

# EXAMINATION CONTENT OUTLINES

## PROPERTY PRODUCER EXAMINATION

# of Items	Minimum Passing Score	Time Allowed
79	70% Correct	3.5 Hours

### CONTENT OUTLINE

<b>1.0 TYPES OF POLICIES (25 Items)</b>
<b>1.1 Personal Lines</b>
Dwelling and contents (DP forms)
Homeowners (HO forms)
Mobile Homes
<b>1.2 Commercial Lines</b>
Commercial property
Commercial building and personal property form
Causes of loss forms
Business income
Extra expense
Commercial Package Policy (CPP)
Equipment Breakdown Coverage
Businessowners Policy (BOP)
<b>1.3 Inland Marine</b>
Personal floaters
Commercial floaters
Nationwide Definition
<b>1.4 Others</b>
Flood
Earthquake
<b>2. INSURANCE TERMS AND RELATED CONCEPTS (14 Items)</b>
<b>2.1 Insurance</b>
<b>2.2 Insurable Interest</b>
<b>2.3 Risk</b>
<b>2.4 Hazard</b>
<b>2.5 Peril</b>
<b>2.6 Loss</b>
Direct
Indirect
<b>2.7 Proximate Cause</b>
<b>2.8 Deductible</b>
<b>2.9. Indemnity</b>

<b>2.10 Actual Cash Value</b>
<b>2.11 Replacement Cost</b>
<b>2.12 Limits of Liability</b>
<b>2.13 Coinsurance/Insurance to Value</b>
<b>2.14 Accident</b>
<b>2.15 Occurrence</b>
<b>2.16 Cancellation</b>
<b>2.17 Nonrenewal</b>
<b>2.18 Vacancy and Un-occupancy</b>
<b>2.19 Liability</b>
<b>2.20 Negligence</b>
<b>3.0 POLICY PROVISIONS AND CONTRACT LAW (11 Items)</b>
<b>3.1 Declarations</b>
<b>3.2 Insuring agreement</b>
<b>3.3 Conditions</b>
<b>3.4 Exclusions</b>
<b>3.5 Definition of the insured</b>
<b>3.6 Duties of the insured</b>
<b>3.7 Obligations of the insurance company</b>
<b>3.8 Mortgagee rights</b>
<b>3.9 Proof of loss</b>
<b>3.10 Notice of claim</b>
<b>3.11 Appraisal</b>
<b>3.12 Other Insurance Provision</b>
<b>3.13 Assignment</b>
<b>3.14 Subrogation<sup>1</sup></b>
<b>3.15 Elements of a contract</b>
<b>3.16 Warranties, representations, and concealment</b>
<b>3.17 Binders</b>
<b>3.18 Sources of Insurability Information</b>
<b>3.19 Fair Credit Reporting Act</b>
<b>4.0 New Jersey Laws, Rules, and Regulations Common to Life, Accident and Health, Property, and Casualty Insurance (25 Items)</b>
<i>Ref: Title 17B and Title 17 refer to laws; Title 11 refers to regulations</i>
<b>4.1 State Regulatory Jurisdiction</b>
<i>Ref: Standard insurance textbook</i>
Legislation
State Laws
Court Action
Interpretations
Effect on Law and Policy Forms
Related Federal Laws and court Cases
Paul v. Virginia
US v. South-Eastern Underwriters Assoc.



McCarran-Ferguson Act/Public Law 15
Commissioner/Dept. of Banking and Insurance
Broad Powers of Commissioner
<i>Ref: 17:1-8.1, 17:1-15, 17:22A-45</i>
Notice and Hearing
<i>Ref: 17:22A-45, 17:1-16, 17:29B-6 thru 13</i>
Penalties
<i>Ref: 17:22A-40, 17: 22A-45</i>
<b>4.2 Definitions</b>
Insurance-related conduct
<i>Ref: 11:17-1.2</i>
Domestic, foreign, and alien companies
<i>Ref: 17B:17-7</i>
Stock and mutual
<i>Ref: 17B:18-2,3</i>
Reinsurance
<i>Ref: 17B:18-62</i>
Certificate of authority
<i>Ref: 17B:17-10,12</i>
A producer acting as:
<i>Ref: 17:22A-28</i>
Insurance Agent
<i>Ref:11:17B-1.3</i>
Insurance Broker
<i>Ref: 11:17B-1.3</i>
Insurance Consultant
<i>Ref: 17:22A-28</i>
"Sell, Solicit, and Negotiate"
<b>4.3 Licensing</b>
Types of licenses/authorities/requirements
Producer
<i>Ref: 17:22A-29 ,32,33; 11:17-1.2, 2.2 thru 2.4, 2.6</i>
Business entity
<i>Ref: 17:22A-32,33; 11:7-2.2 thru 2.4, 2.6</i>
Nonresident
Producer
<i>Ref: 17: 22A-34 ;11:17-1.2, 2.2(b)</i>
Business Entity
<i>Ref: 17:22A-34</i>
Prelicensing requirements
<i>Ref: 11:17-2,11:17-3.5,3.7, 4</i>
Surplus lines
<i>Ref: 17: 22A-38</i>
Temporary work authority
<i>Ref: 11:17-2.1, 2.4</i>

Contractual relationships
Company/producer
<i>Ref: 22A-42; 11:17-2.9</i>
Producer employing another producer
<i>Ref: 11:17-2.9(b)</i>
Producer substituting for or taking over the business of a disabled/deceased producer
<i>Ref: 17: 22A-37; 11:17-2.10(c)</i>
Maintenance and duration of license
<i>Ref: 11:17-2.1, 2.5</i>
Renewal
<i>Ref: 11:17-25</i>
Certification of license status
<i>Ref: 11:17- 2.15 (c)</i>
License refusal/termination
Denial
<i>Ref: 11:17- 2.13; 17: 22A-40</i>
Cancellation/reinstatement
<i>Ref: 11:17-2.13</i>
Revocation/suspension
<i>Ref: 17: 22A-40 ; 17D:2.1, 2.5-2.7</i>
<b>4.4 Trade Practices</b>
Prohibited practices
<i>Ref: 17:29B-1 thru 14; 11:2-17</i>
Licensee responsibilities (Reporting information to the Department of Banking and Insurance)
Business names (including fictitious)
<i>Ref: 17: 22A-36; 11:17-1.2, 2.7; 11:17A-2.1</i>
Branch offices
<i>Ref: 11:17-1.2, 2.8</i>
Change of address
<i>Ref: 11:17-2.7(f), (g)</i>
Standards of conduct
<i>Ref: 11:17A thru 17D</i>
<b>4.5 Guaranty Associations</b>
<i>Ref: 17:30A</i>
<b>4.6Fraud</b>
<i>Ref: 17:33A</i>
<b>5.0 New Jersey Laws, Rules, and Regulations Pertinent to Property Insurance Only (4 Items)</b>
<i>Ref: Title 17 refers to laws</i>
<b>5.1 New Jersey Insurance Underwriting Association (FAIR Plan)</b>
<i>Ref: 17:37A-1 thru 27, FAIR Plan Manual, 11:1-5</i>
Purpose
Creation of association, membership
Application, contents, denial



Limits
Binding
Agent's authority and obligation
Rates
<b>5.2 Cancellation/Nonrenewal</b>
<i>Ref: 11:1-20, 22</i>
<b>5.3 Surplus Lines (homeowners and commercial lines)</b>
Certificate of diligent effort
<i>Ref: 11:1-33.2, 33.3</i>
Exportable list
<i>Ref: 11:1-34</i>
<b>5.4 Coastal properties and hurricane risk</b>
<i>Ref: 11:2-41-2</i>
<b>5.5 Workers' Compensation domestic employees coverage</b>

**References**

You may access all New Jersey Statutes at <http://www.njleg.state.nj.us/> Select "Statutes" from the left side list under the heading "Laws and Constitution".

OR

[http://lis.njleg.state.nj.us/cgi-bin/om\\_isapi.dll?clientID=147438&depth=2&expandheadings=off&headingswithhits=on&infobase=statutes.nfo&softpage=TOC\\_Frame\\_Pg42](http://lis.njleg.state.nj.us/cgi-bin/om_isapi.dll?clientID=147438&depth=2&expandheadings=off&headingswithhits=on&infobase=statutes.nfo&softpage=TOC_Frame_Pg42)

The New Jersey Administrative Code can be found at [www.lexisnexis.com](http://www.lexisnexis.com).

The Statutes and Administrative Code are available at all NJ State, County libraries, and most large libraries in New Jersey. Individuals may also make an appointment with the Department librarian to make copies at the states location in Trenton (a per page fee will be accessed for this service).

