

**WYOMING**

# Insurance Content Outlines

Content Outlines: Effective February 17, 2023

**LIFE  
CONTENT OUTLINE**  
Life-General Section;  
Life-State Section

**LIFE-GENERAL KNOWLEDGE  
CONTENT OUTLINE**

*(50 scored plus 5 pretest questions)*

**I. TYPES OF POLICIES..... 15**

**A. Traditional whole life products**

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

**B. Interest/market-sensitive/adjustable life products**

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

**C. Term life**

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

**D. Annuities**

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

**E. Combination plans and variations**

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

**II. LIFE PROVISIONS, RIDERS, OPTIONS, AND EXCLUSIONS  
..... 15**

**A. Policy riders**

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

**B. Policy provisions and options**

- 1. Entire contract
- 2. Insuring clause
- 3. Free look
- 4. Consideration
- 5. Owner's rights
- 6. Beneficiary designations
  - a. Primary and contingent
  - b. Revocable and irrevocable
  - c. Common disaster
  - d. Minor beneficiaries
  - e. Designation by class
- 2. Premium Payment
  - a. Modes
  - b. Grace period
  - c. Automatic premium loan
  - d. Level or flexible
- 2. Reinstatement
- 3. Policy loans, withdrawals, partial surrenders
- 4. Non-forfeiture options
- 5. Dividends and dividend options (eg. participating, non-participating)
- 6. Incontestability
- 7. Assignments
- 8. Suicide
- 9. Misstatement of age and gender
- 10. Settlement options
- 11. Accelerated death benefits

**C. Policy exclusions**

- 1. War
- 2. Aviation
- 3. Dangerous Occupation

**III. COMPLETING THE APPLICATION, UNDERWRITING, AND DELIVERING THE POLICES..... 12**

**A. Completing the application**

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

**B. Underwriting**

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

**C. Delivering the policy**

- 1. When coverage begins

2. Explaining the policy and its provisions, riders, exclusions, and ratings to the client

**D. Contract law**

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

**IV. RETIREMENT AND OTHER INSURANCE CONCEPTS. 8**

**A. Third-party ownership**

**B. Life Settlements**

**C. Group life insurance**

1. Conversion privilege
2. Contributory vs. noncontributory

**D. Retirement plans**

1. Qualified plans
2. Nonqualified plans

**E. Life insurance needs analysis/suitability**

1. Personal insurance needs
2. Business insurance needs
  - a. Key person
  - b. Buy sell

**F. Social Security benefits**

**G. Tax treatment of insurance premiums, proceeds, and dividends**

1. Individual life
2. Group life
3. Modified Endowment Contracts (MECs)

4. Stock and mutual companies and reciprocals
5. Reciprocal
6. Fraternal benefit society
7. Certificate of authority

**C. Licensing**

1. Persons required to be licensed
  - a. Producer/business entity  
*Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233*
  - b. Producer acting as broker  
*Ref: 26-1-102, 26-9-224 and 225*
  - c. Consultant  
*Ref: 26-9-220, Reg. Ch. 18, 26-9-231*
  - d. Limited lines  
*Ref: 26-9-202*
  - e. Surplus lines broker  
*Ref: 26-9-208, 26-11-103, 26-11-112*
  - f. Nonresident  
*Ref: 26-9-208, 215, 230*
  - g. Temporary license  
*Ref: 26-9-210*
2. Agent appointment/termination of contract  
*Ref: 26-9-213 and 214*
3. Obtaining a license
  - a. Qualifications  
*Ref: 26-9-206, Reg. Ch. 18*
  - b. Exemptions/exceptions  
*Ref: 26-9-204, 26-9-209*
  - c. License denial  
*Ref: 26-9-211*
4. Maintaining a license
  - a. Continuing education  
*Ref: 26-9-231, Reg. Ch. 20*
  - b. Change of address  
*Ref: 26-9-207, 26-9-228*
  - c. Fees/renewal/reinstatement  
*Ref: 26-9-207; 26-4-101*
  - d. License expiration/termination  
*Ref: 26-9-207, 26-9-232*
  - e. Suspension or revocation of licenses  
*Ref: 26-9-211*
  - f. Reporting of actions  
*Ref: 26-9-216*
  - g. Penalties  
*Ref: 26-1-107*

**D. Producer responsibilities**

- Ref: Reg. Chapter 62*
1. Fiduciary capacity  
*Ref: 26-9-229, Reg. Ch. 46*
    - a. Premium accountability
    - b. Separate account requirements
  2. Commissions and compensation  
*Ref: 26-9-212*
  3. Place of business of licensees/display of licenses/records  
*Ref: 26-9-228*
  4. Agency vs. individual licensee
  5. Military sales practices  
*Ref: Chapter 60*

**E. Unfair trade practices**

**WY Life Producer–WYOMING SPECIFIC  
CONTENT OUTLINE**

**State Statutes, Rules, and Regulations**

*(35 scoreable questions plus 5 pretest questions)*

**I. WYOMING STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, ACCIDENT AND HEALTH, PROPERTY, AND CASUALTY INSURANCE.....15**

**A. Insurance Commissioner**

1. Appointment  
*Ref: 26-2-102*
2. General powers and duties  
*Ref: 26-2-109 and 110*
3. Examinations  
*Ref: 26-2-116 and 117*
4. Orders and hearings  
*Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130*
5. Penalties  
*Ref: 26-1-107, 26-2-112, 26-9-211*

**B. Definitions**

*Ref: 26-1-102; 26-3-101, 26-3-105 , 26-29-201,*

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1. Domestic company
2. Foreign company
3. Alien company

1. Boycott, coercion, intimidation  
*Ref: 26-13-108*
2. Controlled business  
*Ref: 26-9-226*

3. Defamation  
*Ref: 26-13-107*
4. False advertising  
*Ref: 26-13-103*

5. False financial statements  
*Ref: 26-13-106*
6. Fraud  
*Ref: 26-13-201 and 202*

7. Misrepresentation  
*Ref: 26-13-103*

8. Rebates/illegal inducements  
*Ref: 26-13-110, 112*

9. Unfair discrimination  
*Ref: 26-13-109, 112(c)*

10. Twisting (Life and AH only)  
*Ref: 26-13-105*

11. Unfair claims settlement practices  
*Ref: 26-13-124*

**F. Wyoming Insurance Guaranty Association**  
*Ref: 26-31-103, 26-31-106; 26-42-116(a);  
Reg. Ch. 43*

**G. Consumer privacy regulation**  
*Ref: Reg. Ch. 54*

**II. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO LIFE INSURANCE ONLY ..... 20**

**A. Policy replacement**

*Ref: Reg. Ch. 12*

1. Purpose
2. Definitions
3. Exemptions
4. Duties of agent and broker
5. Duties of replacing insurer

**B. Individual life and annuity contracts**

*Ref: 26-15-122; 26-16-101 through 120*

1. Standard provisions
  - a. Assignment
  - b. Grace period
  - c. Incontestability
  - d. Misstatement of age
  - e. Policy loan
    - (1) Interest rates
  - f. Reinstatement
  - g. Prohibited provisions

2. Policy settlement  
*Ref: 26-16-112*

**C. Group Life**

1. Standard provisions/required provisions  
*Ref: 26-17-101 through 130*

2. Conversion rights  
*Ref: 26-17-119*

3. Types of groups/eligible groups  
*Ref: 26-17-102*

4. Dependent coverage  
*Ref: 26-17-108*

5. Assignment  
*Ref: 26-17-126*

**D. Variable products**

*Ref: 26-9-207; Reg. Ch. 67*

1. Separate accounts
2. Variable contracts
3. Reinstatement
4. Required reports (8)
5. Producer licensing requirements

**E. Credit Life**

*Ref: 26-21-101 through 114, Reg. Ch. 52*

**ACCIDENT, HEALTH, SICKNESS, & DISABILITY  
CONTENT OUTLINE**  
Accident & Health–General Section;  
Accident & Health, Sickness, & Disability–State Section

**ACCIDENT & HEALTH–GENERAL KNOWLEDGE  
CONTENT OUTLINE**  
Product Knowledge, Terms, and Concepts

*(50 scored plus 5 pretest questions)*

**I. TYPES OF POLICIES ..... 16**

**A. Disability income**

1. Individual disability income policy
2. Business overhead expense policy
3. Business disability buyout policy
4. Group disability income policy
5. Key employee policy

**B. Accidental death and dismemberment**

**C. Medical expense insurance**

1. Basic hospital, medical, and surgical policies
2. Major medical policies
3. Health Maintenance Organizations (HMOs)
4. Preferred Provider Organizations (PPOs)
5. Point of Service (POS) plans
6. Flexible Spending Accounts (FSAs)
7. High Deductible Health Plans (HDHPs) and related Health Savings Accounts (HSAs)
8. Health Reimbursement Accounts (HRAs)

**D. Medicare supplement policies**

**E. Group insurance**

1. Differences between individual and group contracts
2. General characteristics
3. COBRA

**F. Individual/Group Long Term Care (LTC)**

1. Eligibility
2. Levels of care

**G. Other policies**

1. Dental
2. Vision
3. Cancer
4. Critical illness or specified disease
5. Worksite (employer-sponsored)
6. Hospital indemnity
7. Short-term medical
8. Accident

**II. POLICY PROVISIONS, CLAUSES, AND RIDERS ..... 15**

**A. Mandatory and optional provisions**

1. Entire contract
2. Time limit on certain defenses (incontestable)
3. Grace period

- 4. Reinstatement
- 5. Notice of claim
- 6. Claim forms
- 7. Proof of loss
- 8. Time of payment of claims
- 9. Payment of claims
- 10. Physical examination and autopsy
- 11. Legal actions
- 12. Change of beneficiary
- 13. Misstatement of age or gender
- 14. Change of occupation
- 15. Illegal occupation
- 16. Relation of 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. non-occupational
  - H. Tax treatment of premiums and proceeds of insurance contracts (e.g., disability income and medical expenses, etc.)
  - I. Managed care
  - J. Workers Compensation
    - 1. Impact on health insurance benefits
  - K. Subrogation
  - L. Cost containment

- V. FIELD UNDERWRITING PROCEDURES .....8**
  - A. Completing the application
  - B. Explaining sources of insurability and HIPAA privacy information (e.g., MIB Report, Fair Credit Reporting Act, etc.)
  - C. Initial premium payment and receipt and consequences of the receipt (e.g., medical examination, etc.)
  - D. Submitting application (and initial premium if collected) to company for underwriting
  - E. Policy delivery
  - F. Explaining policy and its provisions, riders, exclusions, and ratings to clients
  - G. Replacement
  - H. Contract law
    - 1. Elements of a contract
    - 2. Insurable interest
    - 3. Warranties and representations
    - 4. Unique aspects of the insurance contract
      - a. Conditional
      - b. Unilateral
      - c. Adhesion
      - d. Aleatory

**WY Accident and Health or Sickness Producer -  
WYOMING SPECIFIC  
CONTENT OUTLINE  
State Statutes, Rules, and Regulations**  
*(35 scoreable questions plus 5 pretest questions)*

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    - 2. General powers and duties  
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    - 3. Examinations  
*Ref: 26-2-116 and 117*
    - 4. Orders and hearings  
*Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130*
    - 5. Penalties  
*Ref: 26-1-107, 26-2-112, 26-9-211*
  - B. Definitions**  
*Ref: 26-1-102; 26-3-101, 26-3-105 , 26-29-201,*  
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    - 1. Domestic company
    - 2. Foreign company
    - 3. Alien company
    - 4. Stock and mutual companies and reciprocals
    - 5. Reciprocal
    - 6. Fraternal benefit society
    - 7. Certificate of authority
  - C. Licensing**
    - 1. Persons required to be licensed
      - a. Producer/business entity  
*Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233*

- b. Producer acting as broker  
*Ref: 26-1-102, 26-9-224 and 225*
- c. Consultant  
*Ref: 26-9-220, Reg. Ch. 18, 26-9-231*
- d. Limited lines  
*Ref: 26-9-202*
- e. Surplus lines broker  
*Ref: 26-9-208, 26-11-103, 26-11-112*
- f. Nonresident  
*Ref: 26-9-208, 215, 230*
- g. Temporary license  
*Ref: 26-9-210*
- 2. Agent appointment/termination of contract  
*Ref: 26-9-213 and 214*
- 3. Obtaining a license
  - a. Qualifications  
*Ref: 26-9-206, Reg. Ch. 18*
  - b. Exemptions/exceptions  
*Ref: 26-9-204, 26-9-209*
  - c. License denial  
*Ref: 26-9-211*
- 4. Maintaining a license
  - a. Continuing education  
*Ref: 26-9-231, Reg. Ch. 20*
  - b. Change of address  
*Ref: 26-9-207, 26-9-228*
  - c. Fees/renewal/reinstatement  
*Ref: 26-9-207; 26-4-101*
  - d. License expiration/termination  
*Ref: 26-9-207, 26-9-232*
  - e. Suspension or revocation of licenses  
*Ref: 26-9-211*
  - f. Reporting of actions  
*Ref: 26-9-216*
  - g. Penalties  
*Ref: 26-1-107*
- D. Producer responsibilities**
  - 1. Fiduciary capacity  
*Ref: 26-9-229, Reg. Ch. 46*
    - a. Premium accountability
    - b. Separate account requirements
  - 2. Commissions and compensation  
*Ref: 26-9-212*
  - 3. Place of business of licensees/display of licenses/records  
*Ref: 26-9-228*
  - 4. Agency vs. individual licensee
- E. Unfair trade practices**
  - 1. Boycott, coercion, intimidation  
*Ref: 26-13-108*
  - 2. Controlled business  
*Ref: 26-9-226*
  - 3. Defamation  
*Ref: 26-13-107*
  - 4. False advertising  
*Ref: 26-13-103*
  - 5. False financial statements  
*Ref: 26-13-106*
  - 6. Fraud  
*Ref: 26-13-201 and 202*
  - 7. Misrepresentation

- Ref: 26-13-103*
- 8. Rebates/illegal inducements  
*Ref: 26-13-110, 112*
- 9. Unfair discrimination  
*Ref: 26-13-109, 112(c)*
- 10. Twisting (Life and AH only)  
*Ref: 26-13-105*
- 11. Unfair claims settlement practices  
*Ref: 26-13-124*
- F. Wyoming Insurance Guaranty Association**  
*Ref: 26-31-103, 26-31-106; 26-42-116(a); Reg. Ch. 43*
- G. Consumer privacy regulation**  
*Ref: Reg. Ch. 54*
- II. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO ACCIDENT AND HEALTH INSURANCE ONLY .....20**
- A. Policy clauses and provisions (Individual and Group)**
  - 1. General requirements for policies  
*Ref: 26-18-103*
  - 2. Required and optional coverages
    - a. Dependent children  
*Ref: 26-22-401, 26-18-103(a)(iii)*
    - b. Diabetes  
*Ref: 26-20-201*
    - c. Grace period  
*Ref: 26-18-107*
    - d. Newborns and adopted children  
*Ref: 26-20-101 through 102*
    - e. Non-custodial parents  
*Ref: 26-15-135*
    - f. Substance abuse treatment  
*Ref Reg Ch 37, Sec. 6*
  - 3. Benefit standards
  - 4. Prohibited provisions
- B. Group health insurance**
  - 1. Eligible groups  
*Ref: 26-19-102*
  - 2. Continuation of coverage  
*Ref: 26-19-113*
  - 3. Conversion  
*Ref: 26-19-113(a)(viii)*
  - 4. Payable benefits  
*Ref: 26-19-109*
- C. Marketing methods and practices**
  - 1. Advertising  
*Ref: Reg. Ch. 21*
    - a. Purpose
    - b. Definitions
    - c. Disclosure
    - d. Testimonials and endorsement
- D. Medicare supplement Insurance**
  - 1. Advertising  
*Ref: Reg. Ch. 21, Sec. 7*
  - 2. Marketing standards  
*Ref: Reg. Ch. 35, Sec. 19*
  - 3. Disclosure  
*Ref: Reg. Ch. 35, Sec. 17*
  - 4. Buyer's Guide  
*Ref: Reg. Ch. 35, Sec. 17(a) (vi) (A)*

5. Outline of coverage  
*Ref: Reg. Ch. 35, Sec. 17(d)*
6. Preexisting conditions  
*Ref: Reg. Ch. 35, Sec. 8(a)(i)*
7. Free look  
*Ref: Reg. Ch. 35, Sec. 17(a)(v)*
8. Replacement/replacement forms  
*Ref: Reg. Ch. 35, Sec. 18 and 22*

**E. Long-term care policies**

1. Outline of coverage  
*Ref: 26-38-105(k); Reg. Ch. 37, Sec. 19*
2. Buyer's Guide  
*Ref: Reg. Ch. 37, Sec. 20*
3. Free look  
*Ref: 26-38-105(j)*
4. Replacement  
*Ref: Reg. Ch. 37, Sec. 11*
5. Policy standards  
*Ref: 26-38-105*
6. Protection against unintentional lapse  
*Ref: 26-38-108*
7. Preexisting conditions  
*Ref: 26-38-105(c-f)*
8. Nonforfeiture benefits  
*Ref: 26-38-109*
9. Required provisions
  - a. Marketing renewable
  - b. Mental/emotional disorders
  - c. Levels of care
  - d. Zero-day hospital
  - e. Preexisting conditions
10. Other provisions
  - a. Waiver of premium
  - b. Inflation adjustments
  - c. Spousal discount
  - d. Reinstatement of used benefits
11. Terminology
  - a. Skilled (primary) care
  - b. Home health care vs. home care
  - c. Alternate care
  - d. Case management
  - e. Activities of daily living (ADL) and cognitive impairment
  - f. Medically necessary or appropriate
  - g. Plan of care
  - h. Adult day care

**F. Requirements for small employers**

1. Definitions  
*Ref: 26-19-302(a)(xxii)*
2. Benefit plans offered  
*Ref: 26-19-306*
3. Availability of coverage  
*Ref: 26-19-306*
4. Renewability  
*Ref: 26-19-305*
5. Guaranteed issue  
*Ref: Reg. Ch. 49, Sec. 7*

**G. Wyoming Child Health Insurance Program**

*Ref: 35-25-101 through 108*

**H. Wyoming Health Insurance Pool**

*Ref: 26-43-103; Reg. Ch. 41, Sec. 3 and Appendix*

**I. Health Care Services and Health Maintenance Organizations (HMOs)**

1. Definitions  
*Ref: 26-34-102*
2. Information to enrollees  
*Ref: 26-34-111*
3. Evidence of coverage  
*Ref: 26-34-109*

**LIFE, ACCIDENT, HEALTH, SICKNESS & DISABILITY  
CONTENT OUTLINE**  
Life-General Section;  
Health-General Section;  
Life & Health-State Section

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**C. Policy exclusions**

- 1. War
- 2. Aviation
- 3. Dangerous Occupation

**VI. COMPLETING THE APPLICATION, UNDERWRITING, AND DELIVERING THE POLICES..... 12**

**B. Completing the application**

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

**J. Contract law**

- 1. Elements of a contract
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  - c. Competent parties
  - d. Legal purpose
- 2. Unique aspects of the insurance contract
  - a. Conditional
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**V. 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
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**E. Life insurance needs analysis/suitability**

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- 2. Business insurance needs
  - a. Key person
  - b. Buy sell

**F. Social Security benefits**

**G. Tax treatment of insurance premiums, proceeds, and dividends**

- 1. Individual life
- 2. Group life
- 3. Modified Endowment Contracts (MECs)

**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. non-occupational**
    - H. Tax treatment of premiums and proceeds of insurance contracts (e.g., disability income and medical expenses, etc.)**
    - I. Managed care**
    - J. Workers Compensation**
      - 1. Impact on insurance benefits
    - K. Subrogation**
    - L. Cost containment**
  - V. FIELD UNDERWRITING PROCEDURES .....8**
    - A. Completing the application**
    - B. Explaining sources of insurability and HIPAA privacy information (e.g., MIB Report, Fair Credit Reporting Act, etc.)**
    - C. Initial premium payment and receipt and consequences of the receipt (e.g., medical examination, etc.)**
    - D. Submitting application (and initial premium if collected) to company for underwriting**
    - E. Policy delivery**
    - F. Explaining policy and its provisions, riders, exclusions, and ratings to clients**
    - G. Replacement**
    - H. Contract law**
      - 1. Elements of a contract
      - 2. Insurable interest
      - 3. Warranties and representations
      - 4. Unique aspects of the insurance contract
        - a. Conditional
        - b. Unilateral
        - c. Adhesion
        - d. Aleatory
- WY Life and Accident and Health or Sickness Producer -  
WYOMING SPECIFIC  
CONTENT OUTLINE**

**State Statutes, Rules, and Regulations**

*(35 scoreable questions plus 5 pretest questions)*
- I. WYOMING STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, ACCIDENT AND HEALTH, PROPERTY, AND CASUALTY INSURANCE..... 15**
    - A. Insurance Commissioner**
      - 1. Appointment  
*Ref: 26-2-102*
      - 2. General powers and duties  
*Ref: 26-2-109 and 110*
      - 3. Examinations  
*Ref: 26-2-116 and 117*
      - 4. Orders and hearings

*Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130*

5. Penalties

*Ref: 26-1-107, 26-2-112, 26-9-211*

**B. Definitions**

*Ref: 26-1-102; 26-3-101, 26-3-105 , 26-29-201,*

210

1. Domestic company
2. Foreign company
3. Alien company
4. Stock and mutual companies and reciprocals
5. Reciprocal
6. Fraternal benefit society
7. Certificate of authority

**C. Licensing**

1. Persons required to be licensed
    - a. Producer/business entity  
*Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233*
    - b. Producer acting as broker  
*Ref: 26-1-102, 26-9-224 and 225*
    - c. Consultant  
*Ref: 26-9-220, Reg. Ch. 18, 26-9-231*
    - d. Limited lines  
*Ref: 26-9-202*
    - e. Surplus lines broker  
*Ref: 26-9-208, 26-11-103, 26-11-112*
    - f. Nonresident  
*Ref: 26-9-208, 215, 230*
    - g. Temporary license  
*Ref: 26-9-210*
  2. Agent appointment/termination of contract  
*Ref: 26-9-213 and 214*
  3. Obtaining a license
    - a. Qualifications  
*Ref: 26-9-206, Reg. Ch. 18*
    - b. Exemptions/exceptions  
*Ref: 26-9-204, 26-9-209*
    - c. License denial  
*Ref: 26-9-211*
  4. Maintaining a license
    - a. Continuing education  
*Ref: 26-9-231, Reg. Ch. 20*
    - b. Change of address  
*Ref: 26-9-207, 26-9-228*
    - c. Fees/renewal/reinstatement  
*Ref: 26-9-207; 26-4-101*
    - d. License expiration/termination  
*Ref: 26-9-207, 26-9-232*
    - e. Suspension or revocation of licenses  
*Ref: 26-9-211*
    - f. Reporting of actions  
*Ref: 26-9-216*
    - g. Penalties  
*Ref: 26-1-107*
- D. Producer responsibilities**
1. Fiduciary capacity  
*Ref: 26-9-229, Reg. Ch. 46*
    - a. Premium accountability
    - b. Separate account requirements

2. Commissions and compensation

*Ref: 26-9-212*

3. Place of business of licensees/display of licenses/records

*Ref: 26-9-228*

4. Agency vs. individual licensee

**E. Unfair trade practices**

1. Boycott, coercion, intimidation

*Ref: 26-13-108*

2. Controlled business

*Ref: 26-9-226*

3. Defamation

*Ref: 26-13-107*

4. False advertising

*Ref: 26-13-103*

5. False financial statements

*Ref: 26-13-106*

6. Fraud

*Ref: 26-13-201 and 202*

7. Misrepresentation

*Ref: 26-13-103*

8. Rebates/illegal inducements

*Ref: 26-13-110, 112*

9. Unfair discrimination

*Ref: 26-13-109, 112(c)*

10. Twisting (Life and AH only)

*Ref: 26-13-105*

11. Unfair claims settlement practices

*Ref: 26-13-124*

**F. Wyoming Insurance Guaranty Association**

*Ref: 26-31-103, 26-31-106; 26-42-116(a);*

*Reg. Ch. 43*

**G. Consumer privacy regulation**

*Ref: Reg. Ch. 54*

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

**A. POLICY REPLACEMENT**

*Ref: Reg. Ch. 12*

1. Purpose

2. Definitions

3. Exemptions

4. Duties of agent and broker

5. Duties of replacing insurer

**B. Individual life and annuity contracts**

*Ref: 26-15-122; 26-16-101 through 120*

1. Standard provisions

a. Assignment

b. Grace period

c. Incontestability

d. Misstatement of age

e. Policy loan

(1) Interest rates

f. Reinstatement

g. Prohibited provisions

2. Policy settlement

*Ref: 26-16-112*

**C. Group Life**

1. Standard provisions/required provisions

*Ref: 26-17-101 through 130*

2. Conversion rights

- Ref: 26-17-119*
- 3. Types of groups/eligible groups  
*Ref: 26-17-102*
- 4. Dependent coverage  
*Ref: 26-17-108*
- 5. Assignment  
*Ref: 26-17-126*

**D. Variable products**

*Ref: 26-9-207; Reg. Ch. 67*

- 1. Separate accounts
- 2. Variable contracts
- 3. Reinstatement
- 4. Required reports
- 5. Producer licensing requirements

**E. Credit Life**

*Ref: 26-21-101 through 114, Reg. Ch. 52*

**III. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO ACCIDENT AND HEALTH INSURANCE ONLY ..... 10**

**A. Policy clauses and provisions (Individual and Group)**

- 1. General requirements for policies  
*Ref: 26-18-103*
- 2. Required and optional coverages
  - a. Dependent children  
*Ref: 26-22-401, 26-18-103(a)(iii)*
  - b. Diabetes  
*Ref: 26-20-201*
  - c. Grace period  
*Ref: 26-18-107*
  - d. Newborns and adopted children  
*Ref: 26-20-101 through 102*
  - e. Non-custodial parents  
*Ref: 26-15-135*
  - f. Substance abuse treatment  
*Ref Reg Ch 37, Sec 6*
- 3. Benefit standards
- 4. Prohibited provisions

**B. Group health insurance**

- 1. Eligible groups  
*Ref: 26-19-102*
- 2. Continuation of coverage  
*Ref: 26-19-113*
- 3. Conversion  
*Ref: 26-19-113(a)(viii)*
- 4. Payable benefits  
*Ref: 26-19-109*

**C. Marketing methods and practices**

- 1. Advertising  
*Ref: Reg. Ch. 21*
  - a. Purpose
  - b. Definitions
  - c. Disclosure
  - d. Testimonials and endorsement

**D. Medicare supplement insurance**

- 1. Advertising  
*Ref: Reg. Ch. 21, Sec. 7*
- 2. Marketing standards  
*Ref: Reg. Ch. 35, Sec. 19*
- 3. Disclosure  
*Ref: Reg. Ch. 35, Sec. 17*

- 4. Buyer's Guide  
*Ref: Reg. Ch. 35, Sec. 17(a) (vi) (A)*
- 5. Outline of Coverage  
*Ref: Reg. Ch. 35, Sec. 17(d)*
- 6. Preexisting conditions  
*Ref: Reg. Ch. 35, Sec. 8(a)(i)*
- 7. Free look  
*Ref: Reg. Ch. 35, Sec. 17(a)(v)*
- 8. Replacement/replacement forms  
*Ref: Reg. Ch. 35, Sec. 18 and 22*

**E. Long-term care policies**

- 1. Outline of coverage  
*Ref: 26-38-105(k); Reg. Ch. 37, Sec. 19*
- 2. Buyer's Guide  
*Ref: Reg. Ch. 37, Sec. 20*
- 3. Free look  
*Ref: 26-38-105(j)*
- 4. Replacement  
*Ref: Reg. Ch. 37, Sec. 11*
- 5. Policy standards  
*Ref: 26-38-105*
- 6. Protection against unintentional lapse  
*Ref: 26-38-108*
- 7. Preexisting conditions  
*Ref: 26-38-105(c-f)*
- 8. Nonforfeiture benefits  
*Ref: 26-38-109*
- 9. Required provisions
  - a. Marketing renewable
  - b. Mental/emotional disorders
  - c. Levels of care
  - d. Zero-day hospital
  - e. Preexisting conditions
- 10. Other provisions
  - a. Waiver of premium
  - b. Inflation adjustments
  - c. Spousal discount
  - d. Reinstatement of used benefits
- 11. Terminology
  - a. Skilled (primary) care
  - b. Home health care vs. home care
  - c. Alternate care
  - d. Case management
  - e. Activities of daily living (ADL) and cognitive impairment
  - f. Medically necessary or appropriate
  - g. Plan of care
  - h. Adult day care

**F. Requirements for small employers**

- 1. Definitions  
*Ref: 26-19-302(a)(xxii)*
- 2. Benefit plans offered  
*Ref: 26-19-306*
- 3. Availability of coverage  
*Ref: 26-19-306*
- 4. Renewability  
*Ref: 26-19-305*
- 5. Guaranteed issue  
*Ref: Reg. Ch. 49, Sec. 7*

**G. Wyoming Child Health Insurance program**

*Ref: 35-25-101 through 108*

- H. Wyoming Health Insurance Pool  
*Ref: 26-43-103; Reg. Ch. 41, Sec. 3 and Appendix*
- I. Health Care Services and Health Maintenance Organizations (HMOs)
  - 1. Definitions  
*Ref: 26-34-102*
  - 2. Information to enrollees  
*Ref: 26-34-111*
  - 3. Evidence of coverage  
*Ref: 26-34-109*

**CONSULTANT'S  
LIFE, ACCIDENT, HEALTH, SICKNESS  
& DISABILITY  
CONTENT OUTLINE**  
Life-General Section;  
Health-General Section;  
Consultant's Life & Health-State Section

**LIFE-GENERAL KNOWLEDGE  
CONTENT OUTLINE**  
Product Knowledge, Terms, and Concepts

*(50 scored plus 5 pretest questions)*

**I. TYPES OF POLICIES..... 15**

- A. Traditional whole life products**
  - 1. Ordinary whole life
  - 2. Limited-pay and single-premium life
- B. Interest/market-sensitive/adjustable life products**
  - 1. Universal life
  - 2. Variable whole life
  - 3. Variable universal life
  - 4. Interest-sensitive whole life
  - 5. Indexed life
- C. Term life**
  - 1. Types
    - a. Level
    - b. Decreasing
    - c. Return of premium
    - d. Annually renewable
  - 2. Special features
    - a. Renewable
    - b. Convertible
- D. Annuities**
  - 1. Single and flexible premium
  - 2. Immediate and deferred
  - 3. Fixed and variable
  - 4. Indexed
  - 5. Accumulation and Annuity Periods
  - 6. Payout options
- E. Combination plans and variations**
  - 1. Joint life (first to die)
  - 2. Survivorship life (second to die)

**II. LIFE PROVISIONS, RIDERS, OPTIONS, AND EXCLUSIONS..... 15**

- A. Policy riders**
  - 1. Waiver of premium and waiver of monthly deduction
  - 2. Guaranteed insurability
  - 3. Payor benefit

- 4. Accidental death and/or accidental death and dismemberment
- 5. Term riders
- 6. Other insureds
- 7. Long term care
- 8. Return of premium
- 9. Disability
- 10. Cost of Living
- B. Policy provisions and options**
  - 1. Entire contract
  - 2. Insuring clause
  - 3. Free look
  - 4. Consideration
  - 5. Owner's rights
  - 6. Beneficiary designations
    - a. Primary and contingent
    - b. Revocable and irrevocable
    - c. Common disaster
    - d. Minor beneficiaries
    - e. Designation by class
  - 7. Premium Payment
    - a. Modes
    - b. Grace period
    - c. Automatic premium loan
    - d. Level or flexible
  - 8. Reinstatement
  - 9. Policy loans, withdrawals, partial surrenders
  - 10. Non-forfeiture options
  - 11. Dividends and dividend options (eg. participating, non-participating)
  - 12. Incontestability
  - 13. Assignments
  - 14. Suicide
  - 15. Misstatement of age and gender
  - 16. Settlement options
  - 17. Accelerated death benefits
- C. Policy exclusions**
  - 1. War
  - 2. Aviation
  - 3. Dangerous Occupation

**III. COMPLETING THE APPLICATION, UNDERWRITING, AND DELIVERING THE POLICES.... 12**

- A. Completing the application**
  - 1. Required signatures
  - 2. Changes in the application
  - 3. Consequences of incomplete applications
  - 4. Warranties and representations
  - 5. Collecting the initial premium and issuing the receipt
  - 6. Replacement
  - 7. Disclosures at point of sale (e.g., HIPAA, HIV consent)
  - 8. USA PATRIOT Act/anti-money laundering
  - 9. Gramm-Leach-Bliley Act (GLBA) Privacy
- B. Underwriting**
  - 1. Insurable interest
  - 2. Medical information and consumer reports
  - 3. Fair Credit Reporting Act
  - 4. Risk classification
  - 5. Stranger/Investor-owned life insurance (STOLI/IOLI)

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

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

**IV. RETIREMENT AND OTHER INSURANCE AND OTHER INSURANCE CONCEPTS ..... 8**

- A. Third-party ownership
- B. Life Settlements
- C. Group life insurance
  1. Conversion privilege
  2. Contributory vs. noncontributory
- D. Retirement plans
  1. Qualified plans
  2. Nonqualified plans
- E. Life insurance needs analysis/suitability
  1. Personal insurance needs
  2. Business insurance needs
    - a. Key person
    - b. Buy sell
- F. Social Security benefits
- G. Tax treatment of insurance premiums, proceeds, and dividends
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- A. Mandatory and optional provisions
  1. Entire contract
  2. Time limit on certain defenses (incontestable)
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  5. Notice of claim
  6. Claim forms
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  8. Preexisting conditions
  9. Coinsurance
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  11. Eligible expenses
  12. Copayments
  13. Pre-authorizations and prior approval requirements
  14. Usual, reasonable, and customary (URC) charges
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  3. Future increase option
- D. Rights of renewability
  1. Noncancelable
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CONTENT OUTLINE  
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*(50 scored plus 5 pretest questions)*

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  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)

3. Guaranteed renewable

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A. Medicare (Parts A, B, C, D)

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C. Social Security benefits

IV. OTHER INSURANCE CONCEPTS ..... 5

A. Total, partial, recurrent and residual disability

B. Owner's rights

C. Dependent children benefits

D. Primary and contingent beneficiaries

E. Modes of premium payments

F. Nonduplication and coordination of benefits (e.g., primary vs. excess)

G. Occupational vs. non-occupational

H. Tax treatment of premiums and proceeds of insurance contracts (e.g., disability income and medical expenses, etc.)

I. Managed care

J. Workers Compensation

1. Impact on health insurance benefits

K. Subrogation

L. Cost containment

V. FIELD UNDERWRITING PROCEDURES..... 8

A. Completing the application

B. Explaining sources of insurability and HIPAA privacy information (e.g., MIB Report, Fair Credit Reporting Act, etc.)

C. Initial premium payment and receipt and consequences of the receipt (e.g., medical examination, etc.)

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c. Adhesion

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*Ref: 26-2-109 and 110*

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*Ref: 26-2-116 and 117*

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*Ref: 26-9-202*

e. Surplus lines broker  
*Ref: 26-9-208, 26-11-103, 26-11-112*

f. Nonresident  
*Ref: 26-9-208, 215, 230*

g. Temporary license  
*Ref: 26-9-210*

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*Ref: 26-9-213 and 214*

3. Obtaining a license

a. Qualifications  
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b. Exemptions/exceptions  
*Ref: 26-9-204, 26-9-209*

c. License denial  
*Ref: 26-9-211*

4. Maintaining a license

a. Continuing education  
*Ref: 26-9-231, Reg. Ch. 20*

b. Change of address  
*Ref: 26-9-207, 26-9-228*

c. Fees/renewal  
*Ref: 26-9-207; 26-4-101*

d. License expiration/termination  
*Ref: 26-9-207, 26-9-232*

e. Suspension or revocation of licenses  
*Ref: 26-9-211*

f. Reporting of actions  
*Ref: 26-9-216*

g. Penalties  
*Ref: 26-1-107*

**D. Producer responsibilities**

**WY Life and Accident and Health or Sickness Consultant -  
WYOMING SPECIFIC  
CONTENT OUTLINE**  
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*(35 scoreable questions plus 5 pretest questions)*

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A. Insurance Commissioner

1. Appointment  
*Ref: 26-2-102*

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1. Fiduciary capacity  
*Ref: 26-9-229, Reg. Ch. 46*
  - a. Premium accountability
  - b. Separate account requirements
2. Commissions and compensation  
*Ref: 26-9-212*
3. Place of business of licensees/display of licenses/records  
*Ref: 26-9-228*
4. Agency vs. individual licensee  
*Ref: Title 18 Chapter 17*

**E. Unfair trade practices**

1. Boycott, coercion, intimidation  
*Ref: 26-13-108*
2. Controlled business  
*Ref: 26-9-226*
3. Defamation  
*Ref: 26-13-107*
4. False advertising  
*Ref: 26-13-103*
5. False financial statements  
*Ref: 26-13-106*
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*Ref: 26-13-201 and 202*
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9. Unfair discrimination  
*Ref: 26-13-109, 112(c)*
10. Twisting (Life and AH only)  
*Ref: 26-13-105*
11. Unfair claims settlement practices  
*Ref: 26-13-124*

**F. Wyoming Insurance Guaranty Association**

*Ref: 26-31-103, 26-31-106; 26-42-116(a); Reg. Ch. 43*

**G. Consumer privacy regulation**

*Ref: Reg. Ch. 54*

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

**A. Policy replacement**

*Ref: Reg. Ch. 12*

1. Purpose
2. Definitions
3. Exemptions
4. Duties of agent and broker
5. Duties of replacing insurer

**B. Individual life and annuity contracts**

*Ref: 26-15-122; 26-16-101 through 120*

1. Standard provisions
  - a. Assignment
  - b. Grace period
  - c. Incontestability
  - d. Misstatement of age
  - e. Policy loan
    - (1) Interest rates
  - f. Reinstatement
  - g. Prohibited provisions
2. Policy settlement  
*Ref: 26-16-112*

**C. Group life**

1. Standard provisions/required provisions  
*Ref: 26-17-101 through 130*
2. Conversion rights  
*Ref: 26-17-119*
3. Types of groups/eligible groups  
*Ref: 26-17-102*
4. Dependent coverage  
*Ref: 26-17-108*
5. Assignment  
*Ref: 26-17-126*

**D. Variable products**

*Ref: 26-9-207; Reg. Ch. 67*

1. Separate accounts
2. Variable contracts
3. Reinstatement
4. Required reports
5. Producer licensing requirements

**E. Credit life**

*Ref: 26-21-101 through 114, Reg. Ch. 52*

**III. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO ACCIDENT AND HEALTH INSURANCE ONLY .....10**

**A. Policy clauses and provisions (Individual and Group)**

1. General requirements for policies  
*Ref: 26-18-103*
2. Required and optional coverages
  - a. Dependent children  
*Ref: 26-22-401, 26-18-103(a)(iii)*
  - b. Diabetes  
*Ref: 26-20-201*
  - c. Grace period  
*Ref: 26-18-107*
  - d. Newborns and adopted children  
*Ref: 26-20-101 through 102*
  - e. Non-custodial parents  
*Ref: 26-15-135*
  - f. Substance abuse treatment  
*Ref: Reg Ch 37, Sec 6*

3. Benefit standards
4. Prohibited provisions

**B. Group health insurance**

1. Eligible groups  
*Ref: 26-19-102*
2. Continuation of coverage  
*Ref: 26-19-113*
3. Conversion  
*Ref: 26-19-113(a)(viii)*
4. Payable benefits  
*Ref: 26-19-109*

**C. Marketing methods and practices**

1. Advertising  
*Ref: Reg. Ch. 21*
  - a. Purpose
  - b. Definitions
  - c. Disclosure
  - d. Testimonials and endorsement

**D. Medicare supplement insurance**

1. Advertising  
*Ref: Reg. Ch. 21, Sec. 7*

2. Marketing standards  
*Ref: Reg. Ch. 35, Sec. 19*
3. Disclosure  
*Ref: Reg. Ch. 35, Sec. 17*
4. Buyer's Guide  
*Ref: Reg. Ch. 35, Sec. 17(a) (vi) (A)*
5. Outline of Coverage  
*Ref: Reg. Ch. 35, Sec. 17(d)*
6. Preexisting conditions  
*Ref: Reg. Ch. 35, Sec. 8(a)(i)*
7. Free look  
*Ref: Reg. Ch. 35, Sec. 17(a)(v)*
8. Replacement/replacement forms  
*Ref: Reg. Ch. 35, Sec. 18 and 22*

**E. Long-term care policies**

1. Outline of coverage  
*Ref: 26-38-105(k); Reg. Ch. 37, Sec. 19*
2. Buyer's guide  
*Ref: Reg. Ch. 37, Sec. 20*
3. Free look  
*Ref: 26-38-105(j)*
4. Replacement  
*Ref: Reg. Ch. 37, Sec. 11*
5. Policy standards  
*Ref: 26-38-105*
6. Protection against unintentional lapse  
*Ref: 26-38-108*
7. Preexisting conditions  
*Ref: 26-38-105(c-f)*
8. Nonforfeiture benefits  
*Ref: 26-38-109*
9. Required provisions
  - a. Marketing renewable
  - b. Mental/emotional disorders
  - c. Levels of care
  - d. Zero-day hospital
  - e. Preexisting conditions
10. Other provisions
  - a. Waiver of premium
  - b. Inflation adjustments
  - c. Spousal discount
  - d. Reinstatement of used benefits
11. Terminology
  - a. Skilled (primary) care
  - b. Home health care vs. home care
  - c. Alternate care
  - d. Case management
  - e. Activities of daily living (ADL) and cognitive impairment
  - f. Medically necessary or appropriate
  - g. Plan of care
  - h. Adult day care

**F. Requirements for small employers**

1. Definitions  
*Ref: 26-19-302(a)(xxii)*
2. Benefit plans offered  
*Ref: 26-19-306*
3. Availability of coverage  
*Ref: 26-19-306*
4. Renewability  
*Ref: 26-19-305*

5. Guaranteed issue  
*Ref: Reg. Ch. 49, Sec. 7*

**G. Wyoming Child Health Insurance program**

*Ref: 35-25-101 through 108*

**H. Wyoming Health Insurance Pool**

*Ref: 26-43-103; Reg. Ch. 41, Sec. 3 and Appendix*

**I. Health Care Services and Health Maintenance Organizations (HMOs)**

1. Definitions  
*Ref: 26-34-102*
2. Information to enrollees  
*Ref: 26-34-111*
3. Evidence of coverage  
*Ref: 26-34-109*

**PROPERTY  
CONTENT OUTLINE**  
Property-General Section;  
Property-State Section

**PROPERTY-GENERAL KNOWLEDGE  
CONTENT OUTLINE**  
Product Knowledge, Terms, and Concepts

*(50 scored plus 5 pretest questions)*

**I. TYPES OF POLICIES .....22**

**A. Homeowners**

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

**B. Dwelling policies**

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

**C. Commercial lines**

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

**D. Inland marine**

1. Personal Articles floaters
2. Commercial Property floaters

**E. National Flood Insurance Program**

**F. Others**

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



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

- A. Insurance
  - 1. Law of Large Numbers
- B. Insurable interest
- C. Risk
  - 1. Pure vs. Speculative Risk
- D. Hazard
  - 1. Moral
  - 2. Morale
  - 3. Physical
- E. Peril
- F. Loss
  - 1. Direct
  - 2. Indirect
- G. Loss Valuation
  - 1. Actual cash value
  - 2. Replacement cost
  - 3. Market value
  - 4. Stated/agreed value
  - 5. Salvage value
- H. Proximate cause
- I. Deductible
- J. Indemnity
- K. Limits of liability
- L. Coinsurance/Insurance to value
- M. Occurrence
- N. Cancellation
- O. Nonrenewal
- P. Vacancy and unoccupancy
- Q. Liability
  - 1. Absolute
  - 2. Strict
  - 3. Vicarious
- R. Negligence
- S. Binder
- T. Endorsements
- U. Blanket vs. Specific

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

- A. Declarations
- B. Insuring agreement
- C. Conditions
- D. Exclusions
- E. Definition of the insured
- F. Duties of the insured
- G. Obligations of the insurance company
- H. Mortgagee rights
  - I. Proof of loss
  - J. Notice of claim
- K. Appraisal
- L. Other Insurance Provision
- M. Subrogation
- N. Elements of a contract
- O. Warranties, representations, and concealment
- P. Sources of underwriting information
- Q. Fair Credit Reporting Act
- R. Privacy Protection (Gramm Leach Bliley)
- S. Policy Application
- T. Terrorism Risk Insurance Act (TRIA)
- U. Territory

WY Property Producer -  
 WYOMING SPECIFIC  
 CONTENT OUTLINE  
 State Statutes, Rules, and Regulations  
*(35 scoreable questions plus 5 pretest questions)*

I. WYOMING STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, ACCIDENT AND HEALTH, PROPERTY, AND CASUALTY INSURANCE.....28

- A. Insurance Commissioner
  - 1. Appointment  
*Ref: 26-2-102*
  - 2. General powers and duties  
*Ref: 26-2-109 and 110*
  - 3. Examinations  
*Ref: 26-2-116 and 117*
  - 4. Orders and hearings  
*Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130*
  - 5. Penalties  
*Ref: 26-1-107, 26-2-112, 26-9-211*
- B. Definitions  
*Ref: 26-1-102; 26-3-101, 26-3-105 , 26-29-201,*  
 210
  - 1. Domestic company
  - 2. Foreign company
  - 3. Alien company
  - 4. Stock and mutual companies and reciprocals
  - 5. Reciprocal
  - 6. Certificate of authority
- C. Licensing
  - 1. Persons required to be licensed
    - a. Producer/business entity  
*Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233*
    - b. Producer acting as broker  
*Ref: 26-1-102, 26-9-224 and 225*
    - c. Consultant  
*Ref: 26-9-220, Reg. Ch. 18, 26-9-231*
    - d. Limited lines  
*Ref: 26-9-202*
    - e. Surplus lines broker  
*Ref: 26-9-208, 26-11-103, 26-11-112*
    - f. Nonresident  
*Ref: 26-9-208, 215, 230*
    - g. Temporary license  
*Ref: 26-9-210*
  - 2. Agent appointment/termination of contract  
*Ref: 26-9-213 and 214*
  - 3. Obtaining a license
    - a. Qualifications  
*Ref: 26-9-206, Reg. Ch. 18*
    - b. Exemptions/exceptions  
*Ref: 26-9-204, 26-9-209*
    - c. License denial  
*Ref: 26-9-211*
  - 4. Maintaining a license
    - a. Continuing education  
*Ref: 26-9-231, Reg. Ch. 20*
    - b. Change of address

Ref: 26-9-207, 26-9-228

- c. Fees/renewal/reinstatement  
Ref: 26-9-207, 26-4-101
- d. License expiration/termination  
Ref: 26-9-207, 26-9-232
- e. Suspension or revocation of licenses  
Ref: 26-9-211
- f. Reporting of actions  
Ref: 26-9-216
- g. Penalties  
Ref: 26-1-107

**D. Producer responsibilities**

- 1. Fiduciary capacity  
Ref: 26-9-229, Reg. Ch. 46
  - a. Premium accountability
  - b. Separate account requirements
- 2. Commissions and compensation  
Ref: 26-9-212
- 3. Place of business of licensees/display of licenses/records  
Ref: 26-9-228
- 4. Agency vs. individual licensee

**E. Unfair trade practices**

- 1. Boycott, coercion, intimidation  
Ref: 26-13-108
- 2. Controlled business  
Ref: 26-9-226
- 3. Defamation  
Ref: 26-13-107
- 4. False advertising  
Ref: 26-13-103
- 5. False financial statements  
Ref: 26-13-106
- 6. Fraud  
Ref: 26-13-201 and 202
- 7. Misrepresentation  
Ref: 26-13-103
- 8. Rebates/illegal inducements  
Ref: 26-13-110, 112
- 9. Unfair discrimination  
Ref: 26-13-109, 112(c)
- 10. Twisting (Life and AH only)  
Ref: 26-13-105
- 11. Unfair claims settlement practices  
Ref: 26-13-124

**F. Wyoming Insurance Guaranty Association**

Ref: 26-31-103, 26-31-106; 26-42-116(a);  
Reg. Ch. 43

**G. Consumer privacy regulation**

Ref: Reg. Ch. 54

**II. WYOMING STATUTES, RULES AND REGULATIONS COMMON TO PROPERTY AND CASUALTY INSURANCE ONLY ..... 7**

**A. Renewal, nonrenewal, cancellation**

Ref: 26-35-202, 203, 26-23-403

**B. Binders**

Ref: 26-15-119

**C. Payment of claims**

Ref: 26-15-124

**D. Terrorism Risk Insurance Act of 2002 and Extension Act of 2005**

Ref: 15 USC 6701; S467

**CASUALTY  
CONTENT OUTLINE**  
Casualty-General Section;  
Casualty-State Section

**CASUALTY-GENERAL KNOWLEDGE  
CONTENT OUTLINE**  
Product Knowledge, Terms, and Concepts

(50 scored plus 5 pretest questions)

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

**A. Commercial general liability**

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

**B. Automobile: personal auto and business auto**

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

**C. Workers Compensation Insurance, Employers Liability Insurance, and Related Issues**

(This section does not deal with specifics of state law, which are addressed elsewhere in this outline.)

- 1. Standard policy concepts

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

**D. Crime**

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

**E. Bonds**

- 1. Surety
- 2. Fidelity

**F. Professional liability**

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

**G. Umbrella/Excess Liability**

**H. Business Owners Policy (BOP)**

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

**A. Risk**

**B. Hazards**

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

**C. Indemnity**

**D. Insurable interest**

**E. Loss valuation**

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

**F. Negligence**

**G. Liability**

**H. Occurrence**

**I. Binders**

**J. Warranties**

**K. Representations**

**L. Concealment**

**M. Deposit Premium/Audit**

**N. Certificate of Insurance**

**O. Law of Large Numbers**

**P. Pure vs. Speculative Risk**

**Q. Endorsements**

**R. Damages**

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

**S. Compliance with provisions of Fair Credit Reporting Act**

**III. POLICY PROVISIONS..... 12**

**A. Declarations**

**B. Insuring agreement**

**C. Conditions**

**D. Exclusions and Limitations**

**E. Definition of the insured**

**F. Duties of the insured after a loss**

**G. Cancellation and nonrenewal provisions**

**H. Supplementary payments**

**I. Proof of loss**

**J. Notice of claim**

**K. Other insurance**

**L. Subrogation**

**M. Loss settlement provisions including consent to settle a loss**

**N. Terrorism Risk Insurance Act (TRIA)**

WY Casualty Producer -  
 WYOMING SPECIFIC  
 CONTENT OUTLINE  
 State Statutes, Rules, and Regulations  
*(35 scoreable questions plus 5 pretest questions)*

**I. WYOMING STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, ACCIDENT AND HEALTH, PROPERTY, AND CASUALTY INSURANCE.....24**

**A. Insurance Commissioner**

- 1. Appointment  
*Ref: 26-2-102*
- 2. General powers and duties  
*Ref: 26-2-109 and 110*
- 3. Examinations  
*Ref: 26-2-116 and 117*
- 4. Orders and hearings  
*Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130*
- 5. Penalties  
*Ref: 26-1-107, 26-2-112, 26-9-211*

**B. Definitions**

*Ref: 26-1-102; 26-3-101, 26-3-105 , 26-29-201,*

210

- 1. Domestic company
- 2. Foreign company
- 3. Alien company
- 4. Stock and mutual companies and reciprocals
- 5. Reciprocal
- 6. Certificate of authority

**C. Licensing**

- 1. Persons required to be licensed
  - a. Producer/business entity  
*Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233*
  - b. Producer acting as broker  
*Ref: 26-1-102, 26-9-224 and 225*
  - c. Consultant  
*Ref: 26-9-220, Reg. Ch. 18, 26-9-231*
  - d. Limited lines  
*Ref: 26-9-202*
  - e. Surplus lines broker  
*Ref: 26-9-208, 26-11-103, 26-11-112*
  - f. Nonresident

- Ref: 26-9-208, 215, 230*
- g. Temporary license  
*Ref: 26-9-210*
- 2. Agent appointment/termination of contract  
*Ref: 26-9-213 and 214*
- 3. Obtaining a license
  - a. Qualifications  
*Ref: 26-9-206, Reg. Ch. 18*
  - b. Exemptions/exceptions  
*Ref: 26-9-204, 26-9-209*
  - c. License denial  
*Ref: 26-9-211*
- 4. Maintaining a license
  - a. Continuing education  
*Ref: 26-9-231, Reg. Ch. 20*
  - b. Change of address  
*Ref: 26-9-207, 26-9-228*
  - c. Fees/renewal/reinstatement  
*Ref: 26-9-207; 26-4-101*
  - d. License expiration/termination  
*Ref: 26-9-207, 26-9-232*
  - e. Suspension or revocation of licenses  
*Ref: 26-9-211*
  - f. Reporting of actions  
*Ref: 26-9-216*
  - g. Penalties  
*Ref: 26-1-107*
- D. Producer responsibilities**
  - 1. Fiduciary capacity  
*Ref: 26-9-229, Reg. Ch. 46*
    - a. Premium accountability
    - b. Separate account requirements
  - 2. Commissions and compensation  
*Ref: 26-9-212*
  - 3. Place of business of licensees/display of licenses/records  
*Ref: 26-9-228*
  - 4. Agency vs. individual licensee
- E. Unfair trade practices**
  - 1. Boycott, coercion, intimidation  
*Ref: 26-13-108*
  - 2. Controlled business  
*Ref: 26-9-226*
  - 3. Defamation  
*Ref: 26-13-107*
  - 4. False advertising  
*Ref: 26-13-103*
  - 5. False financial statements  
*Ref: 26-13-106*
  - 6. Fraud  
*Ref: 26-13-201 and 202*
  - 7. Misrepresentation  
*Ref: 26-13-103*
  - 8. Rebates/illegal inducements  
*Ref: 26-13-110, 112*
  - 9. Unfair discrimination  
*Ref: 26-13-109, 112(c)*
  - 10. Twisting (Life and AH only)  
*Ref: 26-13-105*
  - 11. Unfair claims settlement practices  
*Ref: 26-13-124*

- F. Wyoming Insurance Guaranty Association**  
*Ref: 26-31-103, 26-31-106; 26-42-116(a); Reg. Ch. 43*
- G. Consumer privacy regulation**  
*Ref: Reg. Ch. 54*

**II. WYOMING STATUTES, RULES AND REGULATIONS PERTINENT TO PROPERTY AND CASUALTY INSURANCE ONLY 4**

- A. Renewal, Nonrenewal, Cancellation**  
*Ref: 26-35-202, 203, 26-23-403*
- B. Binders**  
*Ref: 26-15-119*
- C. Payment of claims**  
*Ref: 26-15-124*
- D. Terrorism Risk Insurance Act of 2002 and Extension Act of 2005**  
*Ref: 15 USC 6701; S467*

**III. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY .....7**

- A. Automobile Insurance**
  - 1. Financial responsibility  
*Ref: 31-9-401 through 31-9-413*
    - a. Proof of financial responsibility defined
    - b. Persons required to show proof
    - c. Penalty for noncompliance
    - d. Methods of satisfying financial responsibility
  - 2. Uninsured/underinsured motorists coverage  
*Ref: 31-10-101 through 31-10-104; Reg. Ch. 23*
    - a. Required coverages  
(1) Bodily injury
    - b. Option for additional coverage
  - 3. Cancellation/nonrenewal  
*Ref: Reg. Ch. 14*
  - 4. Wyoming Automobile Insurance (Assigned Risk) Plan
  - 5. Defensive driver discount  
*Ref: 26-14-105*
- B. Workers' Compensation**

**PROPERTY & CASUALTY  
CONTENT OUTLINE**  
Property-General Section;  
Casualty-General Section;  
Property & Casualty-State Section

**PROPERTY-GENERAL KNOWLEDGE  
CONTENT OUTLINE**  
**Product Knowledge, Terms, and Concepts**  
*(50 scored plus 5 pretest questions)*

**I. TYPES OF POLICIES .....22**

- A. Homeowners**
  - 1. HO-2
  - 2. HO-3
  - 3. HO-4
  - 4. HO-5
  - 5. HO-6

- 6. HO-8
- B. Dwelling policies**
  - 1. DP-1
  - 2. DP-2
  - 3. DP-3
- C. Commercial lines**
  - 1. Commercial Package Policy (CPP)
  - 2. Commercial property
    - a. Commercial building and business personal property form
    - b. Causes of loss forms
    - c. Business income
    - d. Extra expense
    - e. Equipment breakdown
  - 3. Business Owners Policy (BOP)
  - 4. Builders Risk
  - 5. Cyber First-Party Coverage
- D. Inland marine**
  - 1. Personal Articles floaters
  - 2. Commercial Property floaters
- E. National Flood Insurance Program**
- F. Others**
  - 1. Earthquake
  - 2. Mobile Homes
  - 3. Watercraft
  - 4. Farm Owners
  - 5. Windstorm

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

- A. Insurance**
  - 1. Law of Large Numbers
- B. Insurable interest**
- C. Risk**
  - 1. Pure vs. Speculative Risk
- D. Hazard**
  - 1. Moral
  - 2. Morale
  - 3. Physical
- E. Peril**
- F. Loss**
  - 1. Direct
  - 2. Indirect
- G. Loss Valuation**
  - 1. Actual cash value
  - 2. Replacement cost
  - 3. Market value
  - 4. Stated/agreed value
  - 5. Salvage value
- H. Proximate cause**
- I. Deductible**
- J. Indemnity**
- K. Limits of liability**
- L. Coinsurance/Insurance to value**
- M. Occurrence**
- N. Cancellation**
- O. Nonrenewal**
- P. Vacancy and unoccupancy**
- Q. Liability**
  - 1. Absolute
  - 2. Strict
  - 3. Vicarious
- R. Negligence**

- S. Binder**
- T. Endorsements**
- U. Blanket vs. Specific**

**III. POLICY PROVISIONS AND CONTRACT LAW .....13**

- A. Declarations**
- B. Insuring agreement**
- C. Conditions**
- D. Exclusions**
- E. Definition of the insured**
- F. Duties of the insured**
- G. Obligations of the insurance company**
- H. Mortgagee rights**
  - I. Proof of loss**
  - J. Notice of claim**
- K. Appraisal**
- L. Other Insurance Provision**
- M. Subrogation**
- N. Elements of a contract**
- O. Warranties, representations, and concealment**
- P. Sources of underwriting information**
- Q. Fair Credit Reporting Act**
- R. Privacy Protection (Gramm Leach Bliley)**
- S. Policy Application**
- T. Terrorism Risk Insurance Act (TRIA)**
- U. Territory**

**CASUALTY-GENERAL KNOWLEDGE  
CONTENT OUTLINE  
Product Knowledge, Terms, and Concepts**

*(50 scored plus 5 pretest questions)*

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

- A. Commercial general liability**
  - 1. Exposures
    - a. Premises and Operations
    - b. Products and Completed Operations
  - 2. Coverage
    - a. Coverage A: Bodily Injury and Property Damage Liability (Occurrence, Claims made including Retroactive Date)
    - b. Coverage B: Personal Injury and Advertising Injury
    - c. Coverage C: Medical Payments
    - d. Supplemental Payments
    - e. Who is an insured
    - f. First named insured
    - g. Limits (Per occurrence, Annual Aggregate)
    - h. Damage to Property of Others
- B. Automobile: personal auto and business auto**
  - 1. Liability
    - a. Bodily Injury
    - b. Property Damage
    - c. Split Limits
    - d. Combined Single Limit
  - 2. Medical Payments
  - 3. Physical Damage (collision; other than collision; specified perils)
  - 4. Uninsured motorists
  - 5. Underinsured motorists
  - 6. Who is an insured

- 7. Types of Auto
  - a. Owned
  - b. Non-owned
  - c. Hired
  - d. Temporary Substitute
  - e. Newly Acquired Autos
  - f. Transportation Expense and Rental Reimbursement Expense
- 8. Auto Dealers Coverage Form, including Garagekeepers Insurance
- 9. Exclusions
- 10. Individual Insured and Drive Other Car (DOC)
- 11. Mobile equipment

**C. Workers Compensation Insurance, Employers Liability Insurance, and Related Issues**

(This section does not deal with specifics of state law, which are addressed elsewhere in this outline.)

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

**D. Crime**

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

**E. Bonds**

- 1. Surety
- 2. Fidelity

**F. Professional liability**

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

**G. Umbrella/Excess Liability**

**H. Business Owners Policy (BOP)**

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

**A. Risk**

**B. Hazards**

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

**C. Indemnity**

**D. Insurable interest**

**E. Loss valuation**

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

**F. Negligence**

**G. Liability**

**H. Occurrence**

**I. Binders**

**J. Warranties**

**K. Representations**

**L. Concealment**

**M. Deposit Premium/Audit**

**N. Certificate of Insurance**

**O. Law of Large Numbers**

**P. Pure vs. Speculative Risk**

**Q. Endorsements**

**R. Damages**

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

**S. Compliance with provisions of Fair Credit Reporting Act**

**III. POLICY PROVISIONS .....12**

**A. Declarations**

**B. Insuring agreement**

**C. Conditions**

**D. Exclusions and Limitations**

**E. Definition of the insured**

**F. Duties of the insured after a loss**

**G. Cancellation and nonrenewal provisions**

**H. Supplementary payments**

**I. Proof of loss**

**J. Notice of claim**

**K. Other insurance**

**L. Subrogation**

**M. Loss settlement provisions including consent to settle a loss**

**N. Terrorism Risk Insurance Act (TRIA)**

<p>WY Property and Casualty Producer -          WYOMING SPECIFIC          CONTENT OUTLINE          State Statutes, Rules, and Regulations  <i>(35 scoreable questions plus 5 pretest questions)</i></p>
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**I. WYOMING STATUTES, RULES, AND REGULATIONS COMMON TO LIFE, ACCIDENT AND HEALTH, PROPERTY, AND CASUALTY INSURANCE.....20**

**A. Insurance Commissioner**

- 1. Appointment  
*Ref: 26-2-102*
- 2. General powers and duties  
*Ref: 26-2-109 and 110*
- 3. Examinations  
*Ref: 26-2-116 and 117*
- 4. Orders and hearings  
*Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130*
- 5. Penalties  
*Ref: 26-1-107, 26-2-112, 26-9-211*

**B. Definitions**

*Ref: 26-1-102; 26-3-101, 26-3-105 , 26-29-201,*

210

- 1. Domestic company
- 2. Foreign company
- 3. Alien company
- 4. Stock and mutual companies and

- reciprocals
- 5. Reciprocal
- 6. Certificate of authority
- C. Licensing**
  - 1. Persons required to be licensed
    - a. Producer/business entity  
*Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233*
    - b. Producer acting as broker  
*Ref: 26-1-102, 26-9-224 and 225*
    - c. Consultant  
*Ref: 26-9-220, Reg. Ch. 18, 26-9-231*
    - d. Limited lines  
*Ref: 26-9-202*
    - e. Surplus lines broker  
*Ref: 26-9-208, 26-11-103, 26-11-112*
    - f. Nonresident  
*Ref: 26-9-208, 215, 230*
    - g. Temporary license  
*Ref: 26-9-210*
  - 2. Agent appointment/termination of contract  
*Ref: 26-9-213 and 214*
  - 3. Obtaining a license
    - a. Qualifications  
*Ref: 26-9-206, Reg. Ch. 18*
    - b. Exemptions/exceptions  
*Ref: 26-9-204, 26-9-209*
    - c. License denial  
*Ref: 26-9-211*
  - 4. Maintaining a license
    - a. Continuing education  
*Ref: 26-9-231, Reg. Ch. 20*
    - b. Change of address  
*Ref: 26-9-207, 26-9-228*
    - c. Fees/renewal/reinstatement  
*Ref: 26-9-207; 26-4-101*
    - d. License expiration/termination  
*Ref: 26-9-207, 26-9-232*
    - e. Suspension or revocation of licenses  
*Ref: 26-9-211*
    - f. Reporting of actions  
*Ref: 26-9-216*
    - g. Penalties  
*Ref: 26-1-107*
- D. Producer responsibilities**
  - 1. Fiduciary capacity  
*Ref: 26-9-229, Reg. Ch 46*
    - a. Premium accountability
    - b. Separate account requirements
  - 2. Commissions and compensation  
*Ref: 26-9-212*
  - 3. Place of business of licensees/display of licenses/records  
*Ref: 26-9-228*
  - 4. Agency vs. individual licensee  
*Ref: Title 18 Chapter 17*
- E. Unfair trade practices**
  - 1. Boycott, coercion, intimidation  
*Ref: 26-13-108*
  - 2. Controlled business  
*Ref: 26-9-226*

- 3. Defamation  
*Ref: 26-13-107*
- 4. False advertising  
*Ref: 26-13-103*
- 5. False financial statements  
*Ref: 26-13-106*
- 6. Fraud  
*Ref: 26-13-201 and 202*
- 7. Misrepresentation  
*Ref: 26-13-103*
- 8. Rebates/illegal inducements  
*Ref: 26-13-110, 112*
- 9. Unfair discrimination  
*Ref: 26-13-109, 112(c)*
- 10. Twisting (Life and AH only)  
*Ref: 26-13-105*
- 11. Unfair claims settlement practices  
*Ref: 26-13-124*
- F. Wyoming Insurance Guaranty Association**  
*Ref: 26-31-103, 26-31-106; 26-42-116(a); Reg. Ch. 43*
- G. Consumer privacy regulation**  
*Ref: Reg. Ch. 54*
- II. WYOMING STATUTES, RULES AND REGULATIONS COMMON TO PROPERTY AND CASUALTY INSURANCE ONLY .....5**
  - A. Renewal, Nonrenewal, Cancellation**  
*Ref: 26-35-202, 203, 26-23-403*
  - B. Binders**  
*Ref: 26-15-119*
  - C. Payment of claims**  
*Ref: 26-15-124*
  - D. Terrorism Risk Insurance Act of 2002 and Extension Act of 2005**  
*Ref: 15 USC 6701; 5467*
- III. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY .....10**
  - A. Automobile Insurance**
    - 1. Financial responsibility  
*Ref: 31-9-401 through 31-9-413*
      - a. Proof of financial responsibility defined
      - b. Persons required to show proof
      - c. Penalty for noncompliance
      - d. Methods of satisfying financial responsibility
    - 2. Uninsured/underinsured motorists coverage  
*Ref: 31-10-101 through 31-10-104; Reg. Ch. 23*
      - a. Required coverages
        - (1) Bodily injury
      - b. Option for additional coverage
    - 3. Cancellation/nonrenewal  
*Ref: Reg. Ch. 14*
    - 4. Wyoming Automobile Insurance (Assigned Risk) Plan
    - 5. Defensive driver discount  
*Ref: 26-14-105*
  - B. Workers' Compensation**
  - C. Surplus Lines**

**CONSULTANT'S  
PROPERTY & CASUALTY  
CONTENT OUTLINE**  
Property-General Section;  
Casualty-General Section;  
Property & Casualty-State Section

**PROPERTY-GENERAL KNOWLEDGE  
CONTENT OUTLINE**  
Product Knowledge, Terms, and Concepts

*(50 scored plus 5 pretest questions)*

- I. TYPES OF POLICIES..... 22
  - A. Homeowners
    - 1. HO-2
    - 2. HO-3
    - 3. HO-4
    - 4. HO-5
    - 5. HO-6
    - 6. HO-8
  - B. Dwelling policies
    - 1. DP-1
    - 2. DP-2
    - 3. DP-3
  - C. Commercial lines
    - 1. Commercial Package Policy (CPP)
    - 2. Commercial property
      - a. Commercial building and business personal property form
      - b. Causes of loss forms
      - c. Business income
      - d. Extra expense
      - e. Equipment breakdown
    - 3. Business Owners Policy (BOP)
    - 4. Builders Risk
    - 5. Cyber First-Party Coverage
  - D. Inland marine
    - 1. Personal Articles floaters
    - 2. Commercial Property floaters
  - E. National Flood Insurance Program
  - F. Others
    - 1. Earthquake
    - 2. Mobile Homes
    - 3. Watercraft
    - 4. Farm Owners
    - 5. Windstorm
- II. INSURANCE TERMS AND RELATED CONCEPTS ..... 15
  - A. Insurance
    - 1. Law of Large Numbers
  - B. Insurable interest
  - C. Risk
    - 1. Pure vs. Speculative Risk
  - D. Hazard
    - 1. Moral
    - 2. Morale
    - 3. Physical
  - E. Peril
  - F. Loss
    - 1. Direct

- 2. Indirect
  - G. Loss Valuation
    - 1. Actual cash value
    - 2. Replacement cost
    - 3. Market value
    - 4. Stated/agreed value
    - 5. Salvage value
  - H. Proximate cause
    - I. Deductible
    - J. Indemnity
  - K. Limits of liability
  - L. Coinsurance/Insurance to value
  - M. Occurrence
  - N. Cancellation
  - O. Nonrenewal
  - P. Vacancy and unoccupancy
  - Q. Liability
    - 1. Absolute
    - 2. Strict
    - 3. Vicarious
  - R. Negligence
  - S. Binder
  - T. Endorsements
  - U. Blanket vs. Specific
- III. POLICY PROVISIONS AND CONTRACT LAW ..... 13
- A. Declarations
  - B. Insuring agreement
  - C. Conditions
  - D. Exclusions
  - E. Definition of the insured
  - F. Duties of the insured
  - G. Obligations of the insurance company
  - H. Mortgagee rights
    - I. Proof of loss
    - J. Notice of claim
  - K. Appraisal
  - L. Other Insurance Provision
  - M. Subrogation
  - N. Elements of a contract
  - O. Warranties, representations, and concealment
  - P. Sources of underwriting information
  - Q. Fair Credit Reporting Act
  - R. Privacy Protection (Gramm Leach Bliley)
  - S. Policy Application
  - T. Terrorism Risk Insurance Act (TRIA)
  - U. Territory

**CASUALTY-GENERAL KNOWLEDGE  
CONTENT OUTLINE**  
Product Knowledge, Terms, and Concepts

*50 scored plus 5 pretest questions)*

- I. TYPES OF POLICIES, BONDS, AND RELATED TERMS ..... 23
  - A. Commercial general liability
    - 1. Exposures
      - a. Premises and Operations
      - b. Products and Completed Operations
    - 2. Coverage



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

**B. Automobile: personal auto and business auto**

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

**C. Workers Compensation Insurance, Employers Liability Insurance, and Related Issues**

(This section does not deal with specifics of state law, which are addressed elsewhere in this outline.)

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

**D. Crime**

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

**E. Bonds**

- 1. Surety
- 2. Fidelity

**F. Professional liability**

- 1. Errors and Omissions
- 2. Medical Malpractice

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

**G. Umbrella/Excess Liability**

**H. Business Owners Policy (BOP)**

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

**A. Risk**

**B. Hazards**

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

**C. Indemnity**

**D. Insurable interest**

**E. Loss valuation**

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

**F. Negligence**

**G. Liability**

**H. Occurrence**

**I. Binders**

**J. Warranties**

**K. Representations**

**L. Concealment**

**M. Deposit Premium/Audit**

**N. Certificate of Insurance**

**O. Law of Large Numbers**

**P. Pure vs. Speculative Risk**

**Q. Endorsements**

**R. Damages**

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

**S. Compliance with provisions of Fair Credit Reporting Act**

**III. POLICY PROVISIONS ..... 12**

**A. Declarations**

**B. Insuring agreement**

**C. Conditions**

**D. Exclusions and Limitations**

**E. Definition of the insured**

**F. Duties of the insured after a loss**

**G. Cancellation and nonrenewal provisions**

**H. Supplementary payments**

**I. Proof of loss**

**J. Notice of claim**

**K. Other insurance**

**L. Subrogation**

**M. Loss settlement provisions including consent to settle a loss**

**N. Terrorism Risk Insurance Act (TRIA)**

**WY Property and Casualty Consultant -  
WYOMING SPECIFIC  
CONTENT OUTLINE  
State Statutes, Rules, and Regulations  
(35 scoreable questions plus 5 pretest questions)**

**I. WYOMING STATUTES, RULES, AND REGULATIONS  
COMMON TO LIFE, ACCIDENT AND HEALTH,  
PROPERTY, AND CASUALTY  
INSURANCE.....20**

**A. Insurance Commissioner**

1. Appointment  
*Ref: 26-2-102*
2. General powers and duties  
*Ref: 26-2-109 and 26-2-110*
3. Examinations  
*Ref: 26-2-116 and 26-2-117*
4. Orders and hearings  
*Ref: 16-3-103, 26-2-111 and 112, 26-1-107,  
26-2-130*
5. Penalties  
*Ref: 26-1-107, 26-2-112, 26-9-211*

**B. Definitions**

*Ref: 26-1-102; 26-3-101, 26-3-105 , 26-29-201,*

210

1. Domestic company
2. Foreign company
3. Alien company
4. Stock and mutual companies and  
reciprocals
5. Reciprocal
6. Certificate of authority

**C. Licensing**

1. Persons required to be licensed
  - a. Producer/business entity  
*Ref: 26-9-203, 26-9-206, 26-9-207,  
26-29-233*
  - b. Producer acting as broker  
*Ref: 26-1-102, 26-9-224 and 225*
  - c. Consultant  
*Ref: 26-9-220, Reg. Ch. 18, 26-9-231*
  - d. Limited lines  
*Ref: 26-9-202*
  - e. Surplus lines broker  
*Ref: 26-9-208, 26-11-103, 26-11-112*
  - f. Nonresident  
*Ref: 26-9-208, 215, 230*
  - g. Temporary license  
*Ref: 26-9-210*
2. Agent appointment/termination of contract  
*Ref: 26-9-213 and 214*
3. Obtaining a license
  - a. Qualifications  
*Ref: 26-9-206, Reg. Ch. 18*
  - b. Exemptions/exceptions  
*Ref: 26-9-204, 26-9-209*
  - c. License denial  
*Ref: 26-9-211*
4. Maintaining a license
  - a. Continuing education  
*Ref: 26-9-231, Reg. Ch. 20*

- b. Change of address  
*Ref: 26-9-207, 26-9-228*
- c. Fees/renewal/reinstatement  
*Ref: 26-9-207; 26-4-101*
- d. License expiration/termination  
*Ref: 26-9-207, 26-9-232*
- e. Suspension or revocation of licenses  
*Ref: 26-9-211*
- f. Reporting of actions  
*Ref: 26-9-216*
- g. Penalties  
*Ref: 26-1-107*

**D. Producer responsibilities**

1. Fiduciary capacity  
*Ref: 26-9-229, Reg. Ch. 46*
  - a. Premium accountability
  - b. Separate account requirements
2. Commissions and compensation  
*Ref: 26-9-212*
3. Place of business of licensees/display of  
licenses/records  
*Ref: 26-9-228*
4. Agency vs. individual licensee

**E. Unfair trade practices**

1. Boycott, coercion, intimidation  
*Ref: 26-13-108*
2. Controlled business  
*Ref: 26-9-226*
3. Defamation  
*Ref: 26-13-107*
4. False advertising  
*Ref: 26-13-103*
6. False financial statements  
*Ref: 26-13-106*
6. Fraud  
*Ref: 26-13-201 and 202*
7. Misrepresentation  
*Ref: 26-13-103*
8. Rebates/illegal inducements  
*Ref: 26-13-110, 112*
9. Unfair discrimination  
*Ref: 26-13-109, 112(c)*
10. Twisting (Life and AH only)  
*Ref: 26-13-105*
11. Unfair claims settlement practices  
*Ref: 26-13-124*

**F. Wyoming Insurance Guaranty Association**

*Ref: 26-31-103, 26-31-106; 26-42-116(a);  
Reg. Ch. 43*

**G. Consumer privacy regulation**

*Ref: Reg. Ch. 54*

**II. WYOMING STATUTES, RULES AND REGULATIONS  
COMMON TO PROPERTY AND CASUALTY INSURANCE  
ONLY .....5**

**A. Renewal, Nonrenewal, Cancellation**

*Ref: 26-35-202, 203, 26-23-403*

**B. Binders**

*Ref: 26-15-119*

**C. Payment of claims**

*Ref: 26-15-124*

**D. Terrorism Risk Insurance Act of 2002 and**

**Extension Act of 2005**  
*Ref: 15 USC 6701; S467*

**III. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY..... 10**

**A. Automobile Insurance**

1. Financial responsibility  
*Ref: 31-9-401 through 31-9-413*
2. Uninsured/underinsured motorists coverage  
*Ref: 31-10-101 through 31-10-104; Reg. Ch. 23*
  - a. Required coverages
    - (1) Bodily injury
    - b. Option for additional coverage
3. Cancellation/nonrenewal  
*Ref: Reg. Ch. 14*
4. Wyoming Automobile Insurance (Assigned Risk) Plan
5. Defensive driver discount  
*Ref: 26-14-105*

**B. Workers' Compensation**

3. Physical Damage (collision; other than collision; specified perils)
4. Uninsured motorists
5. Underinsured motorists
6. Who is an insured
7. Types of Auto
  - a. Owned
  - b. Non-owned
  - c. Hired
  - d. Temporary Substitute
  - e. Newly Acquired Autos
  - f. Transportation Expense and Rental Reimbursement Expense
8. Exclusions

**B. Umbrella/Excess liability**

**III. PROPERTY AND CASUALTY INSURANCE TERMS AND RELATED CONCEPTS .....28**

**A. Insurance**

1. Law of Large Numbers

**B. Insurable interest**

**C. Risk**

1. Pure vs. Speculative Risk

**D. Hazard**

1. Moral
2. Morale
3. Physical

**E. Peril**

**F. Loss**

1. Direct
2. Indirect

**G. Loss Valuation**

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

**H. Proximate cause**

**I. Deductible**

**J. Indemnity**

**K. Limits of liability**

**L. Coinsurance/Insurance to value**

**M. Occurrence**

**N. Cancellation**

**O. Nonrenewal**

**P. Vacancy and unoccupancy**

**Q. Liability**

1. Absolute
2. Strict
3. Vicarious

**R. Negligence**

**S. Binder**

**T. Endorsements**

**U. Blanket vs. Specific**

**V. Burglary, Robbery, Theft, and Mysterious Disappearance**

**W. Warranties**

**X. Representations**

**Y. Concealment**

**Z. Deposit Premium/Audit**

**AA. Certificate of Insurance**

**BB. Damages**

**PERSONAL LINES  
CONTENT OUTLINE**

Personal Lines–General Section;  
 Personal Lines–State Section

**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

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

3. Alien company
4. Stock and mutual companies and reciprocals
5. Reciprocal
6. Certificate of authority

**C. Licensing**

1. Persons required to be licensed
    - a. Producer/business entity  
*Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233*
    - b. Producer acting as broker  
*Ref: 26-1-102, 26-9-224 and 225*
    - c. Consultant  
*Ref: 26-9-220, 26-9-231 Reg. Ch. 18*
    - d. Limited lines  
*Ref: 26-9-202*
    - e. Surplus lines broker  
*Ref: 26-9-208, 26-11-103, 26-11-112*
    - f. Nonresident  
*Ref: 26-9-208, 215, 230*
    - g. Temporary license  
*Ref: 26-9-210*
  2. Agent appointment/termination of contract  
*Ref: 26-9-213 and 214*
  3. Obtaining a license
    - a. Qualifications  
*Ref: 26-9-206, Reg. Ch. 18*
    - b. Exemptions/exceptions  
*Ref: 26-9-204, 26-9-209*
    - c. License denial  
*Ref: 26-9-211*
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    - a. Continuing education  
*Ref: 26-9-231, Reg. Ch. 20*
    - b. Change of address  
*Ref: 26-9-207, 26-9-228*
    - c. Fees/renewal/reinstatement  
*Ref: 26-9-207; 26-4-101*
    - d. License expiration/termination  
*Ref: 26-9-207, 26-9-232*
    - e. Suspension or revocation of licenses  
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    - f. Reporting of actions  
*Ref: 26-9-216*
    - g. Penalties  
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    - c. Penalty for noncompliance
    - d. Methods of satisfying financial responsibility
  2. Fiduciary capacity  
*Ref: 26-9-229, Reg. Ch 46*
    - a. Premium accountability
    - b. Separate account requirements
  3. Commissions and compensation  
*Ref: 26-9-212*
  4. Place of business of licensees/display of licenses/records

WY Personal Lines Producer -  
WYOMING SPECIFIC  
CONTENT OUTLINE  
State Statutes, Rules, and Regulations  
*(25 scoreable questions)*

**I. WYOMING STATUTES AND REGULATIONS COMMON TO LIFE, ACCIDENT AND HEALTH, PROPERTY, CASUALTY AND PERSONAL LINES INSURANCE.....15**

**A. Insurance Commissioner**

1. Appointment  
*Ref: 26-2-102*
2. General powers and duties  
*Ref: 26-2-109 and 110*
3. Examinations  
*Ref: 26-2-116 and 117*
4. Orders and hearings  
*Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130*
5. Penalties  
*Ref: 26-1-107, 26-2-112, 26-9-211*

**B. Definitions**

*Ref: 26-1-102; 26-3-101, 26-3-105 , 26-29-201,*

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1. Domestic company
2. Foreign company

**CONTENT OUTLINE**  
**State Statutes, Rules, and Regulations**  
*(50 scoreable questions)*

- Ref: 26-9-228*
- 5. Agency vs. individual licensee
- E. Unfair trade practices**
  - 1. Boycott, coercion, intimidation  
*Ref: 26-13-108*
  - 2. Controlled business  
*Ref: 26-9-226*
  - 3. Defamation  
*Ref: 26-13-107*
  - 4. False advertising  
*Ref: 26-13-103*
  - 5. False financial statements  
*Ref: 26-13-106*
  - 6. Fraud  
*Ref: 26-13-201 and 202*
  - 7. Misrepresentation  
*Ref: 26-13-103*
  - 8. Rebates/illegal inducements  
*Ref: 26-13-110, 112*
  - 9. Unfair discrimination  
*Ref: 26-13-109, 112(c)*
  - 10. Twisting (Life and AH only)  
*Ref: 26-13-105*
  - 11. Unfair claims settlement practices  
*Ref: 26-13-124*
- F. Wyoming Insurance Guaranty Association**  
*Ref: 26-31-103, 26-31-106; 26-42-116(a); Reg. Ch. 43*
- G. Consumer privacy regulation**  
*Ref: Reg. Ch. 54*
- II. WYOMING STATUTES, RULES AND REGULATIONS PERTINENT TO PROPERTY AND CASUALTY INSURANCE ONLY 4**
  - A. Renewal, Nonrenewal, Cancellation**  
*Ref: 26-35-202, 203, 26-23-403*
  - B. Binders**  
*Ref: 26-15-119*
  - C. Payment of claims**  
*Ref: 26-15-124*
  - D. Terrorism Risk Insurance Act of 2002 and Extension Act of 2005**  
*Ref: 15 USC 6701; 5467*
- III. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY....6**
  - A. Automobile Insurance**
    - 1. Uninsured/underinsured motorists coverage  
*Ref: 31-10-101 through 31-10-104; Reg. Ch. 23*
      - a. Required coverages
        - (1) Bodily injury
      - b. Option for additional coverage
    - 2. Cancellation/nonrenewal  
*Ref: Reg. Ch. 14*
    - 3. Wyoming Automobile Insurance (Assigned Risk) Plan
    - 4. Defensive driver discount  
*Ref: 26-14-105*

- I. CONTRACT LAW**
  - A. Requirements of forming a contract**
  - B. Warranties and representations**
  - C. Types of contracts**
    - 1. Formal and informal
    - 2. Unilateral and bilateral
    - 3. Executory and executed contracts
    - 4. Express and implied
    - 5. Other aspects of contracts
      - a. Conditional
      - b. Adhesion
- II. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO FUNERAL SERVICE CONTRACTS**
  - A. Insurance Commissioner**
    - 1. General powers and duties  
*Ref: 26-32-101*
  - B. Producer Licensing**  
*Ref: Reg. Ch. 2; 26-4-101*
    - 1. Qualifications  
*Ref: Reg. Ch. 2, Sec. 11*
    - 2. License to accept funds  
*Ref: Reg. Ch. 2, Sec. 5*
    - 3. Seller's bond  
*Ref: Reg. Ch. 2, Sec. 10*
    - 4. Maintaining a license  
*Ref: 26-9-206; 26-9-207*
      - a. Renewal and expiration  
*Ref: Reg. Ch. 2, Sec. 5*
      - b. Reinstatement  
*Ref: Reg. Ch. 2, Sec. 16*
    - 5. Penalties and violations
      - a. Suspension, revocation or surrender of licenses  
*Ref: Reg. Ch. 2, Sec. 12, 13, 14*
      - b. Violations  
*Ref: Reg. Ch. 2, Sec. 17; 26-32-103*
      - c. Immunity from prosecution  
*Ref: Reg. Ch. 2, Sec. 18*
  - C. Producer responsibilities**  
*Ref: Reg. Ch. 2, Sec. 5, Sec. 7*
    - 1. Record keeping
    - 2. Annual report
    - 3. Examination of records
  - D. Unfair trade practices**
    - 1. Boycott, coercion, intimidation  
*Ref: 26-13-108*
    - 2. False advertising  
*Ref: 26-13-103*
    - 3. Misrepresentation  
*Ref: 26-13-103*
    - 4. Rebates/illegal inducements  
*Ref: 26-13-110, 112*
    - 5. Twisting  
*Ref: 26-13-105*
- III. FUNERAL CONTRACT TRUST FUNDS**  
*Ref: Reg. Ch. 2*

- A. Deposit of funds  
*Ref: Reg. Ch. 2, Sections 3, 4, and 6*
- B. Contents of contract–Procedure  
*Ref: Reg. Ch. 2, Sec. 8*
- C. Disbursements by depositories  
*Ref: Reg. Ch. 2 Sec. 9*

**WYOMING SURPLUS LINES BROKER -  
CONTENT OUTLINE**

*(60 scoreable questions)*

- I. GENERAL INSURANCE DEFINITIONS
  - A. Actual cash value
  - B. Agreed value
  - C. Coinsurance
  - D. Exposure
  - E. Insurable interest
  - F. Loss
  - G. Negligence
  - H. Peril
  - I. Physical hazard
  - J. Proximate cause
  - K. Reinsurance
  - L. Replacement cost
  - M. Risk
  - N. Salvage
- II. SURPLUS LINES MARKETS
  - A. Types of insurers
    - 1. Surplus Lines insurer
    - 2. Admitted and nonadmitted insurers
  - B. United States nonadmitted market
  - C. London market
    - 1. Lloyd's brokers
    - 2. United States trust fund
    - 3. Underwriters
  - D. Other foreign markets
  - E. Nonstandard (substandard lines or capacity problems)
    - 1. Property
    - 2. General liability
    - 3. Professional liability
  - F. Insurance exchanges
- III. CONTRACTS
  - A. Requirements of forming a contract
    - 1. Offer and acceptance
    - 2. Consideration
    - 3. Competent parties
    - 4. Legal purpose
  - B. Warranties, representations, and misrepresentations
  - C. Types of contracts
    - 1. Formal and informal
    - 2. Unilateral and bilateral
    - 3. Executory and executed contracts
    - 4. Express and implied
- D. Features of an insurance contract
  - 1. Contract of adhesion
  - 2. Conditional
  - 3. Personal
  - 4. Aleatory
  - 5. Unilateral
- IV. POLICIES, COVERAGES, FORMS
  - A. Commercial General Liability
  - B. Building and Personal Property
  - C. Claims Made
  - D. Extended coverage
  - E. Employee Dishonesty
  - F. Liability
    - 1. Contingent
    - 2. Umbrella
    - 3. Contractual
- V. WYOMING INSURANCE LAWS AND REGULATIONS
  - A. Insurance Commissioner
    - 1. Appointment  
*Ref: 26-2-102*
    - 2. General powers and duties  
*Ref: 26-2-109 and 110, 26-3-132*
    - 3. Examinations  
*Ref: 26-2-116 and 117*
    - 4. Orders and hearings  
*Ref: 16-3-103, 26-1-107, 26-2-111 and 112, 26-2-130, 26-13-115*
    - 5. Penalties  
*Ref: 26-1-107, 26-2-112, 26-9-211*
  - B. Definitions  
*Ref: 26-1-102; 26-3-101, 26-11-103, 26-29-201*
    - 1. Domestic company
    - 2. Foreign company
    - 3. Alien company
    - 4. Stock and mutual companies
    - 5. Reciprocal
    - 6. Fraternal benefit society
    - 7. Authorized vs. unauthorized insurers
    - 8. Certificate of authority
    - 9. Export
  - C. Licensing
    - 1. Persons required to be licensed
      - a. Producer  
*Ref: 26-9-203*
      - b. Business entity  
*Ref: 26-9-206(b)*
      - c. Surplus lines broker  
*Ref: 26-9-208, 26-11-103, 26-11-112*
    - 2. Obtaining a license
      - a. Qualifications/placing business  
*Ref: 26-11-112, 26-11-115*
      - b. Required bonds  
*Ref: 26-11-114*
      - c. Nonresident  
*Ref: 26-9-208*
    - 3. Maintaining a license
      - a. Continuing education  
*Ref: 26-9-231, Reg. Ch. 20*
      - b. Change of address  
*Ref: 26-9-207, 26-9-228*

- c. Fees/renewal/reinstatement  
*Ref: 26-4-101, 26-9-207(h)*
- d. License expiration/termination  
*Ref: 26-9-207, 26-9-232*
- e. Suspension or revocation of licenses  
*Ref: 26-9-211, 26-11-113*
- f. Reporting of actions  
*Ref: 26-9-216*
- g. Penalties  
*Ref: 26-1-107*
- D. Unfair trade practices**
  - 1. Boycott, coercion, intimidation  
*Ref: 26-13-108*
  - 2. Defamation  
*Ref: 26-13-107*
  - 3. False advertising  
*Ref: 26-13-103, 104*
  - 4. False financial statements  
*Ref: 26-13-106*
  - 5. Fraud  
*Ref: 26-13-201 and 202*
  - 6. Misrepresentation  
*Ref: 26-13-103*
  - 7. Rebates/illegal inducements  
*Ref: 26-13-112*
  - 8. Unfair discrimination  
*Ref: 26-13-112(c)*
  - 9. Twisting  
*Ref: 26-13-105*
  - 10. Unfair claims settlement practices  
*Ref: 26-13-124*

**VI. WYOMING SURPLUS LINES LAWS AND REGULATIONS**

*Ref: Title 26, Ch. 11*

- A. Placement of surplus lines insurance**  
*Ref: 26-11-102, 26-11-104*
- B. Requirements — Eligible surplus lines insurers**  
*Ref: 26-11-107*
- C. Listing — Eligible surplus lines insurers**  
*Ref: 26-11-106, 26-11-107*
- D. Producing broker's affidavit**  
*Ref: 26-11-105*
- E. Evidence of insurance, required stamped notice**  
*Ref: 26-11-108, 109*
- F. Disclosure**  
*Ref: 26-11-122*
- G. Premium payments received by a surplus lines broker**  
*Ref: 26-9-229, Reg. Ch. 46*
- H. Reports, records**  
*Ref: 26-11-116, 26-11-117*
  - 1. Filing written report
  - 2. Annual reports
- I. Surplus lines premium tax, filing fee, and collection**  
*Ref: 26-11-118, 26-11-119*
- J. Service of process — Action against a surplus lines insurer**  
*Ref: 26-11-120*

**PROPERTY AND CASUALTY ADJUSTER  
CONTENT OUTLINE**

*(100 scoreable questions)*

- I. PROPERTY AND CASUALTY INSURANCE TERMS AND RELATED CONCEPTS**
  - A. Abandonment
  - B. Accident
  - C. Actual cash value
  - D. Additional coverages
  - E. Appraisal
  - F. Binders
  - G. Burglary
  - H. Deductible
  - I. Depreciation
  - J. Earnings
  - K. Estimating
  - L. Estoppel
  - M. Extensions of coverage
  - N. Hazard
    - 1. Moral
    - 2. Morale
  - O. Indemnity
  - P. Insurance
  - Q. Insurable interest
  - R. Liability
  - S. Limits of liability
  - T. Loss
    - 1. Direct
    - 2. Indirect
  - U. Mysterious disappearance
  - V. Negligence
  - W. Obsolescence
  - X. Occurrence
  - Y. Pair and set clause
  - Z. Peril
  - AA. Proximate cause
  - BB. Replacement cost
  - CC. Right of salvage
  - DD. Risk
  - EE. Robbery
  - FF. Tariff Liability
  - GG. Theft
  - HH. Vacancy and unoccupancy
  - II. Value Policy
  - JJ. Waiver/Non-Waiver Agreement
  - KK. Voiding and suspension of policy: differences
- II. PROPERTY AND CASUALTY POLICY PROVISIONS AND CONTRACT LAW**
  - A. Additional (supplementary) payments
  - B. Apportionment clause
  - C. Appraisal
  - D. Arbitration
  - E. Assignment
  - F. Cancellation and Nonrenewal provisions
  - G. Claims Made policy form
  - H. Coinsurance
  - I. Concealment
  - J. Conditions
  - K. Declarations
  - L. Definition of the insured

**WYOMING**

- M. Duties of the insured after a loss
  - N. Elements of a contract
  - O. Endorsements
  - P. Exclusions
  - Q. Fair Credit Reporting Act (Compliance)
  - R. Insuring agreement
  - S. Limitations
  - T. Loss settlement provisions including consent to settle a loss
  - U. Mortgagee rights
  - V. Notice of claim
  - W. Obligations of the insurance company
  - X. Other Insurance provision
  - Y. Proof of loss
  - Z. Representations and misrepresentations
  - AA. Salvage
  - BB. Sources of underwriting information
  - CC. Subrogation
  - DD. Warranties
  - EE. Statute of limitations
- III. GENERAL PROPERTY INSURANCE PRODUCT KNOWLEDGE PERTINENT TO ADJUSTERS
- Ref: All topics make reference to general product knowledge, unless otherwise noted.*
- A. Standard Fire Policy
    - Ref: New York Standard Fire Policy*
    - 1. Basic coverages, provisions, and clauses
    - 2. Limitations, restrictions, and exclusions
    - 3. Proof of Loss
      - a. Periods of Limitation Tolled
    - 4. Loss requirements and inventories
      - a. Taxes and Demolition Expenses
    - 5. Appraisal
    - 6. Duties of the insured/insurer
    - 7. Cancellation
    - 8. Additional coverages
    - 9. Replacement costs
    - 10. Actual cash value
    - 11. Assignment
  - B. Personal lines
    - Ref: ISO Homeowners policies*
    - 1. Dwelling and contents (DP forms)
    - 2. Personal liability
    - 3. Homeowners and forms/coverages
      - a. Policy provisions
      - b. Replacement costs
      - c. Appraisal
      - d. Optional provisions
      - e. Special limits of liability
      - f. Proof of Loss
      - g. Exclusions
    - 4. Mobile Homes
  - C. Commercial lines
    - Ref: ISO Business Policies, Standard Boiler and Machinery policies.*
    - 1. Commercial property
      - a. Commercial building and personal property form
      - b. Causes of loss forms
      - c. Business income
      - d. Extra expense
    - 2. Commercial Package Policy (CPP)
    - 3. Equipment Breakdown Coverage
    - 4. Businessowners Policy (BOP)
    - 5. Commercial and Special Multi-peril
    - 6. Builder's Risk
  - D. Inland marine
    - Ref: Personal Article Floaters, Personal Property Floaters, Commercial Property Floaters.*
    - 1. Nationwide Definition
    - 2. Policies
      - a. Personal floaters
      - b. Commercial floaters
      - c. Commercial inland marine
  - E. Others
    - 1. Personal Watercraft
    - 2. Earthquake
  - F. Automotive: Personal auto and Business auto
    - 1. Liability
    - 2. Medical Payments
    - 3. Physical damage (collision and other than collision/comprehensive)
    - 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
    - 8. Garage coverage form
      - a. Standard coverages
        - (1) Liability
        - (2) Garagekeepers
        - (3) Physical damage
      - b. Garagekeepers options
    - 9. Truckers coverage form
  - G. Additional Coverages and Exclusions
    - 1. Business Interruption
    - 2. Time Element
    - 3. Law and Ordinance exclusion
    - 4. Law and Ordinance coverage
    - 5. Valuable Papers and Records
    - 6. Vandalism and Malicious Mischief
    - 7. Broad Form
  - H. Crime
    - 1. Employee Theft
    - 2. Inside the Premises–Theft of Money and Securities
    - 3. Inside the Premises–Robbery or Safe Burglary of Other Property
    - 4. Inside the Premises–Robbery or Burglary of Other Property
    - 5. Definitions
      - a. Custodian
      - b. Messenger
      - c. Guard or watchperson
  - I. Surety bonding
    - 1. Definitions
      - a. Obligee
      - b. Principal



- c. Surety
  - J. **Professional liability**
    - 1. Errors and Omissions
    - 2. Directors and Officers
  - K. **Umbrella/Excess liability**
  - L. **Employers liability insurance, and related issues (PROPERTY AND CASUALTY ADJUSTER only)**
    - 1. Standard policy concepts
    - 2. Self-insurers
    - 3. Work-related vs. non-work-related
    - 4. Other states' insurance
- IV. **PROPERTY AND CASUALTY Adjuster**
- A. **Roles and responsibilities of adjuster**
  - B. **Loss Report**
    - 1. Essential Elements
      - a. Inception/Expiration Date
      - b. Occurrence Date
      - c. Identification of Parties Involved
      - d. Policy Form/Number
      - e. Description of Loss
      - f. Coverages
      - g. Deductible
      - h. Tort/Tort Feasors
  - C. **Loss/Damage Valuation**
    - 1. Direct Loss vs. Indirect Loss (Loss of Use)
    - 2. Damages
- V. **WY LAWS, RULES, AND REGULATIONS PERTINENT TO PROPERTY AND CASUALTY ADJUSTER**
- A. **Licensing Requirements**  
*Ref: 26-1-102 and 107; 26-9-207, 26-9-219, 26-9-231 and 232, 26-2-130, 26-13-115, Reg. Ch. 20*
    - 1. Qualifications and exceptions
    - 2. Records
    - 3. Maintenance
    - 4. Continuing education
    - 5. Denial, renewal, suspension and revocation of license
    - 6. Penalties
  - B. **Unfair Claims Settlement practices**  
*Ref: 26-13-124 and 26-13-201, Reg. Ch. 33*
- VI. **WY STATUTES, RULES, AND REGULATIONS COMMON TO ALL LINES OF INSURANCE**
- A. **Insurance Commissioner**
    - 1. Appointment  
*Ref: 26-2-102*
    - 2. General powers and duties  
*Ref: 26-2-109 and 110*
    - 3. Examinations  
*Ref: 26-2-116 and 117*
    - 4. Orders and hearings  
*Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130*
    - 5. Penalties  
*Ref: 26-1-107, 26-2-112, 26-9-211*
  - B. **Definitions**  
*Ref: 26-1-102; 26-3-101, 26-3-105, 26-29-201, and 26-29-210*
    - 1. Domestic company
    - 2. Foreign company
    - 3. Alien company
    - 4. Stock and mutual companies and reciprocals
    - 5. Reciprocal
    - 6. Fraternal benefit society
    - 7. Certificate of authority
- C. **Licensing**
- 1. Persons required to be licensed
    - a. Producer/business entity  
*Ref: 26-9-203, 26-9-206, 26-9-207*
    - b. Nonresident  
*Ref: 26-9-208, 26-9-215, and 26-9-230*
    - c. Temporary license  
*Ref: 26-9-210*
  - 2. Agent appointment/termination of contract  
*Ref: 26-9-213 and 214*
  - 3. Obtaining a license
    - a. Qualifications  
*Ref: 26-9-206, Reg. Ch. 18*
    - b. Exemptions/exceptions  
*Ref: 26-9-204, 26-9-209*
    - c. License denial  
*Ref: 26-9-211*
  - 4. Maintaining a license
    - a. Continuing education  
*Ref: 26-9-231, Reg. Ch. 20*
    - b. Change of address  
*Ref: 26-9-207, 26-9-228*
    - c. Fees/renewal/reinstatement  
*Ref: 26-9-207, 26-4-101*
    - d. License expiration/termination  
*Ref: 26-9-207, 26-9-232*
    - e. Suspension or revocation of licenses  
*Ref: 26-9-211*
    - f. Reporting of actions  
*Ref: 26-9-216*
    - g. Penalties  
*Ref: 26-1-107*
- D. **Unfair trade practices**
- 1. Boycott, coercion, intimidation  
*Ref: 26-13-108, Reg:Ch. 33*
  - 2. Controlled business  
*Ref: 26-9-226*
  - 3. Defamation  
*Ref: 26-13-107*
  - 4. False advertising  
*Ref: 26-13-103*
  - 5. False financial statements  
*Ref: 26-13-106*
  - 6. Fraud  
*Ref: 26-13-201 and 202*
  - 7. Misrepresentation  
*Ref: 26-13-103*
  - 8. Rebates/illegal inducements  
*Ref: 26-13-110 and 26-13-112*
  - 9. Unfair discrimination  
*Ref: 26-13-109, 112*
  - 10. Twisting  
*Ref: 26-13-105*
  - 11. Unfair claims settlement practices  
*Ref: 26-13-124; Reg: Ch. 33*

**F. Wyoming Insurance Guaranty Association**

*Ref: 26-31-103, 26-31-106; 26-42-116;*

*Reg. Ch. 43*

**G. Consumer privacy regulation**

*Ref: Reg. Ch. 54*

**VII. WY STATUTES, RULES AND REGULATIONS PERTINENT TO PROPERTY AND CASUALTY INSURANCE ONLY**

**A. Renewal, Nonrenewal, Cancellation**

*Ref: 26-35-202, 26-35-203*

**B. Binders**

*Ref: 26-15-119*

**C. Payment of claims**

*Ref: 26-15-124*

**D. Terrorism Risk Insurance Act of 2002 and Extension Act of 2005**

*Ref: 15 USC 6701; S467*

**VIII. WY STATUTES, RULES, AND REGULATIONS PERTINENT TO CASUALTY INSURANCE ONLY**

**A. Automobile Insurance**

1. Uninsured/underinsured motorists coverage

*Ref: 31-10-101 through 104; Reg. Ch. 23*

a. Required coverages

(1) Bodily injury

b. Option for additional coverage

2. Cancellation/nonrenewal

*Ref: Reg. Ch. 14*

3. Wyoming Automobile Insurance (Assigned Risk) Plan

**WYOMING VARIABLE LIFE AND VARIABLE ANNUITY  
PRODUCER -  
CONTENT OUTLINE**

*(100 scoreable questions)*

**I. GENERAL PRODUCT KNOWLEDGE**

**A. Definition of Variable Life Insurance**

**B. Comparison of Fixed Premium (Traditional), Whole Life, And Fixed Premium Variable Life**

1. Standard Provisions

2. Premiums

3. Death Benefit

4. Cash Value

5. Separate vs. General Account

**C. Comparison of Fixed Premium Variable and Flexible Premium Variable Life**

1. Premiums

2. Death Benefit

3. Cash Value

**D. Characteristics of Variable Life Insurance**

1. Similarities and Differences Between Variable Annuities and Variable Life

2. Operation of the Separate Account

3. Change in Investment Policy Of The Separate Account

4. The Assumed Investment Rate (AIR)

5. Net Investment Return

6. Contract Exchange

7. Minimum Death Benefit

8. Cash Values

9. Loans

10. Other Contract Provisions

11. Underwriting and Administration

12. Reporting Requirements

**E. Federal Regulations**

1. Securities Act Of 1933

2. Securities and Exchange Act Of 1934  
Investment Company Act Of 1940

**F. Types of Annuity Policies**

1. Traditional annuity products (fixed dollar)

2. Variable annuity products

a. Number of lives covered

(1) individual

(2) joint and survivor

(3) joint life

b. Method of premium payment

(1) single premium

(2) annual premium

(3) flexible premium

c. Time benefits begin

(1) immediate

(2) deferred

d. Disposition of proceeds

(1) life annuity (no refund)

(2) guaranteed minimum

(a) period certain

(b) refund

(c) installment

(d) cash

e. Payout

3. Equity indexed annuities

**G. Other Annuity Characteristics**

1. Accumulation unit

2. Annuity unit

3. Annuitization

4. Prospectus

**H. Tax treatment of life insurance and annuities**

1. Modified Endowment Contracts (MECs)

**II. SEPARATE ACCOUNT**

**A. Types of Investment Objectives (Suitability)**

**B. Types of Investment Options**

**C. Composition and Operation of Special Account**

**III. WYOMING STATUTES, RULES, AND REGULATIONS COMMON TO ALL LINES OF INSURANCE**

**A. Insurance Commissioner**

1. Appointment

*Ref: 26-2-102*

2. General powers and duties

*Ref: 26-2-109 and 110*

3. Examinations

*Ref: 26-2-116 and 117*

4. Orders and hearings

*Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130*

5. Penalties

*Ref: 26-1-107, 26-2-112, 26-9-211*

**B. Definitions**

*Ref: 26-1-102; 26-3-101*

1. Domestic company

2. Foreign company
  3. Alien company
  4. Stock and mutual companies and reciprocals
  5. Reciprocal
  6. Certificate of authority
- C. Licensing**
1. Persons required to be licensed
    - a. Producer  
*Ref: 26-9-207; Reg. Ch. 27, sec 10*
    - b. Nonresident  
*Ref: 26-9-208, 215*
    - c. Temporary license  
*Ref: 26-9-210*
  2. Agent appointment/termination of contract  
*Ref: 26-9-213 and 214*
  3. Obtaining a license
    - a. Qualifications  
*Ref: 26-9-207; Reg. Ch. 27, sec 10*
    - b. Exemptions/exceptions  
*Ref: 26-9-207; Reg. Ch. 27, sec 10*
    - c. License denial  
*Ref: 26-9-211*
  4. Maintaining a license
    - a. Continuing education  
*Ref: 26-9-231, Reg. Ch. 20*
    - b. Change of address  
*Ref: 26-9-207, 26-9-228*
    - c. Fees/renewal/reinstatement  
*Ref: 26-9-207; 26-4-101*
    - d. License expiration/termination  
*Ref: 26-9-207, 26-9-232*
    - e. Suspension or revocation of licenses  
*Ref: 26-9-211*
    - f. Reporting of actions  
*Ref: 26-9-216*
    - g. Penalties  
*Ref: 26-1-107*
- D. Agent responsibilities**
1. Fiduciary capacity  
*Ref: 26-9-229, Reg. Ch. 46*
    - a. Premium accountability
    - b. Separate account requirements
  2. Commissions and compensation/ charges for extra services  
*Ref: 26-9-212*
  3. Place of business of licensees/display of licenses/records  
*Ref: 26-9-228*
  4. Agency vs. individual licensee
- E. Unfair trade practices**
1. Boycott, coercion, intimidation  
*Ref: 26-13-108*
  2. Controlled business  
*Ref: 26-9-226*
  3. Defamation  
*Ref: 26-13-107*
  4. False advertising  
*Ref: 26-13-103*
- F. False financial statements**  
*Ref: 26-13-106*

1. Fraud  
*Ref: 26-13-201*
2. Misrepresentation  
*Ref: 26-13-103*
3. Rebates/illegal inducements  
*Ref: 26-13-110, 112*
4. Twisting (Life and AH only)  
*Ref: 26-13-105*
5. Unfair discrimination  
*Ref: 26-13-109, 112(c)*
6. Unfair claims settlement practices  
*Ref: 26-13-124*

**G. Wyoming Insurance Guaranty Association**  
*Ref: 26-31-103, 26-31-106; 26-42-116(a); Reg. Ch. 43*

**H. Consumer privacy regulation**  
*Ref: Reg. Ch. 54*

**IV. WYOMING STATUTES, RULES, AND REGULATIONS PERTINENT TO VARIABLE CONTRACTS**

**A. Separate Accounts for Variable contracts**  
*Ref: 26-16-502; Reg. Ch. 66*

**B. Marketing of Variable Contracts**  
*Ref: Reg. Ch. 66*

**C. Replacement of Life Insurance Policies**  
*Ref: Reg. Ch. 12*

1. Purpose
2. Definitions
3. Exemptions
4. Duties of agent and broker
5. Duties of replacing insurer

**WYOMING TITLE AGENT -  
CONTENT OUTLINE**  
**Product Knowledge, Terms, and Concepts**  
*(60 scoreable questions)*

**I. TITLE INSURANCE TERMS AND CONCEPTS**

- A. Chain of Title**
- B. Closing and Settlement**
- C. Commitment**
- D. Encumbrances**
  1. Covenants
  2. Conditions
  3. Restrictions
- E. Encroachment**
- F. Endorsement**
- G. Estoppel**
- H. Exception**
- I. Foreclosure/Forfeiture**
- J. Insurer/Underwriter**
- K. Mortgagor/mortgagee**
- J. Probate**
- K. Real Property**
- L. Requirements**
- M. Risk**
- N. Simultaneous issue**
- O. Title Defect**
- P. Recording**

**II. TITLE INSURANCE POLICIES**

- A. Types of Policies**

1. ALTA Forms
    - a. Owner's
    - b. Loan
    - c. Construction Loan
    - d. Leasehold
  - B. Commitment and Policy Provisions**
    1. Covered Risks
    2. Terms, Conditions, and Stipulations
    3. Exceptions and Exclusions
    4. Endorsements
    5. Subrogation
    6. Determination of coverage
  - C. Standard Exceptions**
    1. Parties in Possession
    2. Unrecorded Easements
    3. Survey Matters
    4. Mechanics' Liens
    5. Taxes or Assessments
- III. SEARCH AND EXAMINATION OF TITLE**
- IV. REAL ESTATE OWNERSHIP**
- A. Fee Simple**
    1. Tenants In Common
    2. Joint Tenants
    3. Tenancy by Entirety
  - B. Leasehold**
- V. RIGHTS AND INTERESTS**
- A. Liens**
    1. Voluntary
      - a. Mortgages
      - b. Uniform Commercial Code
      - c. Assignment of rents and leases
    2. Involuntary
      - a. Mechanics' Liens
      - b. Internal Revenue Liens
      - c. State Judgment Liens
      - d. Child Support Liens
      - e. State Statutory Liens
      - f. Special assessments
      - g. Real property taxes
- VI. LEGAL DESCRIPTIONS**
- A. Subdivided and Unsubdivided**
  - B. Section, Township, and Range**
  - C. Metes and Bounds**
  - D. Lot and Block**
- VII. METHODS OF TRANSFER/CONVEYANCES**
- A. Deeds**
    1. Quitclaim Deeds
    2. Warranty Deeds
  - B. Other Methods**
    1. Foreclosure
    2. Probate
    3. Easements
- VIII. Settlement and Closing Procedure**
- A. Real Estate Settlement Procedures Act (RESPA)**
  - B. Insured Closing Protection**
- IX. WYOMING INSURANCE LAWS AND REGULATIONS**
- A. Commissioner**
    1. Insurance Commissioner
      - a. General powers and duties  
*Ref: 26-2-109 and 110*
      - b. Examinations  
*Ref: 26-2-116*
      - c. Orders, hearings and penalties  
*Ref: 26-2-111 and 112, 26-2-130*
      - d. Penalties  
*Ref: 26-1-107, 26-2-112*
- B. Licensing and agents' legal responsibility**
  1. Persons required to be licensed  
*Ref: 26-23-303*
  2. Qualifications  
*Ref: 26-23-316*
  3. Appointment  
*Ref: 26-23-316*
  4. Resident/Nonresident producer  
*Ref: 26-9-208; 26-23-316*
  5. Payment and acceptance of commissions/fees  
*Ref: 26-9-212*
  6. Change of address  
*Ref: 26-9-207*
  7. Business entity  
*Ref: 26-9-206*
  8. License suspension and revocation  
*Ref: 26-23-321*
  9. Continuing education  
*Ref: 26-9-231; Reg. Ch. 20*
  10. License expiration/renewal/reinstatement  
*Ref: 26-23-318, 26-9-207, 26-4-101*
- C. Unfair competition and deceptive practices**
  1. Coercion/Favored Title agent or insurer  
*Ref: 26-13-108, 26-23-324*
  2. Misrepresentation  
*Ref: 26-23-321(a)(v)*
  3. Unfair discrimination  
*Ref: Reg. Ch. 33, Sec. 3*
  4. Defamation  
*Ref: 26-13-107*
  5. Rebates/illegal inducements  
*Ref: 26-23-322 and 323*
  6. Unfair claims practices  
*Ref: 26-13-124*
- D. Controlled business/disclosure**  
*Ref: Reg. Chapter 3*
- E. Insurance Fraud**  
*Ref: 26-13-201 and 202*
- X. WYOMING INSURANCE LAWS AND REGULATIONS**
- A. Maintenance and Retention of Records**  
*Ref: 26-23-308, 26-23-319*
  - B. Form filing**  
*Ref: 26-23-328 through 26-23-330*
  - C. Rates**
    1. Filing requirements
      - a. Title Insurance Premiums/Schedules  
*Ref: 26-23-325 and 327*
- XI. TITLE PRODUCER REGULATION**
- A. Fiduciary responsibility/Commingling**  
*Ref: 26-9-229, 26-23-314*
  - B. Trust accounts**  
*Ref: 26-9-229; 26-23-314*
  - C. Division of fees and charges**

Ref: 26-23-323

D. Financial records

Ref: 26-23-314

WYOMING CROP ADJUSTER  
CONTENT OUTLINE

(60 scoreable questions)

I. GENERAL INSURANCE TERMS AND CONCEPTS

- A. Actual cash value
- B. Assignment
- C. Binder
- D. Coinsurance
- E. Hazard
- F. Indemnity
- G. Insurable interest
- H. Insuring Agreement
- I. Limits of Liability
- J. Loss
  - 1. Direct
  - 2. Indirect
- K. Negligence
- L. Occurrence
- M. Peril
- N. Pro-rata liability
- O. Risk
- P. Subrogation
- Q. Tort Law
- R. Crop Hail organizations
- S. Federal Crop Act

II. CROP INSURANCE

- A. Policy rates
- B. Coverages available
- C. Policy provisions
  - 1. NCIS general provisions
  - 2. NCIS Special provisions
- D. Liability
- E. Claim Settlement Practices
  - 1. Representative Area
    - a. Site testing
    - b. Standard measures
    - c. Location
  - 2. Notice of loss
  - 3. Insured's duties
  - 4. Agent's duties
  - 5. Percentage plan
  - 6. Arbitration and appraisal
  - 7. Loss payment
- F. Cancellation and nonrenewal
- G. NCIS policies

III. MULTIPLE PERIL CROP INSURANCE

- A. Fundamentals of Multiple Peril Crop Insurance  
MPCI
  - 1. Actual Production History (APH)
  - 2. Production Reporting
  - 3. Acreage Reporting
  - 4. Important Dates
  - 5. Written Agreements
  - 6. High Risk Land

- 7. Actuarial Documents
- 8. Insured Eligibility
- 9. Units
- 10. Coverage Levels
- 11. Administrative Fees
- 12. ....Life of the Policy
- 13. Yield/Revenue Guarantees.

B. Plans of Insurance

- 1. Actual Production History (APH)
  - a. Buy-up Coverage
  - b. Catastrophic Risk Protection Coverage (CAT) Endorsement
- 2. Yield Protection (YP)
- 3. Revenue Protection (RP)
- 4. Group Risk Plan (GRP)
- 5. Group Risk Income Protection (GRIP)
- 6. Livestock Risk Protection (LRP)
- 7. Livestock Gross Margin (LGM)

C. Policy Provisions

- 1. Common/Basic Provisions
- 2. Coarse Grains Provisions
  - a. Replant
  - b. Prevented Planting
  - c. Late Planting
- 3. Catastrophic Risk Protection Coverage (CAT) Endorsement

D. Claims

- 1. Covered Perils
- 2. Loss Reporting Requirements
- 3. Duties After a Loss

IV. WYOMING LAWS, RULES, AND REGULATIONS PERTINENT TO CROP INSURANCE

A. Insurance Commissioner

- 1. Appointment  
*Ref: 26-2-102*
- 2. General powers and duties  
*Ref: 26-2-109 and 110*
- 3. Examinations  
*Ref: 26-2-116 and 117*
- 4. Orders and hearings  
*Ref: 16-3-103, 26-2-111 and 112, 26-2-130*
- 5. Penalties  
*Ref: 26-1-107, 26-2-112, 26-9-211*

B. Licensing

- 1. Persons required to be licensed
  - a. Adjuster  
*Ref: 26-9-207 and 26-9-219*
  - b. Limited lines and crop definitions  
*Ref: 26-9-202*
  - c. License denial  
*Ref: 26-9-211*
- 4. Maintaining a license
  - a. Continuing education  
*Ref: 26-9-231, Reg. Ch. 20*
  - b. Change of address  
*Ref: 26-9-207*
  - c. Fees/renewal/reinstatement

*Ref: 26-4-101, 26-9-207*

d. License expiration/termination

*Ref: 26-9-207, 26-9-232*

e. Suspension or revocation of licenses

*Ref: 26-9-211*

f. Penalties

*Ref: 26-1-107*

**C. Unfair Claims Settlement practices**

*Ref: 26-13-124 and 26-13-201*

<p style="text-align: center;"><b>WYOMING CREDIT PRODUCER CONTENT OUTLINE</b> <i>(60 scoreable questions)</i></p>
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**I. INSURANCE TERMS AND CONCEPTS**

**A. Actual cash value**

**B. Exposure**

**C. Hazard**

**D. Indebtedness**

**E. Indemnity**

**F. Insurable interest**

**G. Insurance**

**H. Loss**

**I. Peril**

**J. Proximate cause**

**K. Risk**

**L. Waiver and estoppel**

**II. CONTRACTS**

**A. Requirements of forming a contract**

1. Offer and acceptance

2. Consideration

3. Competent parties

4. Legal purpose

**B. Warranties and representations**

**C. Types of contracts**

1. Formal and informal

2. Unilateral and bilateral

3. Executory and executed contracts

4. Express and implied

**D. Features of an insurance contract**

1. Contract of adhesion

2. Conditional

3. Personal

4. Aleatory

5. Unilateral

**III. CREDIT INSURANCE**

**A. Types of Credit Insurance**

1. Consumer credit insurance

a. Credit life

b. Credit disability

c. Credit unemployment

2. Credit property

3. Involuntary unemployment

4. Mortgage life

5. Mortgage guaranty

6. Mortgage disability

7. Guaranteed automobile protection

8. Other forms of credit insurance

**B. Credit Insurance**

1. Definitions

*Ref: 26-21-102*

a. Creditor

b. Debtor

c. Indebtedness

2. Forms of credit life and disability

*Ref: 26-21-103*

3. Amounts of credit life or disability insurance

*Ref: 26-21-104 and 105*

4. Term of insurance

*Ref: 26-21-106*

5. Provisions, evidence of coverage, and disclosure

*Ref: 26-21-107*

6. Premiums and refunds

*Ref: 26-21-109*

7. Choice of insurer

*Ref: 26-13-118, 26-21-114*

8. Claims procedures

*Ref: 26-21-113*

9. Refunds

*Ref: Reg. Ch. 52, Sec. 7*

10. Prohibited transactions

*Ref: Reg. Ch. 52, Sec. 8*

**C. Group policies**

1. Group eligibility

*Ref: 26-17-104, 111 to 114, 121, 26-19-102(s)(vi), 26-19-107*

2. Group policy provisions

a. Grace period

b. Incontestability

c. Entire contract

d. Conditions to require evidence of insurability

e. Certificate of insurance

**D. Guaranteed Automobile Protection Insurance**

**IV. WYOMING LAWS, RULES AND REGULATIONS COMMON TO ALL LINES OF INSURANCE**

**A. Insurance Commissioner**

1. Appointment

*Ref: 26-2-102*

2. General powers and duties

*Ref: 26-2-109 and 110*

3. Examinations

*Ref: 26-2-116 and 117*

4. Orders and hearings

*Ref: 16-3-103, 26-2-111 and 112, 26-1-107, 26-2-130*

5. Penalties

*Ref: 26-1-107, 26-2-112, 26-9-211*

**B. Definitions**

*Ref: 26-1-102; 26-3-101, 26-3-105, 26-29-201,*

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1. Domestic company

2. Foreign company

3. Alien company

4. Stock and mutual companies and reciprocals

5. Reciprocal

6. Fraternal benefit society
  7. Certificate of authority
  8. Authorized vs. unauthorized insurers
- C. Licensing**
1. Persons required to be licensed
    - a. Producer/business entity  
*Ref: 26-9-203, 26-9-206, 26-9-207, 26-29-233*
    - b. Producer acting as broker  
*Ref: 26-1-102, 26-9-224 and 225*
    - c. Consultant  
*Ref: 26-9-220, Reg. Ch. 18, 26-9-231*
    - d. Limited lines  
*Ref: 26-9-202*
    - e. Surplus lines broker  
*Ref: 26-9-208, 26-11-103, 26-11-112*
    - f. Nonresident  
*Ref: 26-9-208, 215, 230*
    - g. Temporary license  
*Ref: 26-9-210*
  2. Agent appointment/termination of contract  
*Ref: 26-9-213 and 214*
  3. Obtaining a license
    - a. Qualifications  
*Ref: 26-9-206, Reg. Ch. 18*
    - b. Exemptions/exceptions  
*Ref: 26-9-204, 26-9-209*
    - c. License denial  
*Ref: 26-9-211*
  4. Maintaining a license
    - a. Continuing education  
*Ref: 26-9-231, Reg. Ch. 20*
    - b. Change of address  
*Ref: 26-9-207, 26-9-228*
    - c. Fees/renewal/reinstatement  
*Ref: 26-9-207; 26-4-101*
    - d. License expiration/termination  
*Ref: 26-9-207, 26-9-232*
    - e. Suspension or revocation of licenses  
*Ref: 26-9-211*
    - f. Reporting of actions  
*Ref: 26-9-216*
    - g. Penalties  
*Ref: 26-1-107*
- D. Producer responsibilities**
1. Fiduciary capacity  
*Ref: 26-9-229, Reg. Ch. 46*
    - a. Premium accountability
    - b. Separate account requirements
  2. Commissions and compensation  
*Ref: 26-9-212*
  3. Place of business of licensees/display of licenses/records  
*Ref: 26-9-228*
  4. Agency vs. individual licensee
- E. Unfair trade practices**
1. Boycott, coercion, intimidation  
*Ref: 26-13-108*
  2. Controlled business  
*Ref: 26-9-226*
  3. Defamation

- Ref: 26-13-107*
  4. False advertising  
*Ref: 26-13-103, 104*
  3. False financial statements  
*Ref: 26-13-106*
  6. Fraud  
*Ref: 26-13-201 and 202*
  7. Misrepresentation  
*Ref: 26-13-103*
  8. Rebates/illegal inducements  
*Ref: 26-13-110, 112*
  9. Unfair discrimination  
*Ref: 26-13-109, 112(c)*
  10. Twisting (Life and AH only)  
*Ref: 26-13-105*
  11. Unfair claims settlement practices  
*Ref: 26-13-124*
- F. Wyoming Insurance Guaranty Association**  
*Ref: 26-31-103, 26-31-106; 26-42-116(a); Reg. Ch. 43*
- G. Consumer privacy regulation**  
*Ref: Reg. Ch. 54*

**WYOMING CROP PRODUCER -  
CONTENT OUTLINE**  
*(60 scoreable questions)*

- I. GENERAL INSURANCE TERMS AND CONCEPTS**
- A. Actual cash value
  - B. Assignment
  - C. Binder
  - D. Coinsurance
  - E. Hazard
  - F. Indemnity
  - G. Insurable interest
  - H. Insuring Agreement
  - I. Limits of Liability
  - J. Loss
    1. Direct
    2. Indirect
  - K. Negligence
  - L. Occurrence
  - M. Peril
  - N. Pro-rata liability
  - O. Risk
  - P. Subrogation
  - Q. Tort Law
  - R. Crop Hail organizations
  - S. Federal Crop Act
- II. CROP INSURANCE**
- A. Policy rates
  - B. Coverages available
  - C. Policy provisions
    1. NCIS general provisions
    2. NCIS Special provisions
  - D. Liability
  - E. Claim Settlement Practices
    1. Representative Area
      - a. Site testing

- b. Standard measures
- c. Location
- 2. Notice of loss
- 3. Insured's duties
- 4. Agent's duties
- 5. Percentage plan
- 6. Arbitration and appraisal
- 7. Loss payment

**F. Cancellation and nonrenewal**

**G. NCIS policies**

**III. MULTIPLE PERIL CROP INSURANCE**

**A. Fundamentals of Multiple Peril Crop Insurance**

**MPCI**

- 1. Actual Production History (APH)
- 2. Production Reporting
- 3. Acreage Reporting
- 4. Important Dates
- 5. Written Agreements
- 6. High Risk Land
- 7. Actuarial Documents
- 8. Insured Eligibility
- 9. Units
- 10. Coverage Levels
- 11. Administrative Fees
- 12. .... Life of the Policy
- 13. Yield/Revenue Guarantees

**B. Plans of Insurance**

- 1. Actual Production History (APH)
  - a. Buy-up Coverage
  - b. Catastrophic Risk Protection Endorsement (CAT)
- 2. Yield Protection (YP)
- 3. Revenue Protection (RP)
- 4. Group Risk Plan (GRP)
- 5. Group Risk Income Protection (GRIP)
- 6. Livestock Risk Protection (LRP)
- 7. Livestock Gross Margin (LGM)

**C. Policy Provisions**

- 1. Common/Basic Provisions
- 2. Coarse Grains Provisions
  - a. Replant
  - b. Prevented Planting
  - c. Late Planting
- 3. Catastrophic Risk Protection Endorsement (CAT)

**D. Claims**

- 1. Covered Perils
- 2. Loss Reporting Requirements
- 3. Duties after a Loss

**IV. WYOMING LAWS, RULES, AND REGULATIONS PERTINENT TO CROP INSURANCE**

**A. Insurance Commissioner**

- 1. Appointment  
*Ref: 26-2-102*
- 2. General powers and duties  
*Ref: 26-2-109, 26-2-110, 26-9-206*

- 3. Examinations  
*Ref: 26-2-116 and 117*
- 4. Orders and hearings  
*Ref: 16-3-103, 26-2-111 and 112, 26-2-130*
- 5. Penalties  
*Ref: 26-1-107, 26-2-112, 26-9-211*

**B. Licensing**

- 1. Persons required to be licensed
  - a. Producer/business entity  
*Ref: 26-9-203, 26-9-206, 26-9-207*
  - b. Limited lines and crop definitions  
*Ref: 26-9-202*
  - c. Nonresident license  
*Ref: 26-9-208 and 215*
  - d. Temporary license  
*Ref: 26-9-210*
- 2. Agent appointment/termination of contract  
*Ref: 26-9-213 and 214*
- 3. Obtaining a license
  - a. Qualifications  
*Ref: 26-9-206*
  - b. Exemptions/exceptions  
*Ref: 26-9-204, 26-9-209*
  - c. License denial  
*Ref: 26-9-211*
- 4. Maintaining a license
  - a. Continuing education  
*Ref: 26-9-231, Reg. Ch. 20*
  - b. Change of address  
*Ref: 26-9-207 and 26-9-228*
  - c. Fees/renewal/reinstatement  
*Ref: 26-9-207, 26-4-101*
  - d. License expiration/termination  
*Ref: 26-9-207, 26-9-232*
  - e. Suspension or revocation of licenses  
*Ref: 26-9-211*
  - f. Reporting of actions  
*Ref: 26-9-216*
  - g. Penalties  
*Ref: 26-1-107*

**C. Producer responsibilities**

- 1. Fiduciary capacity  
*Ref: 26-9-229, Reg. Ch. 31 and Ch. 46*
  - a. Premium accountability
  - b. Separate account requirements
- 2. Commissions and compensation  
*Ref: 26-9-212*
- 3. Place of business of licensees/display of licenses/records  
*Ref: 26-9-228*
- 4. Agency vs. individual licensee

**D. Unfair trade practices**

- 1. Boycott, coercion, intimidation  
*Ref: 26-13-108*
- 2. Controlled business  
*Ref: 26-9-226*
- 3. Defamation  
*Ref: 26-13-107*
- 4. Misrepresentation and false advertising  
*Ref: 26-13-103*
- 5. False financial statements



- Ref: 26-13-106*
6. Fraud  
*Ref: 26-13-201 and 202*
  7. Rebates/illegal inducements  
*Ref: 26-13-110, 26-13-111, 26-13-112*
  8. Unfair discrimination  
*Ref: 26-13-109 and 26-13-112*
  9. Unfair claims settlement practices  
*Ref: 26-13-124, Reg. Ch. 33*