
10. Cost of Living

B. Policy provisions and options

1. Entire contract
2. Insuring clause
3. Free look
4. Consideration
5. Owner's rights
6. Beneficiary designations
 - a. Primary and contingent
 - b. Revocable and irrevocable

- c. Common disaster
- d. Minor beneficiaries
- e. Designation by class
7. Premium Payment
 - a. Modes
 - b. Grace period
 - c. Automatic premium loan
 - d. Level or flexible
8. Reinstatement
9. Policy loans, withdrawals, partial surrenders
10. Nonforfeiture options
11. Dividends and dividend options (e.g., participating, non-participating)
12. Incontestability
13. Assignments
14. Suicide
15. Misstatement of age and gender
16. Settlement options
17. Accelerated death benefits

C. Policy exclusions

1. War
2. Aviation
3. Dangerous occupation

III. COMPLETING THE APPLICATION, UNDERWRITING, AND DELIVERING THE POLICY..... 12

A. Completing the application

1. Required signatures
2. Changes in the application
3. Consequences of incomplete applications
4. Warranties and representations
5. Collecting the initial premium and issuing the receipt
6. Replacement
7. Disclosures at point of sale (i.e., HIPAA, HIV consent)
8. USA PATRIOT Act/anti-money laundering
9. Gramm-Leach-Bliley Act (GLBA) Privacy

B. Underwriting

1. Insurable interest
2. Medical information and consumer reports
3. Fair Credit Reporting Act
4. Risk classification
5. Stranger/Investor-owned life insurance (STOLI, IOLI)

C. Delivering the policy

1. When coverage begins
2. Explaining the policy and its provisions, riders, exclusions, and ratings to the client

D. Contract Law

1. Elements of a contract
 - a. Consideration
 - b. Offer and Acceptance
 - c. Competent Parties
 - d. Legal purpose
2. Unique aspects of the insurance contract
 - a. Conditional
 - b. Unilateral
 - c. Adhesion
 - d. Aleatory

IV. RETIREMENT AND OTHER INSURANCE CONCEPTS..8

- A. Third-party ownership**
- B. Life Settlements**
- C. Group life insurance**
 - 1. Conversion privilege
 - 2. Contributory vs. noncontributory
- D. Retirement plans**
 - 1. Qualified plans
 - 2. Nonqualified plans
- E. Life insurance needs analysis/suitability**
 - 1. Personal insurance needs
 - 2. Business insurance needs
 - a. Key person
 - b. Buy sell
- F. Social Security benefits**
- G. Tax treatment of insurance premiums, proceeds, dividends**
 - 1. Individual life
 - 2. Group life
 - 3. Modified Endowment Contracts (MECs)

LIFE – SOUTH CAROLINA SPECIFIC CONTENT OUTLINE

(25 scored plus 5 pretest questions)

I. SOUTH CAROLINA LAWS AND REGULATIONS PERTINENT TO ALL LINES.....18

- A. Insurance Department and Director**
 - 1. Powers and duties
Ref: 38-3-60, 110
 - 2. Examination of books and records
Ref: 38-13-10-30; 38-43-250
 - 3. Investigations/Notice of hearing
Ref: 38-3-170; 38-57-200
 - 4. Penalties and fines
Ref: 38-2-10-30, 38-43-130
 - 5. Cease and desist orders
Ref: 38-59-30, 270
- B. General insurance definitions**
 - 1. Domestic, foreign and alien insurers
Ref: 38-1-20
 - 2. Admitted/Nonadmitted insurer
Ref: 38-1-20; 38-5-80
 - 3. Sell, solicit, negotiate
Ref: 38-1-20; 38-43-10
- C. Licensing**
 - 1. Producer
Ref: 38-43-10, 20, 30, 60
 - 2. License fees and application
Ref: 38-43-80, 100, 101
 - 3. License probation, revocation, suspension, or denial of reissuance
Ref: 38-43-130, 230
 - 4. Temporary License
Ref: 38-43-102
 - 5. Nonresident License
Ref: 38-43-70
 - 6. Agent appointment/termination of contract
Ref: 38-43-40, 50, 55
 - 7. Continuing education
Ref: 38-43-106; Reg 69-50

- 8. Change of Address/name change
Ref: 38-43-107; 38-43-10(C)
 - 9. Reinstatement/license expiration
Ref: 38-43-110(B)
 - D. Unfair and prohibited trade practices**
 - 1. Rebating
Ref: 38-57-130
 - 2. Defamation
Ref: 38-57-90
 - 3. Unfair Discrimination
Ref: 38-55-50; 38-57-120
 - 4. Misrepresentation
Ref: 38-57-40
 - 5. False advertising
Ref: 38-57-40, 50
 - 6. Boycott, coercion, and intimidation
Ref: 38-57-100, 110
 - 7. Unfair claims settlement practices
Ref: 38-59-10, 20
 - 8. Fraud
Ref: 38-43-245
 - 9. False Financial Statements
Ref: 38-57-80
 - 10. Prohibited inducements
Ref: 38-57-130, 150
 - E. Reporting and Disposition of Premiums**
 - 1. Fiduciary capacity; misappropriation of funds
Ref: 38-43-130, 240, 420
 - 2. Commissions and compensation/charges for extra services
Ref: 38-43-200
 - 3. Reporting of Actions
Ref: 38-43-247
 - F. Life and Accident and Health Insurance Guaranty Association**
Ref: 38-29-20, 30, 40, 50, 80, 130, 200
 - G. Consumer information privacy regulation**
Ref: Reg 69-58 Sec 1-16
- #### II. SOUTH CAROLINA LAWS AND REGULATIONS PERTINENT TO LIFE INSURANCE7
- A. Replacement/Conversion of Life insurance**
Ref: Reg 69-12.1, 38-65-210(8-10)
 - B. Life insurance advertisements and solicitation**
*Ref: 38-63-220(b); Reg 69-30(D), (E), Appendix A & B;
Reg 69-40 Sec 1-8*
 - C. Group/Individual Life policy provisions and riders**
Ref: 38-63-40, 220; 38-65-90, 210

**ACCIDENT AND HEALTH
GENERAL KNOWLEDGE
CONTENT OUTLINE**

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

- I. TYPES OF POLICIES.....16**
 - A. Disability income**
 - 1. Individual disability income policy
 - 2. Business overhead expense policy
 - 3. Business disability buyout policy
 - 4. Group disability income policy
 - 5. Key employee policy
 - B. Accidental death and dismemberment**
 - C. Medical expense insurance**
 - 1. Basic hospital, medical, and surgical policies
 - 2. Major medical policies
 - 3. Health Maintenance Organizations (HMOs)
 - 4. Preferred Provider Organizations (PPOs)
 - 5. Point of Service (POS) plans
 - 6. Flexible Spending Accounts (FSAs)
 - 7. High Deductible Health Plans (HDHPs) and related Health Savings Accounts (HSAs)
 - 8. Health Reimbursement Accounts (HRAs)
 - D. Medicare supplement policies**
 - E. Group insurance**
 - 1. Differences between individual and group contracts
 - 2. General characteristics
 - 3. COBRA
 - F. Individual/Group Long Term Care (LTC)**
 - 1. Eligibility
 - 2. Levels of care
 - G. Other policies**
 - 1. Dental
 - 2. Vision
 - 3. Cancer
 - 4. Critical illness or specified disease
 - 5. Worksite (employer-sponsored)
 - 6. Hospital indemnity
 - 7. Short-term medical
 - 8. Accident
- II. POLICY PROVISIONS, CLAUSES, AND RIDERS.....15**
 - A. Mandatory and optional provisions**
 - 1. Entire contract
 - 2. Time limit on certain defenses (incontestable)
 - 3. Grace period
 - 4. Reinstatement
 - 5. Notice of claim
 - 6. Claim forms
 - 7. Proof of loss
 - 8. Time of payment of claims
 - 9. Payment of claims
 - 10. Physical examination and autopsy
 - 11. Legal actions
 - 12. Change of beneficiary
 - 13. Misstatement of age or gender
 - 14. Change of occupation
 - 15. Illegal occupation
 - 16. Relation of earnings to insurance
 - B. Other provisions and clauses**
 - 1. Insuring clause
 - 2. Free look
 - 3. Consideration clause
 - 4. Probationary period
 - 5. Elimination period
 - 6. Waiver of premium
 - 7. Exclusions and limitations
 - 8. Preexisting conditions
 - 9. Coinsurance
 - 10. Deductibles
 - 11. Eligible expenses
 - 12. Copayments
 - 13. Pre-authorizations and prior approval requirements
 - 14. Usual, reasonable, and customary (URC) charges
 - 15. Lifetime, annual or per cause maximum benefit limits
 - C. Riders**
 - 1. Impairment/exclusions
 - 2. Guaranteed insurability
 - 3. Future increase option
 - D. Rights of renewability**
 - 1. Noncancelable
 - 2. Cancelable
 - 3. Guaranteed renewable
- III. SOCIAL INSURANCE 6**
 - A. Medicare (Parts A, B, C, D)**
 - B. Medicaid**
 - C. Social Security benefits**
- IV. OTHER INSURANCE CONCEPTS 5**
 - A. Total, partial, recurrent and residual disability**
 - B. Owner's rights**
 - C. Dependent children benefits**
 - D. Primary and contingent beneficiaries**
 - E. Modes of premium payments**
 - F. Nonduplication and coordination of benefits (e.g., primary vs. excess)**
 - G. Occupational vs. nonoccupational**
 - H. Tax treatment of premiums and proceeds of insurance contracts (e.g., disability income and medical expenses, etc.)**
 - I. Managed care**
 - J. Workers Compensation**
 - K. Subrogation**
 - L. Cost containment**
- V. FIELD UNDERWRITING PROCEDURES..... 8**
 - A. Completing the application**
 - B. Explaining sources of insurability and HIPAA privacy (e.g., MIB Report, Fair Credit Reporting Act, etc.)**
 - C. Initial premium payment and receipt and consequences of the receipt (e.g., medical examination, etc.)**
 - D. Submitting application (and initial premium if collected) to company for underwriting**
 - E. Policy delivery**
 - F. Explaining policy and its provisions, riders, exclusions, and ratings to clients**
 - G. Replacement**
 - H. Contract law**
 - 1. Elements of a contract
 - 2. Insurable interest

3. Warranties and representations
4. Unique aspects of the insurance contract
 - a. Conditional
 - b. Unilateral
 - c. Adhesion
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4. Temporary License
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Ref: 38-43-40, 50, 55
7. Continuing education
Ref: 38-43-106; Reg. 69-50
8. Change of Address/name change
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G. Consumer information privacy regulation

Ref: Reg 69-58 Sec 1-16

II. SOUTH CAROLINA LAWS AND REGULATIONS PERTINENT TO ACCIDENT & HEALTH INSURANCE.....7

A. Individual and Group Accident and Health Insurance

Ref: 38-71 et al

B. Medicare Supplement

Ref: Reg 69-46 Sec 1-8, 11-13, 17-24

C. Long Term Care

Ref: Reg 69-44 Sec 1, 3-9 and 12-14

**LIFE, ACCIDENT, AND HEALTH
GENERAL KNOWLEDGE
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(100 scored plus 5 pretest questions)**

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III. LIFE: COMPLETING THE APPLICATION, UNDERWRITING, AND DELIVERING THE POLICY 12

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IV. LIFE: RETIREMENT AND OTHER INSURANCE CONCEPTS8

A. Third-party ownership

B. Life Settlements

C. Group life insurance	
1. Conversion privilege	
2. Contributory vs. noncontributory	
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- IX. ACCIDENT AND SICKNESS: FIELD UNDERWRITING PROCEDURES..... 8**
- A. Completing the application**
 - B. Explaining sources of insurability and HIPAA privacy information (e.g., MIB Report, Fair Credit Reporting Act, etc.)**
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Ref: 38-43-40, 50, 55
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Ref: 38-43-106; 69-50
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Ref: 38-43-247
 - F. Life and Accident and Health Insurance Guaranty Association**
Ref: 38-29-20, 30, 40, 50, 80, 130, 200
 - G. Consumer information privacy regulation**
Ref: Reg 69-58 Sec 1-16
- II. SOUTH CAROLINA LAWS AND REGULATIONS PERTINENT TO LIFE INSURANCE.....6**
- A. Replacement/Conversion of Life insurance**
Ref: 38-63-220(b); Reg 69-12.1, 38-65-210(8-10)
 - B. Life insurance advertisements and solicitation**
Ref: Reg 69-30(D), (E), Appendix; Reg 69-40 Sec 5-8
 - C. Group/Individual Life policy provisions and riders**
Ref: 38-63-220, 38-63-40, 38-65-90
- III. SOUTH CAROLINA LAWS AND REGULATIONS PERTINENT TO ACCIDENT & HEALTH INSURANCE...6**
- A. Individual and group Accident and Health Insurance**
Ref: 38-71 et al
 - B. Medicare Supplement**
Ref: Reg 69-46 Sec 4, 8, 11, 17, 18, 19, 20, 22, 23
 - C. Long Term Care**
Ref: Reg 69-44 Sec 6 through 9 and 12 through 14

PROPERTY – GENERAL KNOWLEDGE CONTENT OUTLINE

Product Knowledge, Terms, and Concepts

(50 scored plus 5 pretest questions)

I. TYPES OF POLICIES 22

A. Homeowners

1. HO-2
2. HO-3
3. HO-4
4. HO-5
5. HO-6
6. HO-8

B. Dwelling policies

1. DP-1
2. DP-2
3. DP-3

C. Commercial lines

1. Commercial Package Policy (CPP)
2. Commercial property
 - a. Commercial building and 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. INSURANCE TERMS AND RELATED CONCEPTS..... 15

A. Insurance

1. Law of Large Numbers

B. Insurable interest

C. Risk

1. Pure vs. Speculative Risk

D. Hazard

1. Moral
2. Morale
3. Physical

E. Peril

F. Loss

1. Direct
2. Indirect

G. Loss valuation

1. Actual cash value
2. Replacement cost
3. Market value
4. 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. POLICY PROVISIONS AND CONTRACT LAW..... 13

A. Declarations

B. Insuring agreement

C. Conditions

D. Exclusions

E. Definition of the insured

F. Duties of the insured

G. Obligations of the insurance company

H. Mortgagee rights

I. Proof of loss

J. Notice of claim

K. Appraisal

L. Other Insurance Provision

M. Subrogation

N. Elements of a contract

O. Warranties, representations, and concealment

P. Sources of underwriting information

Q. Fair Credit Reporting Act

R. Privacy Protection (Gramm Leach Bliley)

S. Policy Application

T. Terrorism Risk Insurance Act (TRIA)

U. Territory

**PROPERTY
SOUTH CAROLINA-SPECIFIC
CONTENT OUTLINE**

(25 scored questions)

**I. SOUTH CAROLINA LAWS AND REGULATIONS
PERTINENT TO ALL LINES..... 18**

A. Insurance Department and Director

1. Powers and duties
Ref: 38-3-60, 110
2. Examination of books and records
Ref: 38-13-10-30; 38-43-250
3. Investigations/Notice of hearing
Ref: 38-3-170; 38-57-200
4. Penalties and fines
Ref: 38-2-10-30, 38-43-130
5. Cease and desist orders
Ref: 38-59-20, 38-59-270

B. General insurance definitions

1. Domestic, foreign and alien insurers
Ref: 38-1-20
2. Admitted/Nonadmitted insurer
Ref: 38-1-20; 38-5-80
3. Sell, solicit, negotiate
Ref: 38-1-20

C. Licensing

1. Producer
Ref: 38-43-10, 20, 30, 60
2. License fees and application
Ref: 38-43-80, 100, 101
3. License probation, revocation, suspension, or denial of reissuance
Ref: 38-43-130, 230
4. Temporary License
Ref: 38-43-102
5. Nonresident License
Ref: 38-43-70
6. Agent appointment/termination of contract
Ref: 38-43-40, 50, 55
7. Continuing education
Ref: 38-43-106; 69-50
8. Change of Address/name change
Ref: 38-43-107; 38-43-10(C)
9. Reinstatement/license expiration
Ref: 38-43-110(B)

D. Unfair and prohibited trade practices

Ref: 38-43-130

1. Rebating
Ref: 38-57-130
2. Defamation
Ref: 38-57-90
3. Unfair Discrimination
Ref: 38-55-50
4. Misrepresentation
Ref: 38-57-40
5. False advertising
Ref: 38-57-50
6. Boycott, coercion, and intimidation
Ref: 38-57-100
7. Unfair claims settlement practices
Ref: 38-59-20

8. Fraud
Ref: 38-43-245, 38-55-510-590

9. False Financial Statements
Ref: 38-57-80

10. Prohibited inducements
Ref: 38-57-130, 150

E. Reporting and Disposition of Premiums

1. Fiduciary capacity; misappropriation of funds
Ref: 38-43-130, 240, 420
2. Commissions and compensation/charges for extra services
Ref: 38-43-200
3. Reporting of Actions
Ref: 38-43-247

F. Consumer information privacy regulation

Ref: Reg 69-58 Sec 1-16

**II. SOUTH CAROLINA LAWS AND REGULATIONS
PERTINENT TO PROPERTY INSURANCE7**

A. Cancellation and nonrenewal of policies

Ref: 38-77-120-124, 390; RL 56-10-280, 38-75-730-750

B. Regulation of Rates

Ref: 38-73-10-40, 210-220, 260, 310-340, 410-49, 540-545

**C. South Carolina Property and Casualty Insurance
Guaranty Association**

Ref: 38-31-10-110

D. South Carolina Valued Policy Law

Ref: 38-75-20, 30

**E. South Carolina Wind and Hail Underwriting
Association (SCWHUA)**

Ref: 38-75-310-460

CASUALTY – GENERAL KNOWLEDGE CONTENT OUTLINE

Product Knowledge, Terms, and Concepts

(50 scored plus 5 pretest questions)

Note: Forms and endorsements in the outlines are referenced in versions developed by (1) Insurance Services Office; (2) National Council on Compensation Insurance; (3) Surety Association of America.

I. TYPES OF POLICIES, BONDS, AND RELATED TERMS. 23

A. Commercial general liability

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

B. 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: State law is addressed elsewhere in this outline.

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

D. Crime

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

E. Bonds

1. Surety
2. Fidelity

F. Professional liability

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

G. Umbrella/Excess liability

H. Business Owners Policy (BOP)

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

B. Hazards

1. Moral
2. Morale
3. Physical

C. Indemnity

D. Insurable interest

E. Loss Valuation

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

F. Negligence

G. Liability

H. Occurrence

I. Binders

J. Warranties

K. Representations

L. Concealment

M. Deposit Premium/Audit

N. Certificate of Insurance

O. Law of Large Numbers

P. Pure vs. Speculative Risk

Q. Endorsements

R. Damages

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

S. Compliance with provisions of Fair Credit Reporting Act

III. POLICY PROVISIONS..... 12

A. Declarations

B. Insuring agreement

C. Conditions

D. Exclusions and Limitations

E. Definition of the insured

F. Duties of the insured after a loss

G. Cancellation and nonrenewal provisions

H. Supplementary payments

I. Proof of loss

- J. Notice of claim
- K. Other insurance
- L. Subrogation
- M. Loss settlement provisions including consent to settle a loss
- N. Terrorism Risk Insurance Act (TRIA)

CASUALTY SOUTH CAROLINA-SPECIFIC CONTENT OUTLINE

(25 scored questions)

I. SOUTH CAROLINA LAWS AND REGULATIONS PERTINENT TO ALL LINES.....18

A. Insurance Department and Director

1. Powers and duties
Ref: 38-3-60, 110
2. Examination of books and records
Ref: 38-13-10-30; 38-43-250
3. Investigations/Notice of hearing
Ref: 38-3-170; 38-57-200
4. Penalties and fines
Ref: 38-2-10-30, 38-43-130
5. Cease and desist orders
Ref: 38-59-20, 38-59-270

B. General insurance definitions

1. Domestic, foreign and alien insurers
Ref: 38-1-20
2. Admitted/Nonadmitted insurer
Ref: 38-1-20; 38-5-80
3. Sell, solicit, negotiate
Ref: 38-1-20

C. Licensing

1. Producer
Ref: 38-43-10, 20, 30, 60
2. License fees and application
Ref: 38-43-80, 100, 101
3. License probation, revocation, suspension, or denial of reissuance
Ref: 38-43-130, 230
4. Temporary License
Ref: 38-43-102
5. Nonresident License
Ref: 38-43-70
6. Agent appointment/termination of contract
Ref: 38-43-40, 50, 55
7. Continuing education
Ref: 38-43-106; 69-50
8. Change of Address/name change
Ref: 38-43-107; 38-43-10(C)
9. Reinstatement/license expiration
Ref: 38-43-110(B)

D. Unfair and prohibited trade practices

- Ref: 38-43-130*
1. Rebating
Ref: 38-57-130
 2. Defamation
Ref: 38-57-90
 3. Unfair Discrimination
Ref: 38-55-50

4. Misrepresentation
Ref: 38-57-40
5. False advertising
Ref: 38-57-50
6. Boycott, coercion, and intimidation
Ref: 38-57-100
7. Unfair claims settlement practices
Ref: 38-59-20
8. Fraud
Ref: 38-43-245, 38-55-510-590
9. False Financial Statements
Ref: 38-57-80
10. Prohibited inducements
Ref: 38-57-130, 150,

E. Reporting and Disposition of Premiums

1. Fiduciary capacity; misappropriation of funds
Ref: 38-43-130, 240, 420
2. Commissions and compensation/charges for extra services
Ref: 38-43-200
3. Reporting of Actions
Ref: 38-43-247

F. Consumer information privacy regulation

Ref: Reg 69-58 Sec 1-16

II. SOUTH CAROLINA LAWS AND REGULATIONS PERTINENT TO CASUALTY INSURANCE 7

A. Cancellation and nonrenewal of policies

Ref: 38-77-120-124, 390; RL 56-10-280, 38-75-730-750

B. Regulation of Rates

Ref: 38-73-10 through 40, 210-220, 260, 310-340, 410-49, 540-545

C. South Carolina Property and Casualty Insurance Guaranty Association

Ref: 38-31-10-110

D. Auto

1. Uninsured/Underinsured motorists coverage
Ref: 38-77-140, 150-170, 180-230, 260
2. South Carolina Motor Vehicle Financial Responsibility Act
Ref: RL Title 56, Chapter 9; 38-77-140
3. South Carolina Assigned Risk Pool
Ref: 38-77-810, 830, 850
4. Deductibles
Ref: 38-77-280

E. South Carolina Workers' Compensation Law

Ref: RL Title 42

1. Exclusive remedy
Ref: RL 42-1-540
2. Employment covered (required, voluntary)
Ref: RL 42-1-130-150, 310, 360
3. Covered injuries
Ref: RL 42-1-160; RL 42-9-60; RL 42-15-20, 40
4. Occupational disease
Ref: RL 42-11-10
5. Benefits provided
Ref: RL 42-9-10-30, 200, 260, 290; RL 42-13-90; RL 42-15-10, 60-70
6. South Carolina Workers' Compensation Uninsured Employers' Fund
Ref: RL 42-7-200

**PROPERTY AND CASUALTY
GENERAL KNOWLEDGE
CONTENT OUTLINE**

Product Knowledge, Terms, and Concepts

(100 scored plus 5 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-8

B. Dwelling policies

1. DP-1
2. DP-2
3. DP-3

C. Commercial lines

1. Commercial Package Policy (CPP)
2. Commercial property
 - a. Commercial building and 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

A. Insurance

1. Law of Large Numbers

B. Insurable interest

C. Risk

1. Pure vs. Speculative Risk

D. Hazard

1. Moral
2. Morale
3. Physical

E. Peril

F. Loss

1. Direct
2. Indirect

G. Loss valuation

1. Actual cash value

2. Replacement cost
3. Market value
4. 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

(This section does not deal with specifics of state law, which 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)

**PROPERTY AND CASUALTY
SOUTH CAROLINA-SPECIFIC
CONTENT OUTLINE**

(30 scored plus 5 pretest questions)

**I. SOUTH CAROLINA LAWS AND REGULATIONS
PERTINENT TO ALL LINES.....18**

A. Insurance Department and Director

1. Powers and duties
Ref: 38-3-60, 110
2. Examination of books and records
Ref: 38-13-10-30; 38-43-250
3. Investigations/Notice of hearing
Ref: 38-3-170; 38-57-200
4. Penalties and fines
Ref: 38-2-10-30, 38-43-130
5. Cease and desist orders
Ref: 38-59-20, 38-59-270

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2. Admitted/Nonadmitted insurer
Ref: 38-1-20; 38-5-80
3. Sell, solicit, negotiate
Ref: 38-1-20

C. Licensing

1. Producer
Ref: 38-43-10, 20, 30, 60
2. License fees and application
Ref: 38-43-80, 100, 101
3. License probation, revocation, suspension, or denial of reissuance
Ref: 38-43-130, 230
4. Temporary License
Ref: 38-43-102
5. Nonresident License
Ref: 38-43-70
6. Agent appointment/termination of contract
Ref: 38-43-40, 50, 55
7. Continuing education
Ref: 38-43-106; 69-50
8. Change of Address/name change
Ref: 38-43-107; 38-43-10(C)
9. Reinstatement/license expiration
Ref: 38-43-110(B)

D. Unfair and prohibited trade practices

Ref: 38-43-130

1. Rebating
Ref: 38-57-130
2. Defamation
Ref: 38-57-90
3. Unfair Discrimination
Ref: 38-55-50
4. Misrepresentation
Ref: 38-57-40
5. False advertising
Ref: 38-57-50
6. Boycott, coercion, and intimidation
Ref: 38-57-100
7. Unfair claims settlement practices
Ref: 38-59-20

8. Fraud
Ref: 38-43-245, 38-55-510-590

9. False Financial Statements
Ref: 38-57-80

10. Prohibited inducements
Ref: 38-57-130, 150,

E. Reporting and Disposition of Premiums

1. Fiduciary capacity; misappropriation of funds
Ref: 38-43-130, 240, 420
2. Commissions and compensation/charges for extra services
Ref: 38-43-200
3. Reporting of Actions
Ref: 38-43-247

F. Consumer information privacy regulation

Ref: Reg 69-58 Sec 1-16

**II. SOUTH CAROLINA LAWS AND REGULATIONS
PERTINENT TO PROPERTY & CASUALTY.....12**

A. Cancellation and nonrenewal of policies

Ref: 38-77-120-124, 390; RL 56-10-280, 38-75-730- 750

B. Regulation of Rates

Ref: 38-73-10 through 40, 210 -220, 260, 310-340, 410-49, 540-545

C. South Carolina Property and Casualty Insurance Guaranty Association Act

Ref: 38-31-10-110

D. South Carolina Valued Policy Law

Ref: 38-75-20, 30

E. South Carolina Wind and Hail Underwriting Association (SCWHUA)

Ref: 38-75-310-460

F. Auto

1. Uninsured/Underinsured motorists coverage
Ref: 38-77-140, 150-170, 180-230, 260
2. South Carolina Motor Vehicle Financial Responsibility Act
Ref: RL Title 56, Chapter 9; 38-77-140
3. South Carolina Assigned Risk Pool
Ref: 38-77-810, 830, 850
4. Deductibles
Ref: 38-77-280

G. South Carolina Workers' Compensation Law

Ref: RL Title 42

1. Exclusive remedy
Ref: RL 42-1-540
2. Employment covered (required, voluntary)
Ref: RL 42-1-130-150, 310, 360
3. Covered injuries
Ref: RL 42-1-160; RL 42-9-60; RL 42-15-20, 40
4. Occupational disease
Ref: RL 42-11-10
5. Benefits provided
Ref: RL 42-9-10-30, 200, 260, 290; RL 42-13-90; RL 42-15-10, 60-70
6. South Carolina Workers' Compensation Uninsured Employers' Fund
Ref: RL 42-7-200

**PERSONAL LINES
GENERAL KNOWLEDGE
CONTENT OUTLINE**

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

I. TYPES OF PROPERTY POLICIES 10

A. Homeowners

1. HO-2
2. HO-3
3. HO-4
4. HO-5
5. HO-6
6. HO-8

B. Dwelling Policies

1. DP-1
2. DP-2
3. DP-3

C. Inland marine

1. Personal Articles floaters

D. National Flood Insurance Program

E. Others

1. Earthquake
2. Mobile Homes
3. Watercraft
4. Windstorm

II. TYPES OF CASUALTY POLICIES 13

A. Automobile: personal auto

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

B. Umbrella/Excess Liability

III. PROPERTY AND CASUALTY INSURANCE TERMS AND RELATED CONCEPTS 28

A. Insurance

1. Law of Large Numbers

B. Insurable interest

C. Risk

1. Pure vs. Speculative Risk

D. Hazard

E. Peril

F. Loss

1. Direct
2. Indirect

G. Loss Valuation

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

H. Proximate cause

I. Deductible

J. Indemnity

K. Limits of liability

L. Coinsurance/Insurance to value

M. Occurrence

N. Cancellation

O. Nonrenewal

P. Vacancy and unoccupancy

Q. Liability

1. Absolute
2. Strict
3. Vicarious

R. Negligence

S. Binder

T. Endorsements

U. Blanket vs. Specific

V. Burglary, Robbery, Theft, and Mysterious Disappearance

W. Warranties

X. Representations

Y. Concealment

Z. Deposit/Premium Audit

AA. Certificate of insurance

BB. Damages

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

CC. Compliance with Provisions of Fair Credit Reporting Act

IV. PROPERTY AND CASUALTY POLICY PROVISIONS AND CONTRACT LAW 24

A. Declarations

B. Insuring agreement

C. Conditions

D. Exclusions

E. Definition of the insured

F. Duties of the insured after a loss

G. Obligations of the insurance company

H. Mortgagee rights

I. Proof of loss

J. Notice of claim

K. Appraisal

L. Other Insurance Provision

M. Subrogation

N. Elements of a contract

O. Sources of underwriting information

P. Fair Credit Reporting Act

Q. Privacy Protection (Gramm Leach Bliley)

R. Policy Application

S. Terrorism Risk Insurance Act (TRIA)

T. Cancellation and Nonrenewal provisions

U. Supplementary-payments

V. Loss settlement provisions including consent to settle a loss

W. Territory

PERSONAL LINES SOUTH CAROLINA-SPECIFIC CONTENT OUTLINE

(20 scored plus 5 pretest questions)

**I. SOUTH CAROLINA LAWS AND REGULATIONS
PERTINENT TO ALL LINES..... 15**

A. Insurance Department and Director

1. Powers and duties
Ref: 38-3-60, 110
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3. License probation, revocation, suspension, or denial of reissuance
Ref: 38-43-130, 230
4. Temporary License
Ref: 38-43-102
5. Nonresident License
Ref: 38-43-70
6. Agent appointment/termination of contract
Ref: 38-43-40, 50, 55
7. Continuing education
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Ref: 38-57-130
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Ref: 38-55-50
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Ref: 38-57-40
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Ref: 38-57-50

6. Boycott, coercion, and intimidation

Ref: 38-57-100

7. Unfair claims settlement practices

Ref: 38-59-20

8. Fraud

Ref: 38-43-245, 38-55-510-590

9. False Financial Statements

Ref: 38-57-80

10. Prohibited inducements

Ref: 38-57-130, 150,

E. Reporting and Disposition of Premiums

1. Fiduciary capacity; misappropriation of funds
Ref: 38-43-130, 240, 420
2. Commissions and compensation/charges for extra services
Ref: 38-43-200
3. Reporting of Actions
Ref: 38-43-247

F. Consumer information privacy regulation

Ref: Reg 69-58 Sec 1-16

**II. SOUTH CAROLINA LAWS AND REGULATIONS
PERTINENT TO PERSONAL LINES INSURANCE..... 5**

A. Cancellation and nonrenewal of policies

Ref: 38-77-120-124, 390; RL 56-10-280, 38-75-730, 740, 750

B. Regulation of Rates

Ref: 38-73-10 through 40, 210 -220, 260, 310-340, 410-49, 540-545

**C. South Carolina Property and Casualty Insurance
Guaranty Association**

Ref: 38-31-10-110

D. South Carolina Valued Policy Law

Ref: 38-75-20, 30

**E. South Carolina Wind and Hail Underwriting
Association (SCWHUA)**

Ref: 38-75-310-460

F. Auto

1. Uninsured/Underinsured motorists coverage
Ref: 38-77-140, 150-170, 180-230, 260
2. South Carolina Motor Vehicle Financial Responsibility Act
Ref: RL Title 56, Chapter 9; 38-77-140
3. South Carolina Assigned Risk Pool
Ref: 38-77-810, 830, 850
4. Deductibles
Ref: 38-77-280

SOUTH CAROLINA TITLE INSURANCE PRODUCER CONTENT OUTLINE

(60 scored questions)

**I. SOUTH CAROLINA LAWS AND REGULATIONS
PERTINENT TO ALL LINES.....9**

A. Insurance Department and Director

1. Powers and duties
Ref: 38-3-60, 110
2. Examination of books and records
Ref: 38-13-10-30; 38-43-250
3. Investigations/Notice of hearing
Ref: 38-3-170; 38-57-200

4. Penalties and fines
Ref: 38-2-10-30, 38-43-13
5. Cease and desist orders
Ref: 38-59-20, 38-59-270

B. Licensing

1. Producer
Ref: 38-43-10, 20, 30, 60
2. License fees and application
Ref: 38-43-80, 100, 101
3. Temporary License
Ref: 38-43-102
4. Nonresident License
Ref: 38-43-70
5. Appointment/termination of appointment
Ref: 38-43-40, 50, 55
6. Change of Address/name change
Ref: 38-43-107; 38-43-10(C)
7. Renewal, Reinstatement, and license expiration
Ref: 38-43-110(B); 38-43-110; Reg. 69-33

C. Unfair and prohibited trade practices

Ref: 38-43-130; Reg 69-18

1. Rebating
Ref: 38-57-130
2. Defamation
Ref: 38-57-90
3. Unfair Discrimination
Ref: 38-55-50; 38-57-120
4. Misrepresentation
Ref: 38-57-40
5. False advertising
Ref: 38-57-50
6. Boycott, coercion, and intimidation
Ref: 38-57-100
7. Unfair claims settlement practices
Ref: 38-59-20
8. Insurance fraud act
Ref: 38-43-245; 38-55-510-590
9. False Financial Statements
Ref: 38-57-80
10. Prohibited inducements
Ref: 38-57-130, 150
11. Representing an unauthorized insurer
Ref: 38-43-160-180

D. Reporting and Disposition of Premiums

1. Fiduciary capacity; misappropriation of funds
Ref: 38-43-130, 240, 420
2. Commissions and compensation/charges for extra services
Ref: 38-43-200; 38-75-1000
3. Reporting of Actions
Ref: 38-43-247
4. Financial Interest
Ref: 38-75-960

E. Consumer information privacy regulation

Ref: Reg 69-58 Sec 1-16

II. REAL PROPERTY.....20

A. Concepts, principles, and practices

1. Definition of real property
2. Types of real property
3. Title to real property
4. Marketable title

B. Acquisition and transfer of real property

1. Conveyances (deeds and warrants)
2. Encumbrances
Ref: 29-1-10
3. Adverse possession
4. Condemnation
5. Accession
6. Escheats
7. Involuntary alienation
8. Abandonment
9. Judicial sales
10. Decedents estates (intestate, testate)
11. Trusts
12. Joint ownership (tenants in common, joint tenancy)
13. Legal capacity of parties
 - a. Individuals
 - b. Corporations
 - c. Partnerships (general, limited)
 - d. Fictitious names
 - e. Trust agreements
 - f. Limited Liability Company (LLC)
 - g. Power of attorney

C. Legal descriptions

1. Types of legal descriptions
2. Types of measurements used
3. Language of legal descriptions
4. Structure and format
5. Interpretations

D. Requirements to record

III. TITLE AND GENERAL INSURANCE PRINCIPLES.....13

A. Risks covered by title insurance

1. Risk of error in public records
2. Hidden off-record title risks
3. Risk of omission and commission by producer

B. Entities that can be insured; need for insurance

1. Individual
2. Commercial

C. Interests that can be insured

1. Fee simple estate
2. Leasehold estate
3. Life estate
4. Easements

D. Title insurance forms

1. Commitments
2. Owner's policy
3. Loan policy

E. Title insurance policy structure and provisions

1. Covered risks
2. Schedule A
3. Schedule B—Exceptions from coverage
4. Exclusions from coverage
5. Conditions
6. Endorsements

F. General Insurance Concepts

1. Insurable Interest
2. Producer express, implied, and apparent powers
3. Elements of a legal contract
4. Indemnity
5. Representation/misrepresentations
6. Warranties
7. Concealment
8. Waiver and Estoppel

IV. Title Exceptions and Procedures for Clearing Title.....18

A. Principles and concepts

1. General exceptions
2. Voluntary and involuntary liens
3. Federal liens
4. Mortgage
5. Judgments
6. Taxes and assessments
7. Surveys
8. Condominiums
9. Water rights
10. Mineral rights
11. Equitable interests
12. Executions
13. Covenants
14. Conditions
15. Restrictions

B. Unauthorized practice of law

C. Special problem areas and concerns

1. Acknowledgments
2. Mechanic's lien
3. Bankruptcy
4. Probate
5. Good faith
6. Foreclosure
7. Claims against the title
8. Lis pendens
9. Insuring manufactured homes as real property

D. Principles of clearing title

1. Releases
2. Assignments
3. Subordinations
4. Affidavits

**SOUTH CAROLINA
VARIABLE CONTRACTS PRODUCER
CONTENT OUTLINE
(85 scored questions)**

**I. SOUTH CAROLINA LAWS AND REGULATIONS
PERTINENT TO ALL LINES.....27**

A. Insurance Department and Commissioner

1. Powers and duties
Ref: 38-3-60, 110
2. Examination of books and records
Ref: 38-13-10-30; 38-43-250
3. Investigations/Notice of hearing
Ref: 38-3-170; 38-57-200
4. Penalties and fines
Ref: 38-2-10-30, 38-43-130
5. Cease and desist orders
Ref: 38-59-20, 270

B. General insurance definitions

1. Domestic, foreign and alien insurers
Ref: 38-1-20
2. Admitted/Nonadmitted insurer
Ref: 38-1-20; 38-5-80
3. Sell, solicit, negotiate
Ref: 38-1-20, 38-43-10

C. Licensing

1. Producer
Ref: 38-43-10, 20, 30, 60

2. License fees and application
Ref: 38-43-80, 100, 101
3. License probation, revocation, suspension, or denial of reissuance
Ref: 38-43-130, 230
4. Temporary License
Ref: 38-43-102
5. Nonresident License
Ref: 38-43-70
6. Agent appointment/termination of contract
Ref: 38-43-40, 50, 55
7. Change of Address/name change
Ref: 38-43-10(C), 107
8. Reinstatement/license expiration
Ref: 38-43-110(B)

D. Unfair and prohibited trade practices

1. Rebating
Ref: 38-57-130
2. Defamation
Ref: 38-57-90
3. Unfair Discrimination
Ref: 38-55-50; 38-57-120
4. Misrepresentation
Ref: 38-57-40
5. False advertising
Ref: 38-57-40, 50
6. Boycott, coercion, and intimidation
Ref: 38-57-100, 110
7. Unfair claims settlement practices
Ref: 38-59-10, 20
8. Fraud
Ref: 38-43-245; 33-55-510-590
9. False Financial Statements
Ref: 38-57-80
10. Prohibited inducements
Ref: 38-57-130, 150

E. Reporting and Disposition of Premiums

1. Fiduciary capacity; misappropriation of funds
Ref: 38-43-130, 240, 420
2. Commissions and compensation/charges for extra services
Ref: 38-43-200
3. Reporting of Actions
Ref: 38-43-247

F. Consumer information privacy regulation

Ref: Reg 69-58 Sec 1-16

G. Regulation of Variable Products

1. Securities Act Of 1933
2. Securities and Exchange Act Of 1934
3. Investment Company Act Of 1940
4. State regulation of variable products

II. NATURE OF VARIABLE LIFE PRODUCTS.....21

A. Variable Life versus Variable Universal Life

B. Premiums (fixed versus flexible)

C. Face value versus death benefit

D. Cash Values

E. Separate accounts

F. Charges and Fees

G. Loans

SOUTH CAROLINA CROP PRODUCER CONTENT OUTLINE

(50 scored questions)

III. ANNUITIES.....37

A. Principles and concepts

1. Accumulation versus annuity period
2. Owner, annuitant and beneficiary
3. Insurance aspects of annuities

B. Immediate versus deferred annuities

1. Single premium immediate annuities (SPIAs)
2. Deferred annuities
 - a. Premium payment options
 - b. Nonforfeiture
 - c. Surrender charges
 - d. Death benefits

C. Annuity (benefit) payment options

1. Pure/Straight life versus life with guaranteed minimum
2. Single life versus multiple life
3. Annuities certain (types)

D. Variable annuities

1. Separate accounts
2. Free look
3. Contract charges
 - a. Sales charges (including deferred)
 - b. Annual contract fee
 - c. Mortality and expense charge
 - d. Investment management charge
 - e. State premium tax
4. Accumulation/Annuity units
5. Assumed interest rate (AIR)
7. Riders (living benefits and death benefits)

E. Annuity products

1. Fixed annuities
 - a. General account assets
 - b. Interest rate guarantees (minimum versus current)
 - c. Level benefit payment amount
2. Equity indexed annuities
3. Market value adjusted annuities

F. Uses of annuities

1. Lump-sum settlements
2. Qualified retirement plans
3. Group versus individual annuities
4. Tax-deferred growth
5. Retirement income
6. Education funds

G. Federal Tax Considerations for Annuities

1. Non-qualified annuity taxation (individually/corporate owned)
 - a. Accumulation phase (taxation on withdrawals)
 - b. Distributions at death
2. Traditional individual retirement plan taxation (IRAs)
 - a. Contributions and deductible amounts
 - b. Premature distributions
 - c. Annuity phase benefit payments
 - d. Values included in the annuitant's estate
 - e. Amounts received by beneficiary
 - f. Required minimum distributions
3. Roth IRAs
 - a. Contributions and limits
 - b. Distributions
4. Rollovers and transfers (IRAs and qualified plans)

I. GENERAL INSURANCE TERMS AND CONCEPTS 9

- A. Hazard
- B. Indemnity
- C. Insuring Agreement
- D. Limits of Liability
- E. Loss (Direct vs. Indirect)
- F. Negligence
- G. Occurrence
- H. Peril
- I. Pro-rata liability
- J. Risk
- K. Crop Hail organizations
- L. Federal Crop Act of 1980

II. CROP INSURANCE.....12

A. Eligibility

1. Insureds
2. Insurable crops

B. Application

1. Binder
2. Declarations section
3. Required signatures and information

C. Terms and limits of coverage

1. Effective date
2. Inception of coverage
3. Expiration
4. Cancellation
5. Minimum loss
6. Insurable value
7. Deductibles
8. Reduction of insurance

D. Perils insured against

E. Claim Settlement Practices

1. Notice of loss
2. Insured's duties after loss
3. Appraisal
4. Arbitration

F. Other provisions

1. Replanting clause
2. Acreage variation
3. Transit coverage
4. Fire department service charge
5. Pro rata liability clause
6. Fire and lightning coverage
7. Windrowed crops
8. Assignment
9. Subrogation

G. Mandatory endorsements

1. NCIS—444 Truck and Vine Crops
2. NCIS—578 Tree Fruits
3. NCIS—678 Field Diagram

III. FEDERAL MULTIPLE PERIL CROP INSURANCE 17

A. Basic Crop Insurance

1. Insureds
2. Insurable crops
3. Actuarial document books

4. Yield guarantee
 - a. Actual Production History (APH)
 - b. Assigned yield
 - c. Transitional yield
5. Coverage level
6. Covered causes of loss
7. Application
8. Basic unit
9. Administrative fee
10. Production records
11. Acreage reporting
12. Disqualification of producer
13. Life of policy (continuous, cancellation, termination)

B. Multiple peril policy options

1. Levels of coverage
2. Price election
3. Optional units
4. High-risk land exclusion
5. Hail and fire exclusion
6. Replant payments
7. Late planting coverage
8. Prevented planting coverage
9. Transfer of coverage
10. Assignment of indemnity
11. Subrogation

C. Plans of Insurance

1. Catastrophic Risk Protection Coverage (CAT)
2. Area Risk Protection Insurance (ARPI)
3. Livestock Risk Protection (LRP)
4. Rainfall Index (RI)
5. Revenue Protection (RP)
6. Pasture Rangeland Forage (PRF)
7. Yield Protection (YP)

D. Other provisions

E. Duties after loss (insured, insurer)

IV. SOUTH CAROLINA LAWS, RULES, AND REGULATIONS PERTINENT TO CROP INSURANCE.....12

A. Insurance Department and Director

1. Broad powers and duties
Ref: 38-3-60, 110
2. Examination of records
Ref: 38-13-10-30; 38-43-250
3. Investigations/ Notice of Hearings
Ref: 38-3-170; 38-57-200
4. Penalties and fines
Ref: 38-2-10-30, 38-43-130
5. Cease and desist
Ref: 38-59-20, 270

B. Licensing Requirements

1. Producer
Ref: 38-43-10, 20, 30, 60
2. License fees and application
Ref: 38-43-80, 100, 101
3. License probation, revocation, suspension, or denial of reissuance
Ref: 38-43-130, 230
4. Temporary License
Ref: 38-43-102
5. Nonresident License
Ref: 38-43-70
6. Agent appointment/termination of contract
Ref: 38-43-40, 50, 55
7. Change of Address/name change
Ref: 38-43-10(C), 107

8. Reinstatement/license expiration
Ref: 38-43-110(B)

C. Unfair and Deceptive Practices

1. Rebating
Ref: 38-57-130
2. Defamation
Ref: 38-57-90
3. Unfair Discrimination
Ref: 38-55-50; 38-57-120
4. Misrepresentation
Ref: 38-57-40
5. False advertising
Ref: 38-57-40, 50
6. Boycott, coercion, and intimidation
Ref: 38-57-100, 110
7. Unfair claims settlement practices
Ref: 38-59-10, 20
8. Fraud
Ref: 38-43-245; 33-55-510-590
9. False Financial Statements
Ref: 38-57-80
10. Prohibited inducements
Ref: 38-57-130, 150

D. Reporting and Disposition of Premiums

1. Fiduciary capacity; misappropriation of funds
Ref: 38-43-130, 240, 420
2. Commissions and compensation/charges for extra services
Ref: 38-43-200
3. Reporting of Actions
Ref: 38-43-247

SOUTH CAROLINA PROPERTY, CASUALTY, SURETY, AND MARINE INSURANCE ADJUSTER CONTENT OUTLINE

****PRETEST ITEMS ADDED 8.15.2024**

(100 scored and 5 pretest questions)

I. SOUTH CAROLINA INSURANCE LAWS AND REGULATIONS PERTINENT TO ALL ADJUSTERS.....12

A. Director's general duties and powers

Ref: 38-3-60, 110

B. Licensing requirements

1. Qualifications
Ref: 38-47-10
2. Nonresident
Ref: 38-47-20
3. Emergency adjuster permit
Ref: Reg 69-1

C. Maintenance and duration

Ref: 38-47-40

1. Change of address
Ref: 38-47-15

D. Disciplinary actions

1. Cease and desist orders
Ref: 38-59-20, 38-59-270
2. Hearings
Ref: 38-3-170; 38-57-200
3. Penalties
Ref: 38-2-10-30; 38-47-70

E. Claim settlement laws and regulations

Ref: 38-59-20

F. South Carolina law, regulations and required provisions

1. South Carolina Property and Casualty Insurance Guaranty Association

Ref: 38-31-10-170

2. Cancellation, nonrenewal and renewal

Ref: 38-75-710-790

3. Insurance fraud act

Ref: 38-55-510-590

4. Arbitration of property damage liability claims

Ref: 38-77-710-770

5. Federal Terrorism Insurance Program

Ref: 15 USC 6701; PL 107-297, 109-144, 110-160

6. South Carolina Wind and Hail Underwriting Association (SCWHUA)

Ref: 38-75-310-460

II. PROPERTY AND CASUALTY INSURANCE TERMS AND RELATED CONCEPTS.....11

A. Insurable interest

B. Peril (named vs. open)

C. Hazard (physical, moral, morale)

D. Deductible

E. Indemnity

F. Actual cash value

G. Replacement cost

H. Limits of liability (per occurrence/person, aggregate, split, combined single)

I. Coinsurance

J. Staff/Independent vs. public adjuster

K. Other insurance (primary and excess, contribution by equal shares)

L. Liberalization

M. Vacancy and unoccupancy

N. Salvage

O. Abandonment

P. Liability (absolute, strict, vicarious)

Q. Negligence, and defenses against

R. Pro-rata liability clause

S. Waiver and Estoppel

T. Market/agreed value vs. state amount

U. Territory

III. PROPERTY AND CASUALTY CONTRACT PROVISIONS.8

A. Declarations

B. Insuring agreement

C. Conditions

D. Exclusions

E. Definitions

F. Duties of the insured after a loss

G. Obligations of the insurance company

H. Mortgagee rights

I. Proof of loss

J. Notice of claim

K. Appraisal

L. Assignment

M. Subrogation

N. Elements of a legal contract

O. Additional (supplementary) payments

P. Loss settlement provisions including consent to settle a loss

Q. Endorsements

R. Loss payable clause

S. No benefit to bailee

T. Representations and warranties

IV. POLICY KNOWLEDGE PERTINENT TO ADJUSTERS..61

A. Dwelling

1. Characteristics and purpose

2. Coverage Forms (Basic, Broad, Special)

3. Property Coverages (A-E)

4. Conditions and Exclusions

5. Selected Endorsements

a. Special Provisions—South Carolina

b. Automatic increase in insurance

c. Broad theft coverage

d. Dwelling under construction

6. Personal Liability supplement

B. Homeowners

1. Coverage forms (HO-2 through HO-6 & HO-8)

2. Section I—Property coverages

3. Section II—Liability coverages

4. Exclusions, Conditions, and Endorsements

C. Commercial lines

1. Commercial Package Policy (CPP)

2. Commercial property

a. Building and personal property form

b. Condominium forms (association/unit-owners)

c. Causes of loss forms

d. Builders risk

e. Business income

f. Legal liability

g. Extra expense

h. Condominium

i. Conditions and exclusions

j. Legal Liability

k. Selected Endorsements (ordinance or law, spoilage, peak season limit of insurance, value reporting form)

3. Commercial general liability (CGL)

a. Bodily injury and property damage liability

b. Personal and Advertising injury

c. Medical payments

d. Premises and Operations

e. Products Completed Operations

f. Occurrence vs. claims-made

g. Definitions, Conditions, Exclusions

4. Equipment Breakdown

5. Businessowners Policy (BOP)

a. Sections I, II and III

b. Hired auto and non-owned auto liability

c. Protective safeguards

d. Utility services (direct damage/time element)

D. Commercial Inland marine

1. Nationwide definition

2. Commercial Inland marine conditions form

3. Coverage forms

a. Accounts Receivable

b. Bailee's customer

c. Commercial articles

d. Contractors equipment floater

e. Electronic data processing

f. Equipment dealers

- g. Installation floater
- h. Jewelers block
- i. Signs
- j. Valuable papers and records
- 4. Transportation coverages
 - a. Common carrier cargo liability
 - b. Motor truck cargo forms
 - c. Transit coverage forms
- E. Ocean Marine Insurance**
 - 1. Hull
 - 2. Cargo
 - 3. Protection and Indemnity
- F. Other coverages and options**
 - 1. Umbrella/Excess liability (personal/commercial)
 - 2. Specialty liability insurance
 - a. Errors and Omissions
 - b. Professional
 - c. Directors and officers
 - d. Fiduciary
 - e. Liquor
 - f. Employment practices
 - 3. Surplus Lines (definition and requirements)
 - 4. Aviation (aircraft hull and liability)
 - 5. National Flood Insurance Program
 - 6. Boatowners
 - 7. Differences in conditions (DIC)
- G. Auto: Personal and Commercial**
 - 1. Liability coverage
 - 2. Medical Payments
 - 3. Physical damage (collision, other than collision, comprehensive)
 - 4. Uninsured/Underinsured motorists
Ref: 38-77-150-170, 180-230, 260
 - 5. Commercial auto coverage forms (Business auto, Garage, Business auto physical damage, Truckers, Motor Carrier)
 - 6. Covered autos/insureds
 - 7. Garagekeepers coverage
 - 8. South Carolina Motor Vehicle Financial Responsibility Act
Ref: RL Title 56, Chapter 9
 - 9. Required limits of liability
Ref: 38-77-140
 - 10. Selected Endorsements
 - a. Amendment of policy provisions — South Carolina
 - b. Towing and labor costs
 - c. Extended non-owned coverage
 - d. Miscellaneous type vehicle
 - e. Joint ownership coverage
 - f. Lessor — additional insured and loss payee
 - g. Mobile equipment
 - h. Auto medical payments coverage
 - i. Hired autos specified as covered autos you own
 - j. Individual named insured
 - k. Drive other car coverage (DOC)
- H. Farm Coverage**
 - 1. Farm Property Forms (A-G)
 - 2. Farm Liability Forms (H-J)
 - 3. Livestock coverage form
 - 4. Mobile agriculture machinery and equipment coverage form
- I. Surety and Fidelity bonds**
 - 1. Parties to surety bonds
 - 2. Surety bond versus insurance
 - 3. Surety bond types
 - a. contract
 - b. license and permit
 - c. public official
 - d. judicial
 - e. fiduciary
 - 4. Nature of Fidelity bonds
 - 5. Fidelity bond types
 - a. employee theft
 - b. financial institution
 - c. public employee
- J. Commercial Crime coverage**
 - 1. Burglary, theft, and robbery defined
 - 2. Commercial/Governmental crime coverage forms (discovery/loss sustained)
 - 3. Employee theft coverage
 - 2. Forgery or alteration coverage
 - 3. Inside the premises — theft of money and securities coverage
 - 4. Inside the premises — robbery or safe burglary of other property coverage
 - 5. Outside the premises
 - 6. Computer fraud
 - 7. Funds transfer fraud
 - 8. Money orders and counterfeit money
 - 9. Extortion – commercial entities
- K. Worker's Compensation**
 - 1. Monopolistic versus competitive
 - 2. Compulsory versus elective
 - 3. South Carolina Workers' Compensation Law
Ref: RL Title 42
 - a. Exclusive remedy
Ref: RL 42-1-540
 - b. Employment covered (required, voluntary)
.. Ref: RL 42-1-130-150, 310, 360
 - c. Covered injuries
Ref: RL 42-1-160; RL 42-9-60; RL 42-15-20, 40
 - d. Occupational disease
Ref: RL 42-11-10
 - e. Benefits provided
Ref: RL 42-9-10-30, 200, 260, 290; RL 42-13-90; RL 42-15-10, 60-70
 - f. South Carolina Workers' Compensation Uninsured Employers' Fund
Ref: RL 42-7-200
 - 4. Workers compensation and employers liability insurance policy
 - a. Part One - Workers compensation insurance
 - b. Part Two - Employers liability insurance
 - c. Part Three - Other states insurance
 - d. Part Four - Your duties if injury occurs
 - e. Part Five - Premium
 - f. Part Six - Conditions
 - g. Voluntary compensation endorsement
 - 5. Sources of coverage
 - a. Self-insured employers/funds
Ref: RL 42-5-20, 50
 - b. Voluntary market
 - c. Captive companies

V. ADJUSTER DUTIES AND RESPONSIBILITIES.....8

A. Claim investigation

1. Inception/Expiration Date
2. Occurrence Date
3. Identification of Parties Involved
4. Policy Form/Number
5. Description of Proof of Loss
6. Coverages and deductibles
7. Physical evidence and witness statements
8. Production of books and records

B. Loss/Damage Valuation

1. Direct Loss vs. Indirect Loss
2. Damages (Compensatory, punitive)
3. Value of intangible damages
4. Estimates
5. Depreciation
6. Reports

C. Claim adjustment procedures

1. Coverage dispute resolution
2. Payment release

**SOUTH CAROLINA COMMERCIAL LINES
ADJUSTER
CONTENT OUTLINE**

(75 scored questions)

**I. SOUTH CAROLINA INSURANCE LAWS AND
REGULATIONS PERTINENT TO ALL ADJUSTERS....11**

A. Director's general duties and powers

Ref: 38-3-60, 110

B. Licensing requirements

1. Qualifications
Ref: 38-47-10
2. Nonresident
Ref: 38-47-20
3. Emergency adjuster permit
Ref: Reg 69-1

C. Maintenance and duration

Ref: 38-47-40

1. Change of address
Ref: 38-47-15

D. Disciplinary actions

1. Cease and desist orders
Ref: 38-59-20, 38-59-270
2. Hearings
Ref: 38-3-170; 38-57-200
3. Penalties
Ref: 38-2-10-30; 38-47-70

E. Claim settlement laws and regulations

Ref: 38-59-20

F. South Carolina law, regulations and required provisions

1. South Carolina Valued Policy Law
Ref: 38-75-20,30
2. South Carolina Property and Casualty Insurance Guaranty Association
Ref: 38-31-10-170
3. Cancellation, nonrenewal and renewal
Ref: 38-75-710-790; 38-77-120-124, 390
4. Insurance fraud act
Ref: 38-55-510-590

5. Arbitration of property damage liability claims

Ref: 38-77-710-770

6. Federal Terrorism Insurance Program

Ref: 15 USC 6701; PL 107-297, 109-144, 110-160

7. South Carolina Wind and Hail Underwriting Association (SCWHUA)

Ref: 38-75-310-460

**II. PROPERTY AND CASUALTY INSURANCE TERMS AND
RELATED CONCEPTS.....10**

A. Insurable interest

B. Peril (named vs. open)

C. Hazard (physical, moral, morale)

D. Deductible

E. Indemnity

F. Actual cash value

G. Replacement cost (including functional)

H. Limits of liability (per occurrence/person, aggregate, split, combined single)

I. Coinsurance

J. Staff/Independent vs. public adjuster

K. Other insurance (primary and excess, contribution by equal shares)

L. Liberalization

M. Vacancy and unoccupancy

N. Salvage

O. Abandonment

P. Liability (absolute, strict, vicarious)

Q. Negligence, and defenses against

R. Pro-rata liability clause

S. Waiver and Estoppel

T. Market/agreed value vs. state amount

U. Territory

III. PROPERTY AND CASUALTY CONTRACT PROVISIONS..8

A. Declarations

B. Insuring agreement

C. Conditions

D. Exclusions

E. Definitions

F. Duties of the insured after a loss

G. Obligations of the insurance company

H. Mortgagee rights

I. Proof of loss

J. Notice of claim

K. Appraisal

L. Assignment

M. Subrogation

N. Elements of a legal contract

O. Additional (supplementary) coverage

P. Loss settlement provisions including consent to settle a loss

Q. Endorsements

R. Loss payable clause

S. No benefit to bailee

T. Representations and warranties

**IV. POLICY KNOWLEDGE PERTINENT TO COMMERCIAL
LINES ADJUSTERS.....42**

A. Commercial lines

1. Commercial Package Policy (CPP)

2. Commercial property

- a. Building and personal property form

- b. Condominium forms (association/unit-owners)
 - c. Causes of loss forms
 - d. Builders risk
 - e. Business income
 - f. Legal liability
 - g. Extra expense
 - h. Conditions and exclusions
 - i. Selected Endorsements (ordinance or law, spoilage, peak season limit of insurance, value reporting form)
3. Commercial general liability (CGL)
 - a. Bodily injury and property damage liability
 - b. Personal and Advertising injury
 - c. Medical payments
 - d. Premises and Operations
 - e. Products Completed Operations
 - f. Occurrence vs. claims-made
 - g. Definitions, Conditions, Exclusions
 4. Businessowners Policy (BOP)
 - a. Sections I, II and III.
 - b. Hired auto and non-owned auto liability
 - c. Protective safeguards
 - d. Utility services (direct damage/time element)

B. Commercial Inland marine

1. Nationwide definition
2. Commercial Inland marine conditions form
3. Inland Marine Coverage forms
 - a. Accounts Receivable
 - b. Bailee's customer
 - c. Commercial articles
 - d. Contractors equipment floater
 - e. Electronic data processing
 - f. Equipment dealers
 - g. Installation floater
 - h. Jewelers block
 - i. Signs
 - j. Valuable papers and records
4. Transportation coverages
 - a. Common carrier cargo liability
 - b. Motor truck cargo forms
 - c. Transit coverage forms

C. Marine Insurance

1. Hull
2. Cargo
3. Protection and Indemnity

D. Other coverages and options

1. Umbrella/Excess liability (commercial)
2. Specialty liability insurance
 - a. Errors and Omissions
 - b. Professional
 - c. Directors and officers
 - d. Fiduciary
 - e. Liquor
 - f. Employment practices
3. Surplus Lines (definition and requirements)
4. Aviation (aircraft hull and liability)
5. National Flood Insurance Program
6. Differences in conditions (DIC)

E. Auto

1. Commercial auto coverage forms (Business auto, Garage, Business auto physical damage, Truckers, Motor Carrier)

2. Covered autos
3. Garagekeepers coverage
4. Selected Endorsements
 - a. Lessor — additional insured and loss payee
 - b. Mobile equipment
 - c. Auto medical payments coverage
 - d. Hired autos specified as covered autos you own
 - e. Individual named insured
 - f. Endorsement for motor carrier policies of insurance for public liability (MCS-90)

F. Farm Coverage

1. Farm Property Forms (A–G)
2. Farm Liability Forms (H–J)
3. Livestock coverage form
4. Mobile agriculture machinery and equipment coverage form

G. Surety and Fidelity bonds

1. Parties to surety bonds
2. Surety bond versus insurance
3. Surety bond types
 - a. contract
 - b. license and permit
 - c. public official
 - d. judicial
 - e. fiduciary
4. Nature of Fidelity bonds
5. Fidelity bond types
 - a. employee theft
 - b. financial institution
 - c. public employee

H. Commercial Crime

1. Burglary, theft, and robbery defined
2. Commercial/Governmental crime coverage forms (discovery/loss sustained)
3. Employee theft coverage
2. Forgery or alteration coverage
3. Inside the premises—theft of money and securities coverage
4. Inside the premises—robbery or safe burglary of other property coverage
5. Outside the premises
6. Computer fraud
7. Funds transfer fraud
8. Money orders and counterfeit money
9. Extortion—commercial entities

I. Workers' Compensation

1. Monopolistic versus competitive
2. Compulsory versus elective
3. South Carolina Workers' Compensation Law
 - Ref: RL Title 42*
 - a. Exclusive remedy
Ref: RL 42-1-540
 - b. Employment covered (required, voluntary)
Ref: RL 42-1-130–150, 310, 360
 - c. Covered injuries
Ref: RL 42-1-160; RL 42-9-60; RL 42-15-20, 40
 - d. Occupational disease
Ref: RL 42-11-10
 - e. Benefits provided
Ref: RL 42-9-10–30, 200, 260, 290; RL 42-13-90; RL 42-15-10, 60–70

4. Workers compensation and employers liability insurance policy
 - a. Part One—Workers compensation insurance
 - b. Part Two—Employers liability insurance
 - c. Part Three—Other states insurance
 - d. Part Four—Your duties if injury occurs
 - e. Part Five—Premium
 - f. Part Six—Conditions
 - g. Voluntary compensation endorsement
5. Sources of coverage
 - a. South Carolina Workers' Compensation Uninsured Employers' Fund
Ref: RL 42-7-200
 - b. Self-insured employers/funds
Ref: RL 42-5-20, 50
 - c. Voluntary market
 - d. South Carolina residual workers compensation

V. ADJUSTER DUTIES AND RESPONSIBILITIES4

A. Claim investigation

1. Inception/Expiration Date
2. Occurrence Date
4. Identification of Parties Involved
4. Policy Form/Number
5. Description of Proof of Loss
6. Coverages and deductibles
7. Physical evidence and witness statements
8. Production of books and records

B. Loss/Damage Valuation

1. Direct Loss vs. Indirect Loss
2. Damages (Compensatory, punitive)
3. Value of intangible damages
4. Estimates
5. Depreciation
6. Reports

C. Claim adjustment procedures

1. Coverage dispute resolution
2. Payment release

**SOUTH CAROLINA PERSONAL LINES
ADJUSTER
CONTENT OUTLINE**

(80 scored questions)

I. SOUTH CAROLINA INSURANCE LAWS AND REGULATIONS PERTINENT TO ALL ADJUSTERS.....13

A. Director's general duties and powers

Ref: 38-3-60, 110

B. Licensing requirements

1. Qualifications
Ref: 38-47-10
2. Nonresident
Ref: 38-47-20
3. Emergency adjuster permit
Ref: Reg 69-1

C. Maintenance and duration

Ref: 38-47-40

1. Change of address
Ref: 38-47-15

D. Disciplinary actions

1. Cease and desist orders
Ref: 38-59-20, 38-59-270
2. Hearings
Ref: 38-3-170; 38-57-200
3. Penalties
Ref: 38-2-10-30; 38-47-70

E. Claim settlement laws and regulations

Ref: 38-59-20

F. South Carolina law, regulations and required provisions

1. South Carolina Property and Casualty Insurance Guaranty Association
Ref: 38-31-10-170
2. Cancellation, nonrenewal and renewal
Ref: 38-75-710-790
3. Insurance fraud act
Ref: 38-55-510-590
4. Arbitration of property damage liability claims
Ref: 38-77-710-770
5. Federal Terrorism Insurance Program
Ref: 15 USC 6701; PL 107-297, 109-144, 110-160
6. South Carolina Wind and Hail Underwriting Association (SCWHUA)
Ref: 38-75-310-460

II. PROPERTY AND CASUALTY INSURANCE TERMS AND RELATED CONCEPTS.....11

A. Insurable interest

B. Peril (named vs. open)

C. Hazard (physical, moral, morale)

D. Deductible

E. Indemnity

F. Actual cash value

G. Replacement cost (including functional)

H. Limits of liability (per occurrence/person, split, combined single)

I. Coinsurance

J. Staff/Independent vs. public adjuster

K. Other insurance (primary and excess, nonconcurrency)

L. Liberalization

M. Vacancy and unoccupancy

N. Salvage

O. Abandonment

P. Liability (absolute, strict, vicarious)

Q. Negligence, and defenses against

R. Pro-rata liability clause

S. Waiver and Estoppel

T. Market/agreed value vs. state amount

U. Territory

III. PROPERTY AND CASUALTY CONTRACT PROVISIONS.7

A. Declarations

B. Insuring agreement

C. Conditions

D. Exclusions

E. Definitions

F. Duties of the insured after a loss

G. Obligations of the insurance company

H. Mortgagee rights

I. Proof of loss

J. Notice of claim

K. Appraisal

- L. Assignment
- M. Subrogation
- N. Elements of a legal contract
- O. Additional (supplementary) payments
- P. Loss settlement provisions including consent to settle a loss
- Q. Endorsements
- R. Loss payable clause
- S. No benefit to bailee
- T. Representations and warranties

IV. POLICY KNOWLEDGE PERTINENT TO ADJUSTERS....44

- A. Dwelling
 - 1. Characteristics and purpose
 - 2. Coverage Forms (Basic, Broad, Special)
 - 3. Property Coverages (A–E)
 - 4. Conditions and Exclusions
 - 5. Selected Endorsements
 - a. Special Provisions—South Carolina
 - b. Automatic increase in insurance
 - c. Broad theft coverage
 - d. Dwelling under construction
 - 6. Personal Liability supplement
- B. Homeowners
 - 1. Coverage forms (HO-2 through HO-6 & HO-8)
 - 2. Section I—Property coverages
 - 3. Section II—Liability coverages
 - 4. Exclusions, Conditions, and Endorsements
- C. Other coverages and options
 - 1. Umbrella/Excess liability (personal)
 - 2. National Flood Insurance Program
 - 3. Boatowners
- D. Personal Auto
 - 1. Liability coverage
 - 2. Medical Payments
 - 3. Physical damage (collision, other than collision, comprehensive)
 - 4. Uninsured/Underinsured motorists
Ref: 38-77-150–170, 180–230, 260
 - 5. South Carolina Motor Vehicle Financial Responsibility Act
Ref: RL Title 56, Chapter 9
 - 6. Required limits of liability
Ref: 38-77-140
 - 7. Selected Endorsements
 - a. Amendment of policy provisions—South Carolina
 - b. Towing and labor costs
 - c. Extended non-owned coverage
 - d. Miscellaneous type vehicle
 - e. Joint ownership coverage

V. ADJUSTER DUTIES AND RESPONSIBILITIES.....5

- A. Claim investigation
 - 1. Inception/Expiration Date
 - 2. Occurrence Date
 - 5. Identification of Parties Involved
 - 4. Policy Form/Number
 - 5. Description of Proof of Loss
 - 6. Coverages and deductibles
 - 7. Physical evidence and witness statements
 - 8. Production of books and records

- B. Loss/Damage Valuation
 - 1. Direct Loss vs. Indirect Loss
 - 2. Damages (Compensatory, punitive)
 - 3. Value of intangible damages
 - 4. Estimates
 - 5. Depreciation
 - 6. Reports
- C. Claim adjustment procedures
 - 1. Coverage dispute resolution
 - 2. Payment release

SOUTH CAROLINA PUBLIC ADJUSTER CONTENT OUTLINE

(60 scored questions)

I. SOUTH CAROLINA INSURANCE LAWS AND REGULATIONS PERTINENT TO PUBLIC ADJUSTERS ... 10

A. Director’s general duties and powers

Ref: 38-3-60, 110

B. Licensing requirements

- 1. Qualifications

Ref: 38-48-20

- 2. Nonresident

Ref: 38-47-20

- 3. Process

Ref: 38-48-30

C. Maintenance and duration

Ref: 38-48-60

- 1. Change of address

Ref: 38-47-15

- 2. Contract requirements

Ref: 38-48-80, 110

- 3. Records

Ref: 38-48-120

D. Disciplinary actions

- 1. Cease and desist orders

Ref: 38-59-20, 270

- 2. Hearings

Ref: 38-3-170; 38-57-200

- 3. Penalties

Ref: 38-2-10–30

E. Claim settlement laws and regulations

Ref: 38-48-70, 90

F. South Carolina law, regulations and required provisions

- 1. South Carolina Property and Casualty Insurance Guaranty Association

Ref: 38-31-10–170

- 2. Cancellation, nonrenewal and renewal

Ref: 38-75-710–790

- 3. Insurance fraud act

Ref: 38-55-510–590

- 4. Arbitration of property damage liability claims

Ref: 38-77-710–770

- 5. Federal Terrorism Insurance Program

Ref: 15 USC 6701; PL 107–297, 109–144, 110–160

II. PROPERTY AND CASUALTY INSURANCE TERMS AND RELATED CONCEPTS.....7

A. Insurable interest

B. Peril (named vs. open)

- C. Hazard (physical, moral, morale)
- D. Deductible
- E. Indemnity
- F. Actual cash value
- G. Replacement cost (including functional)
- H. Coinsurance
 - I. Other insurance (primary and excess, nonconcurrency)
- J. Vacancy and unoccupancy
- K. Abandonment
- L. Pro-rata liability clause
- M. Waiver and Estoppel
- N. Market/agreed value vs. stated amount
- O. Territory

III. PROPERTY AND CASUALTY CONTRACT PROVISIONS.7

- A. Declarations
- B. Insuring agreement
- C. Conditions
- D. Exclusions
- E. Definitions
- F. Duties of the insured after a loss
- G. Mortgagee rights
- H. Proof of loss
- I. Notice of claim
- J. Appraisal
- K. Assignment
- L. Subrogation
- M. Elements of a legal contract
- N. Additional (supplementary) coverage
- O. Endorsements
- P. Loss payable clause
- Q. Representations and warranties

IV. POLICY KNOWLEDGE PERTINENT TO ADJUSTERS....30

- A. Dwelling
 - 1. Characteristics and purpose
 - 2. Coverage Forms (Basic, Broad, Special)
 - 3. Property Coverages (A–E)
 - 4. Conditions and Exclusions
 - 5. Selected Endorsements
 - a. Special Provisions—South Carolina
 - b. Broad theft coverage
 - c. Dwelling under construction
- B. Homeowners
 - 1. Coverage forms (HO-2 through HO-6 & HO-8)
 - 2. Section I—Property coverages.
 - 3. Exclusions, Conditions, and Endorsements
- C. Commercial lines
 - 1. Commercial property
 - a. Building and personal property form
 - b. Condominium forms (association/unit-owners)
 - c. Causes of loss forms
 - d. Conditions and exclusions
 - 2. Equipment Breakdown
 - 3. Businessowners Policy (BOP)
 - a. Sections I and III
 - b. Protective safeguards
- D. Commercial Inland marine
 - 1. Commercial Inland marine conditions form
 - 2. Coverage forms
 - a. Commercial articles
 - b. Contractors equipment floater
 - c. Equipment dealers

- d. Installation floater
- e. Jewelers block
- f. Signs
- g. Valuable papers and records

E. Ocean Marine Insurance

- 1. Hull
- 2. Cargo

F. Other coverages and options

- 1. Aircraft hull
- 2. National Flood Insurance Program
- 3. Boatowners

G. Farm Coverage

- 1. Farm Property Forms (A–G)
- 2. Livestock coverage form
- 3. Mobile agriculture machinery and equipment coverage form

V. ADJUSTER DUTIES AND RESPONSIBILITIES.....6

A. Claim investigation

- 1. Inception/Expiration Date
- 2. Occurrence Date
- 6. Identification of Parties Involved
- 4. Policy Form/Number
- 5. Description of Proof of Loss
- 6. Coverages and deductibles
- 7. Physical evidence and witness statements
- 8. Production of books and records

B. Loss/Damage Valuation

- 1. Direct Loss vs. Indirect Loss
- 2. Damages (compensatory, punitive)
- 3. Value of intangible damages
- 4. Estimates
- 5. Depreciation
- 6. Reports

C. Claim adjustment procedures

- 1. Coverage dispute resolution
- 2. Payment release

**SOUTH CAROLINA CROP HAIL ADJUSTER
CONTENT OUTLINE**

(50 scored questions)

**I. SOUTH CAROLINA INSURANCE LAWS AND
REGULATIONS PERTINENT TO ALL ADJUSTERS.....8**

A. Director's general duties and powers

Ref: 38-3-60, 110

B. Licensing requirements

- 1. Qualifications
 - Ref: 38-47-10*
- 2. Nonresident
 - Ref: 38-47-20*
- 3. Emergency adjuster permit
 - Ref: Reg 69-1*

C. Maintenance and duration

Ref: 38-47-40

- 1. Change of address
 - Ref: 38-47-15*

D. Disciplinary actions

- 1. Cease and desist orders
 - Ref: 38-59-20, 38-59-270*

- 2. Hearings
Ref: 38-3-170; 38-57-200
- 3. Penalties
Ref: 38-2-10-30; 38-47-70
- 4. Suspension, revocation or cancellation
Ref: 38-47-70

E. Claim settlement laws and regulations

Ref: 38-59-20

II. CROP INSURANCE AND ADJUSTING PROCEDURES...42

A. Eligibility

- 1. Insureds
- 2. Insurable crops

B. Application

- 1. Binder
- 2. Declarations section
- 3. Required signatures and information

C. Terms of coverage

- 1. Effective date
- 2. Inception of coverage
- 3. Expiration
- 4. Cancellation
- 5. Minimum loss

D. Perils insured against

E. Exclusions

F. Limits of coverage

- 1. Insurable value
- 2. Deductibles
- 3. Reduction of insurance

G. Other provisions

- 1. Replanting clause
- 2. Acreage variation
- 3. Fire department service charge
- 4. Pro rata liability clause
- 5. Fire and lightning coverage
- 6. Subrogation

H. Plans of Insurance

- 1. Actual Production History (APH)
- 2. Catastrophic Risk Protection Coverage (CAT)
- 3. Area Risk Protection Insurance (ARPI)
- 4. Livestock Risk Protection (LRP)
- 5. Rainfall Index (RI)
- 6. Revenue Protection (RP)
- 7. Pasture Rangeland Forage (PRF)
- 8. Yield Protection (YP)

I. Claim settlement practices

- 1. Notice of loss
- 2. Insured's duties after loss
- 3. Appraisal
- 4. Arbitration

J. Mandatory endorsements

- 1. NCIS—444 Truck and Vine Crops
- 2. NCIS—578 Tree Fruits
- 3. NCIS—678 Field Diagram

K. LOSS ADJUSTING PROCEDURES

- 1. Settling the claim
 - a. Other insurance
 - b. Field inspections and counts
 - c. Closing the claim
 - d. Deferments
 - e. Unsettled claims (snags)
 - f. Stages of growth

**SOUTH CAROLINA WORKERS' COMPENSATION
INSURANCE ADJUSTER
CONTENT OUTLINE**

(60 scored questions)

**I. SOUTH CAROLINA INSURANCE LAWS AND
REGULATIONS PERTINENT TO ALL ADJUSTERS...8**

A. Director's general duties and powers

Ref: 38-3-60, 110

B. Licensing requirements

- 1. Qualifications
Ref: 38-47-10
- 2. Nonresident
Ref: 38-47-20
- 3. Emergency adjuster permit
Ref: Reg 69-1

C. Maintenance and duration

Ref: 38-47-40

- 1. Change of address
Ref: 38-47-15

D. Disciplinary actions

- 1. Cease and desist orders
Ref: 38-59-20, 38-59-270
- 2. Hearings
Ref: 38-3-170; 38-57-200
- 3. Penalties
Ref: 38-2-10-30; 38-47-70

E. Claim settlement laws and regulations

Ref: 38-59-20

**F. South Carolina Property and Casualty Insurance
Guaranty Association**

Ref: 38-31-10-170

G. Insurance fraud act

Ref: 38-55-510-590

II. TERMS AND CONTRACT PROVISIONS.....8

A. Liability (absolute, strict, vicarious)

B. Negligence, and defenses against

C. Proof of loss

D. Notice of claim

E. Elements of a legal contract

F. Representations and warranties

III. WORKERS COMPENSATION INSURANCE.....31

A. Worker's compensation laws

- 1. Monopolistic versus competitive
- 2. Compulsory versus elective
- 3. South Carolina Workers' Compensation Law

Ref: RL Title 42

a. Exclusive remedy

Ref: RL 42-1-540

b. Employment covered (required, voluntary)

Ref: RL 42-1-130-150, 310, 360

c. Covered injuries

Ref: RL 42-1-160; RL 42-9-60; RL 42-15-20, 40

d. Occupational disease

Ref: RL 42-11-10

e. Benefits provided

Ref: RL 42-9-10-30, 200, 260, 290; RL 42-13-90; RL 42-15-10, 60-70

**f. South Carolina Workers' Compensation Uninsured
Employers' Fund**

Ref: RL 42-7-200

4. Workers compensation and employers liability insurance policy
 - a. Part One - Workers compensation insurance
 - b. Part Two - Employers liability insurance
 - c. Part Three - Other states insurance
 - d. Part Four - Your duties if injury occurs
 - e. Part Five - Premium
 - f. Part Six - Conditions
 - g. Voluntary compensation endorsement
5. Sources of coverage
 - a. Self-insured employers/funds
Ref: RL 42-5-20, 50
 - b. Voluntary market
 - c. South Carolina residual workers compensation

IV. ADJUSTING LOSSES.....13

- A. Claim reporting**
- B. Liability losses and coverage problems**
- C. Claim adjustment procedures**
- D. Duties and responsibilities**
- E. Review of medical reports**

**MOTOR VEHICLE PHYSICAL DAMAGE
APPRAISER
CONTENT OUTLINE
(50 scored questions)**

I. SOUTH CAROLINA LAWS AND REGULATIONS.....6

- A. Director's general duties and powers**
Ref: 38-3-60, 110
- B. License qualifications**
Ref: 38-49-20
- C. Maintenance and duration**
 1. Reinstatement/license cancellation
Ref: 38-49-30
 2. Reporting of Actions
Ref: 38-43-247
 3. Change of Address
Ref: 38-49-25
- D. Disciplinary actions**
 1. Cease and desist order
Ref: 38-59-30, 270
 2. Investigations/Notice of hearing
Ref: 38-3-170; 38-57-200
 3. Penalties and fines
Ref: 38-2-10-30, 38-43-130; 38-49-40
- E. Claims settlement laws and regulations**
Ref: 38-59-20; Reg 69-16

II. Appraising auto physical damage claims.....44

- A. Role of the appraiser**
 1. Duties and responsibilities
 2. Relationship to adjusters
- B. Duties after a loss**
 1. Notice to the insurer
 2. Minimizing the loss
 3. Inspection of the vehicle
 4. Special requirements
- C. Determining value and loss**
 1. Adjustment procedures
 2. Salvage
 3. Appraisal

4. Depreciation
5. Repair or replacement
6. Repair options and procedures
7. Like kind and quality
8. Aftermarket parts
9. Partial loss versus total loss

D. Vehicle inspection

1. Proper vehicle identification and options ID
2. Estimate of repairs form

E. Vehicle parts and construction

1. Body
2. Front End
3. Rear Body
4. Quarter panels
5. Doors
6. Roofs
7. Bumper—urethane repairs
8. Lamps
9. Cows
10. Floor Plan
11. Rocker Panels
12. Pillars
13. Substructure
14. Frame
15. Unibody
16. Mechanical
17. Engine
18. Cooling System
19. Electrical System/ Computers
20. Exhaust System
21. Fuel System
22. Heating and Air Conditioning
23. Brakes/ ABS
24. Steering
25. Suspension
26. Transmission
27. Air bags/ SRS (seat belts)
28. Glass, Tires, Interior, and Paint

**SOUTH CAROLINA SURETY INSURANCE
PRODUCER
CONTENT OUTLINE
(50 scored questions)**

**I. SOUTH CAROLINA LAWS AND REGULATIONS
PERTINENT TO ALL LINES.....19**

A. Insurance Department and Director

1. Powers and duties
Ref: 38-3-60, 110
2. Examination of books and records
Ref: 38-13-10-30; 38-43-250; 38-53-320
3. Investigations/Notice of hearing
Ref: 38-3-170; 38-57-200

B. Licensing

1. Persons to be licensed
Ref: 38-53-80, 190
2. Qualifications
Ref: 38-53-90
3. Types of licenses
 - a. Producer
Ref: 38-43-10, 30
 - b. Nonresident
Ref: 38-43-70
 - c. Surety bondsman
Ref: 38-53-10(12)
4. Obtaining a license
 - a. License fees and application
Ref: 38-43-80, 100, 101
 - b. Appointment/termination of contract
Ref: 38-43-50, 38-43-55
 - c. Security deposits
Ref: 38-53-270, 280, 300
5. Maintaining a license
 - a. Change of address/assumed name
Ref: 38-43-107; 38-43-10(C)
 - b. Records maintenance
Ref: 38-43-250; 38-53-310
 - c. Reinstatement/license expiration
Ref: 38-43-110(B)
 - d. Reporting of actions
Ref: 38-43-247
6. Disciplinary actions
 - a. Cease and desist order
Ref: 38-59-30, 38-59-270
 - b. License probation, revocation, suspension, or denial of reissuance
Ref: 38-43-130, 230
 - c. Penalties and fines
Ref: 38-53-150(B), 340; 38-2-10
 - d. Criminal charges and convictions
Ref: 38-53-150(6)

C. Company regulation

1. Unfair claims settlement practices
Ref: 38-59-20
2. Appointment
Ref: 38-43-40, 50
3. Termination of appointment
Ref: 38-43-55

D. Producer regulation

1. Commissions
Ref: 38-43-200
2. Failure to act as a fiduciary
Ref: 38-43-240
3. Blank forms
Ref: 38-43-260
4. Representing an unauthorized insurer
Ref: 38-43-160-180

E. Unfair and prohibited trade practices

1. Rebating
Ref: 38-57-130; 38-53-170
2. Defamation
Ref: 38-57-90
3. Unfair Discrimination
Ref: 38-55-50; 38-57-120
4. Misrepresentation
Ref: 38-57-40
5. False advertising
Ref: 38-57-40, 50
6. Boycott, coercion, and intimidation
Ref: 38-57-100, 110
7. Fraud
Ref: 38-43-245
8. False Financial Statements
Ref: 38-57-80
9. Prohibited inducements
Ref: 38-57-130, 150
10. Free insurance
Ref: 38-57-170

F. Insurance Fraud Act

Ref: 38-55-510-590

G. Consumer information privacy regulation

Ref: Reg 69-58 Sec 1-16

H. Fair Credit Reporting Act

Ref: 15 USC 1681-1681(d)

II. GENERAL INSURANCE PRINCIPLES.....16

Ref: Product Knowledge

A. Insurance Terms and Related Concepts

1. Risk
2. Hazard
3. Peril
4. Loss
5. Exposure
6. Adverse selection
7. Law of large numbers
8. Reinsurance

B. Handling risks

1. Avoidance
2. Retention
3. Sharing
4. Reduction
5. Transfer

C. Insurers

1. Types of insurers
 - a. Stock companies
 - b. Mutual companies
 - c. Fraternal benefit societies
 - d. Lloyd's associations
 - e. Risk retention groups
 - f. Captive companies
 - g. Self-insured funds

2. Private vs. government insurers
3. Admitted/nonadmitted insurers
4. Domestic, foreign, alien insurers
5. Financial status (independent rating services)

D. Producers and general rules of agency

1. Insurer as principal
2. Producer/insurer relationship
3. Authority and powers of producers
 - a. Express
 - b. Implied
 - c. Apparent
 - d. Responsibilities to the applicant/insured

III. SURETY CONTRACTS.....9

A. Definition of surety

B. Elements of a legal contract

1. Offer and acceptance
2. Consideration
3. Competent parties
4. Legal purpose

C. Characteristics of an insurance contract

1. Contact of adhesion
2. Aleatory contract
3. Unilateral contract
4. Conditional contract

D. Legal interpretations affecting contracts

1. Ambiguities in a contract
2. Indemnity
3. Representations/misrepresentations
4. Warranties
5. Concealment
6. Fraud
7. Waiver and estoppel

E. Obligation of the surety

F. Parties to the surety

1. Principal
 - a. Indemnitor for principal
 - b. Indemnity agreement
2. Oblige
3. Surety

G. Underwriting considerations

H. Premiums and terms of obligations

1. Surety
2. Fidelity

I. Claims

J. Power of attorney

IV. PURPOSE AND TYPES OF SURETY BONDS.....5

A. Purpose and types of bonds

1. Surety bail bond
2. Appearance bond
3. Cash bond
Ref: 17-15-15
4. Ten Percent Cash bond
Ref: 17-15-15
5. Real estate property

B. Public official

C. Court

1. Judicial
2. Fiduciary

D. Miscellaneous

E. Contract

1. Bid
2. Performance

3. Payment
4. Maintenance

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A. Individual

B. Scheduled

1. Named employee
2. Specified position

C. Public official

D. Blanket

E. Financial institutions

F. ERISA bonds

**SOUTH CAROLINA
PROFESSIONAL BAIL BONDSMAN/RUNNER
CONTENT OUTLINE
(60 scored questions)**

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A. Insurance Department and Director

1. Powers and duties
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2. Examination of books and records
Ref: 38-13-10-30; 38-43-250; 38-53-320
3. Investigations/Notice of hearing
Ref: 38-3-170; 38-57-200

B. Licensing

1. Persons to be licensed
Ref: 38-53-80, 190
2. Qualifications
Ref: 38-53-90
3. Types of licenses
 - a. Professional bondsman
Ref: 38-53-10(9)-40
 - b. Surety bondsman
Ref: 38-53-10(12)
 - c. Runner
Ref: 38-53-10(10), 38-53-120
4. Obtaining a license
 - a. License fees and application
Ref: 38-43-80, 100, 101
 - b. Appointment
Ref: 38-53-230, 260
 - c. Security deposits
Ref: 38-53-270, 280, 300
5. Maintaining a license
 - a. Continuing education
Ref: 38-43-106; Reg 69-50
 - b. Change of address/assumed name
Ref: 38-43-107; 38-43-10(C)
 - c. Records maintenance
Ref: 38-43-250; 38-53-310
 - d. License expiration
Ref: 38-43-110(B)
 - e. Reporting of actions
Ref: 38-43-247
6. Disciplinary actions
 - a. Cease and desist order
Ref: 38-59-20, 38-59-270

b. License probation, revocation, suspension, or denial of reissuance <i>Ref: 38-43-130, 230</i>	
c. Penalties and fines <i>Ref: 38-53-150(B), 340; 38-2-10</i>	
d. Criminal charges and convictions <i>Ref: 38-53-150(6)</i>	
C. Unfair and prohibited trade practices	
1. Rebating <i>Ref: 38-53-150(A)(8), 38-53-170</i>	
2. Referral of an attorney <i>Ref: 38-53-170(d)</i>	
3. Soliciting in courts <i>Ref: 38-57-170(f)</i>	
4. Misrepresentation <i>Ref: 38-57-40</i>	
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A. General Duties	
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a. Arraignment	
b. Trial	
c. Appeal	
2. Surety relieved on bond <i>Ref: 38-53-50</i>	
a. Prior to trial <i>Ref: RL 17-15-10</i>	
b. After conviction—stay of execution	
c. Pending appeal	
B. Discharging surety <i>Ref: 17-15-20</i>	
C. Recommitment of defendant	
D. Bond forfeitures	
E. Bond posting/transfers	
F. Arrests/Surrenders <i>Ref: 38-53-60, 170(e)</i>	
III. FIDUCIARY RESPONSIBILITIES.....10	
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3. Return of collateral <i>Ref: 38-53-170(e)</i>	
C. Forfeitures <i>Ref: 38-53-70; RL 17-15-170-180</i>	
1. Motion	
2. Judgment	
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4. Arrest after forfeiture	
D. Bond principal limits	
E. Fair Credit Reporting Act <i>Ref: 15 USC 1681-1681(d)</i>	
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B. Adjudicate	
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P. Indictment	
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D. Parties to the surety	
1. Principal	
a. Indemnitor for principal	
b. Indemnity agreement	
2. Obligee	
3. Surety	
E. Underwriting considerations	
F. Premiums and terms of obligations	
1. Surety	
2. Fidelity	
G. Claims	
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VI. PURPOSE AND TYPE OF SURETY BONDS.....7	
A. Purpose and Types of bonds	
1. Surety bail bond	
2. Appearance bond	
3. Cash bond <i>Ref: 17-15-15</i>	
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1. Judicial	
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2. Payment	
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**SOUTH CAROLINA
SURPLUS LINES BROKER
CONTENT OUTLINE**

(50 scored questions)

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3. Penalties and fines
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1. Resident Surplus Lines Broker
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 2. License fees and application
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4. Loss
5. Exposure

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 - a. Stock and mutual companies
 - b. Lloyd's associations
 - c. Risk retention groups
 - d. Captive companies
 - e. Self-insured funds
2. Private vs. government insurers
3. Admitted vs. nonadmitted insurers
4. Domestic, foreign, alien insurers

D. Producers and general rules of agency

1. Insurer as principal
2. Producer/insurer relationship
3. Authority and powers of producers
 - a. Express
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 - c. Apparent
 - d. Responsibilities to the applicant/insured

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2. Consideration
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B. Characteristics of an insurance contract

1. Contact of adhesion
2. Aleatory contract
3. Unilateral contract
4. Conditional contract

C. Legal interpretations affecting contract

1. Ambiguities in a contract
2. Indemnity
3. Representations/warranties
4. Concealment
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6. Waiver and estoppel

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B. Content and Maintenance of records

Ref: 38-45-80

C. Commissions

Ref: 38-45-100

D. Premiums, evidence of insurance

Ref: 38-45-10

E. Surplus Lines tax

Ref: 38-45-20(5), 38-45-30(4), 38-45-190

F. Diligent Search

Ref: 38-45-90

G. Disclosure and broker personal liability

Ref: 38-45-110, 120; 38-25-360

H. Broker's Fees

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