

**LIFE – GENERAL KNOWLEDGE
CONTENT OUTLINE**

Product Knowledge, Terms, and Concepts

(50 scoreable questions 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
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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 (e.g., participating, non-participating)
12. Incontestability
13. Assignments
14. Suicide
15. Misstatement of age or gender
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5. Collecting the initial premium and issuing the receipt
6. Replacement
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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 legal contract
 - a. Consideration
 - b. Offer and Acceptance
 - c. Competent parties
 - d. Legal purpose
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 - a. Conditional
 - b. Unilateral
 - c. Adhesion
 - d. Aleatory

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- 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)

2. Nonresident/reciprocal producer
Ref: 33-17-401, 406 — 411; 33-17-201; 33-20-1303
3. Consultant
Ref: 33-17-501-505, 511—513
4. Administrator
Ref: 33-17-602 — 618
5. Continuing education
Ref: 33-17-1203 — 1207
6. Temporary licenses
Ref: 33-17-216 — 217
7. Eligibility for license
Ref: 33-17-201, 211
8. Suspension, revocation, and termination of licenses
Ref: 33-17-1001, 1002, 1004
9. Producer appointment/contract cancellation
Ref: 33-17-231 — 232, 236
10. Resident producer
Ref: 33-17-201, 220, 1005; 33-20-1303

- D. Unfair Trade Practices**
Ref: 33-18-101—1006
 1. False advertising
 2. Rebating
 3. Twisting
 4. Misrepresentation
 5. Defamation
 6. Excess fees/charges
Ref: 33-2-306, 33-15-102, 33-18-212
 7. Unfair discrimination
Ref: 33-18-206, 49-2-309; ARM 6.6.2101--2106
 8. Unfair claims practices
Ref: 33-1-1205; 33-18-201, 232

- E. Licensee Responsibilities**
 1. Fiduciary capacity
Ref: 33-17-1102
 2. Commission sharing
Ref: 33-17-1103
 3. Place of business/display of license/identification/recordkeeping
Ref: 33-17-1101
 4. Principal producer relationship
Ref: 28-10-101 — 704

- F. Rate and Form Regulations**
Ref: 33-1-501 — 502; 33-16-101 — 103, 201 — 204

- G. Life and Health Insurance Guaranty Association**
Ref: 33-10-201 — 205, 210, 224, 227

- H. Insurance Information & Privacy Protection Act**
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- I. Basic Contract Language**
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- J. Insurance Fraud protection Act**
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 2. Duties of producers
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**LIFE – MONTANA SPECIFIC
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State, Statutes, and Rules**

(36 scoreable plus 5 pretest questions)

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- A. Insurance Commissioner/Department**
 1. Broad powers and duties
Ref: 33-1-301 — 306; 33-18-1003 — 1005
 2. Examination of records
Ref: 33-1-311; 401-402, 408-411, 413; 33-17-1101
 3. Cease and desist orders
Ref: 33-1-313 — 316; 33-1-701, 705, 707, 711; 33-18-1004 — 1005
 4. Penalties
Ref: 33-1-317
- B. General Definitions**
 1. Domestic, foreign, alien
Ref: 33-1-201
 2. Insurance transactions
Ref: 33-1-201
 3. Authorized/unauthorized companies and certificate of authority
Ref: 33-1-201; 33-2-104
 4. Fraternal and their producers
Ref: 33-7-525; 33-7-105
- C. Licensing Requirements**
 1. Definitions
Ref: 33-17-102 — 103, 236

1. Life insurance policies
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 2. Annuities
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 3. Exempt contracts
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- C. Credit Life**
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- D. Group Life**
1. Eligible groups
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 2. Conversion/continuation rights
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 3. Standard/required provisions and coverages
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- E. Viaticals**
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**ACCIDENT & HEALTH – GENERAL
KNOWLEDGE
CONTENT OUTLINE**

Product Knowledge, Terms, and Concepts

(50 scoreable questions plus 5 pretest questions)

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- 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**
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 3. Health Maintenance Organizations (HMOs)
 4. Preferred Provider Organizations (PPOs)
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 6. Flexible Spending Accounts (FSAs)
 7. High Deductible Health Plans (HDHPs) and related Health Savings Accounts (HSAs)
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- D. Medicare supplement policies**
- E. Group insurance**
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 3. Cancer
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 12. Change of beneficiary
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 16. Relation of earnings to insurance
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 6. Waiver of premium
 7. Exclusions and limitations
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 9. Coinsurance
 10. Deductibles
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- 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.)**
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- J. Workers Compensation**
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 - 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

**ACCIDENT & HEALTH – MONTANA
SPECIFIC CONTENT OUTLINE
State, Statutes, and Rules**

(42 scoreable questions plus 5 pretest questions)

- I. MONTANA STATUTES AND RULES COMMON TO LIFE, DISABILITY (A&H) INSURANCE25
 - A. Insurance Commissioner/Department
 - 1. Broad powers and duties
Ref: 33-1-301 — 306; 33-18-1003 — 1005
 - 2. Examination of records
Ref: 33-1-311; 401- 402, 408-411, 413; 33-17-1101
 - 3. Cease and desist orders
Ref: 33-1-313 — 316, 701,705, 707, 711; 33-18-1004 — 1005
 - 4. Penalties
Ref: 33-1-317
 - B. General Definitions
 - 1. Domestic, foreign, alien
Ref: 33-1-201
 - 2. Insurance transactions
Ref: 33-1-201
 - 3. Authorized/unauthorized companies and certificate of authority
Ref: 33-1-201; 33-2-104
 - 4. Fraternal and their producers
Ref: 33-7-525; 33-7-105
 - C. Licensing Requirements
 - 1. Definitions
Ref: 33-17-102 — 103, 236, 241 —244
 - 2. Nonresident/reciprocal producer
Ref: 33-17-401, 406 — 411; 33-17-201; 33-20-1303
 - 3. Consultant
Ref: 33-17-501, 505, 511 — 513
 - 4. Administrator

- Ref: 33-17-602 — 618*
- 5. Continuing education
Ref: 33-17-1203 — 1207
- 6. Temporary licenses
Ref: 33-17-216 — 217
- 7. Eligibility for license
Ref: 33-17-201, 211
- 8. Suspension, revocation, and termination of licenses
Ref: 33-17-1001, 1002, 1004
- 9. Producer appointment/contract cancellation
Ref: 33-17-231 — 232, 236
- 10. Resident producer
Ref: 33-17-201, 220, 1005
- D. Unfair Trade Practices
Ref: 33-18-101—1006
 - 1. False advertising
 - 2. Rebating
 - 3. Twisting
 - 4. Misrepresentation
 - 5. Defamation
 - 6. Excess fees/charges
Ref: 33-2-306, 33-15-102, 33-18-212
 - 7. Unfair claims practices
Ref: 33-1-1205; 33-18-201, 232
- E. Licensee Responsibilities
 - 1. Fiduciary capacity
Ref: 33-17-1102
 - 2. Commission sharing
Ref: 33-17-1103
 - 3. Place of business/recordkeeping
Ref: 33-17-1101
 - 4. Principal producer relationship
Ref: 28-10-101 — 704
- F. Rate and Form Regulations
Ref: 33-1-501 — 502; 33-16-101 — 103, 201 — 204
- G. Life and Health Insurance Guaranty Association
Ref: 33-10-201 — 205, 210, 224, 227
- H. Insurance Information & Privacy Protection Act
Ref: 33-19-102 — 409
- I. Basic Contract Language
Ref: 33-15-101 — 103
- J. Insurance Fraud protection Act
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 - 2. Disabled dependents
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 - 3. Continuation of coverage
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 - 4. Maternity
Ref: 49-2-309 MCA (Human Rights Div.), ARM 6.6.2104
 - 5. Home health care
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 - 6. Mental illness, alcoholism, and drug abuse treatment
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- 8. Explanation of charges

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- 9. Continuity of coverage

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- 10. Disclosure standards

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- 11. Elder Abuse Prevention Act

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E. Health Service Corporations

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- 1. Credit Disability

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- 2. Blanket Disability

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G. Preferred Provider Agreements Act

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H. Freedom of Choice in Selection of Practitioners

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- 1. Activities of daily living

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- 3. Pre-existing conditions

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- 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

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- 2. Mobile Homes

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- 1. Pure vs. Speculative Risk

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- 2. Morale

- 3. Physical

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- 2. Indirect

G. Loss Valuation

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- 2. Replacement cost

- 3. Market value

- 4. Stated/agreed value

- 5. Salvage value

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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

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

(50 scoreable questions plus 5 pretest questions)

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- 2. HO-3

- 3. HO-4

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

**PROPERTY – MONTANA SPECIFIC
CONTENT OUTLINE
States, Statutes, and Rules**

(32 scoreable questions plus 5 pretest questions)

**I. MONTANA STATUTES AND RULES COMMON TO
PROPERTY AND CASUALTY INSURANCE25**

A. Insurance Commissioner/Department

- 1. Broad powers and duties
Ref: 33-1-301 — 306; 33-18-1003 — 1005
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Ref: 33-1-313 — 316; 33-1-701 — 711
- 4. Penalties
Ref: 33-1-317; 33-18-1004 — 1005

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- 1. Domestic, foreign, alien
Ref: 33-1-201
- 2. Insurance transactions
Ref: 33-1-201
- 3. Authorized/unauthorized companies and certificate of authority
Ref: 33-1-201; 33-2-104
- 4. Fraternal and their producers
Ref: 33-7-105, 525

C. Licensing Requirements

- 1. Definitions
Ref: 33-17-102 — 103, 236
- 2. Nonresident/reciprocal producer
Ref: 33-17-201, 401, 406 — 411; 33-20-1303
- 3. Consultant
Ref: 33-17-501 — 505, 511 — 513
- 4. Administrator
Ref: 33-17-602 — 618
- 5. Surplus lines producer
Ref: 33-2-301
- 6. Continuing education
Ref: 33-17-1203 — 1207

- 7. Adjuster
Ref: 33-17-301; ARM 6.6.1601 — 1616
- 8. Premium financing
Ref: 33-14-102 — 305
- 9. Temporary licenses
Ref: 33-17-216 — 217
- 10. Eligibility for license
Ref: 33-17-201, 211
- 11. Suspension, revocation, and termination of licenses
Ref: 33-17-1001, 1002, 1004
- 12. Producer appointment/contract cancellation
Ref: 33-17-231 — 232, 236
- 13. Resident producer
Ref: 33-17-201; 33-17-220, 1005

D. Unfair Trade Practices

- Ref: 33-18-101–1006*
- 1. False advertising
 - 2. Rebating
 - 3. Twisting
 - 4. Misrepresentation
 - 5. Defamation
 - 6. Excess fees/charges
Ref: 33-2-306, 33-15-102, 33-18-212
 - 7. Unfair discrimination
Ref: 49-2-309; ARM 6.6.1201 — 1203
 - 8. Unfair claims practices
Ref: 33-1-1205; 33-18-201, 232

E. Licensee Responsibilities

- 1. Fiduciary capacity
Ref: 33-17-1102
- 2. Commission sharing
Ref: 33-17-1103
- 3. Place of business/recordkeeping
Ref: 33-17-1101
- 4. Principal producer relationship
Ref: 28-10-101 — 704

F. Rate and Form Regulations

Ref: 33-1-501 — 502; 33-16-101 — 103, 201 — 204

G. Montana Insurance Guaranty Association

Ref: 33-10-101 — 105, 115 — 117

H. Insurance Information & Privacy Protection Act

Ref: 33-19-102 — 409

I. Basic Contract Language

Ref: 33-15-101 — 103

J. Insurance Fraud protection Act

Ref: 33-1-1201 — 1211

**II. MONTANA STATUTES AND RULES COMMON TO
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B. Surplus Lines Insurance

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- 2. Specific valuation
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- 3. Valued Policy Law
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B. Inland/Ocean Marine Insurance

- 1. Defined
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- 2. Exceptions
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C. Daycare/Homeowners

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**CASUALTY – GENERAL KNOWLEDGE
CONTENT OUTLINE**

Product Knowledge, Terms, and Concepts

(50 scoreable questions plus 5 pretest questions)

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 - b. Products and Completed Operations
- 2. Coverage
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 - 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

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 - 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
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 - 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 Named 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

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- 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

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

S. Compliance with provisions of Fair Credit Reporting Act

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- B. Insuring agreement**
- C. Conditions**
- D. Exclusions and Limitations**
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- 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)**

- Ref: 33-17-301; ARM 6.6.1601 — 1616*
- 8. Premium financing
Ref: 33-14-102 — 305
- 9. Temporary licenses
Ref: 33-17-216 — 217
- 10. Eligibility for license
Ref: 33-17-201, 211
- 11. Suspension, revocation, and termination of licenses
Ref: 33-17-1001, 1002, 1004
- 12. Producer appointment/contract cancellation
Ref: 33-17-231 — 232, 236
- 13. Resident producer
Ref: 33-17-201; 33-17-220, 1005

D. Unfair Trade Practices

- Ref: 33-18-101—1006*
- 1. False advertising
- 2. Rebating
- 3. Twisting
- 4. Misrepresentation
- 5. Defamation
- 6. Excess fees/charges
Ref: 33-2-306, 33-15-102, 33-18-212
- 7. Unfair discrimination
Ref: 49-2-309; ARM 6.6.1201 — 1206
- 8. Unfair claims settlement practices
Ref: 33-1-1205; 33-18-201, 232

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- 1. Fiduciary capacity
Ref: 33-17-1102
- 2. Commission sharing
Ref: 33-17-1103
- 3. Place of business/recordkeeping
Ref: 33-17-1101
- 4. Principal producer relationship
Ref: 28-10-101 — 704

F. Rate and Form Regulations

Ref: 33-1-501 — 502; 33-16-101 — 103, 201 — 204

G. Montana Insurance Guaranty Association

Ref: 33-10-101 — 105, 115 — 117

H. Insurance Information & Privacy Protection Act

Ref: 33-19-102 — 409

I. Basic Contract Language

Ref: 33-15-101 — 103

J. Insurance Fraud protection Act

Ref: 33-1-1201 — 1211

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A. Cancellation/Nonrenewal

Ref: 33-15-1101 — 1107, 1111, 1121; 33-23-401

B. Surplus Lines Insurance

Ref: 33-2-301 — 306, 308, 310 — 311, 313, 317

C. Montana Use of Credit Information in Personal Insurance

Ref: 33-18-601 — 611

III. MONTANA STATUTES AND RULES PERTINENT TO CASUALTY INSURANCE ONLY.....9-10

A. Casualty Insurance defined

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B. Automobile Insurance/Financial Responsibility

Ref: MCA 61-6-101 — 103, 124 — 139, 151, 201

- 1. Required limits BI/PD

**CASUALTY – MONTANA SPECIFIC
CONTENT OUTLINE
State, Statute, and Rules**

(37 scoreable questions plus 5 pretest questions)

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A. Insurance Commissioner/Department

- 1. Broad powers and duties
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- 2. Examination of records
Ref: 33-1-311; 401 — 402, 408-411, 413; 33-17-1101
- 3. Cease and desist orders
Ref: 33-1-313 — 316, 701, 705, 707, 711
- 4. Penalties
Ref: 33-1-317; 33-18-1004 — 1005

B. General Definitions

- 1. Domestic, foreign, alien
Ref: 33-1-201
- 2. Insurance transactions
Ref: 33-1-201
- 3. Authorized/unauthorized companies and certificate of authority
Ref: 33-1-201; 33-2-104
- 4. Fraternal and their producers
Ref: 33-7-105, 525

C. Licensing Requirements

- 1. Definitions
Ref: 33-17-102 — 103, 236
- 2. Nonresident/reciprocal producer
Ref: 33-17-401, 406 — 411; 33-17-201
- 3. Consultant
Ref: 33-17-501 — 505, 511- 513
- 4. Administrator
Ref: 33-17-602 — 618
- 5. Surplus lines producer
Ref: 33-2-301
- 6. Continuing education
Ref: 33-17-1203 — 1207
- 7. Adjuster

Ref: 33-23-203 — 204; MCA 61-6-301 — 304

2. Uninsured Motorists-defined

Ref: 33-23-201

3. Mature defensive Driving Act

Ref: 33-16-221 — 225

4. Comparative negligence

Ref: 27-1-701 — 702

5. Cancellation/nonrenewal

Ref: 33-23-211 — 217

6. Prohibited discrimination

Ref: 33-18-210

7. Good Driver Discount

Ref: 33-18-210

C. Assigned Risk/Auto Insurance Plan

Ref: MCA 61-6-144

D. Worker's Compensation

1. Plan 1, 2, and 3

Ref: 39-71-116 — 119, 401, 405 — 409, 411 — 413, 501, 503

2. Claims and benefits

Ref: 39-71-601 — 613, 701 — 704, 708, 712, 721, 725, 736

E. Professional Liability Insurance

Ref: 33-9-101, 33-23-301 — 302

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(30 scoreable questions)

I. MONTANA STATUTES AND RULES PERTINENT TO ALL LINES OF INSURANCE 16

A. Insurance Commissioner/Department

1. Broad powers and duties

Ref: 33-1-301 — 306; 33-18-1003 — 1005

2. Examination of records

Ref: 33-1-311, 401 — 402, 408-411, 413; 33-17-1101

3. Notice of hearings

Ref: 33-1-313 — 316; 33-1-318; 33-1-701, 705, 707, 711; 33-18-1004 — 1005

4. Penalties

Ref: 33-1- 317

B. General Definitions

1. Authorized/unauthorized companies and certificate of authority

Ref: Ref: 33-1-201; 33-2-104

2. Insurance transaction/policies

Ref: 33-1-201

C. Licensing Requirements

1. Definitions

Ref: 33-17-102 — 103, 236

2. Eligibility for license

Ref: 33-17-201, 211

3. Suspension, revocation, and termination of licenses

Ref: 33-17-1001, 1002, 1004

4. Producer appointment/contract cancellation

Ref: 33-17-231 — 232, 236

D. Unfair Trade Practices

Ref: 33-18 - 101--1006

1. False advertising

2. Rebating

3. Misrepresentation

4. Unfair discrimination

Ref: ARM 6.6.1201-1206; 49-2-309; 33-18-206

5. Unfair claims practices

Ref: 33-1-1205; 33-18-201, 232

6. Penalties

Ref: 33-18-1004, 1005

E. Rate and Form Regulation

Ref: 33-1-501 — 502; 33-16-101 — 103, 201— 204

F. Life and Health Insurance Guaranty Fund

Ref: 33-10-201 — 205, 224, 227

II. MONTANA STATUTES AND RULES PERTINENT TO CREDIT LIFE AND DISABILITY INSURANCE.....14

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Ref: 33-1-216, 217; 33-21-102 — 207 ; ARM 6.6.1101,— 1111

B. Credit Disability Insurance, Mortgage Insurance, GAP, IUI

Ref: 33-1-216, 217, 219; ARM 6.6.1103—1111

MONTANA TITLE INSURANCE CONTENT OUTLINE

(35 scoreable questions)

I. MONTANA STATUTES AND RULES COMMON TO ALL LINES OF INSURANCE.....10

A. Insurance Commissioner/Department

1. Broad powers and duties

Ref: 33-1-301 — 306; 33-18-1003 — 1005

2. Examination of records

Ref: 33-1-311, 401 — 402, 408-411, 413, 33-17-1101

3. Cease and desist orders

Ref: 33-1-313 — 316, 318; 33-1-701, 705, 707, 711

4. Penalties

Ref: 33-1- 313, 317

B. Licensing Requirements

1. Eligibility for license

Ref: 33-17-201 — 211

2. Suspension, revocation, and termination of licenses

Ref: 33-17-1001, 1002,1004; 33-25-401

C. Unfair Trade Practices

1. False advertising

Ref: 33-18-202 — 203

2. Rebating

Ref: 33-18-210; 33-25-401; ARM 6.6.2203

3. Twisting

Ref: 33-18-204

4. Misrepresentation

Ref: 33-18-202, 205

5. Defamation

Ref: 33-18-302

6. Unfair claims practices

Ref: 33-18-201, 232

7. Boycot, coercion, and intimidation

Ref: 33-18-303

8. Other prohibited practices

Ref: 33-25-202, 401 — 403

9. Penalties

Ref: 33-18-233, 1004 — 1005; 33-25-402

D. Place of Business/Recordkeeping

Ref: 33-17-1101; 33-25-214, 216; ARM 6.6.2202(14)

E. Rates

Ref: 33-25-105, 212

F. Montana Insurance Guaranty Fund

Ref: 33-2-517, 1303; 33-25-211

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A. Definitions

Ref: 33-24-105

B. Powers and Duties of Title Insurance Companies

Ref: 33-25-201, 213 — 216; ARM 6.6.2201

C. Escrow, Closing, or Settlement Services

Ref: ARM 6.6.2202

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Ref: Standard insurance textbooks and policies

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2. Encroachment
3. Endorsement
4. Deed
 - a. Quitclaim deed
 - b. Deed on conveyance
 - c. Deed of trust
5. Lien
6. Tenancy in common
7. Riparian rights
8. Mortgagor/mortgagee
9. Subrogation
10. Fee simple
11. Simultaneous issue
12. Title defect
13. Real property
14. Survey of property
15. Easement

B. Agent/Title Organizations

C. Premium Payments

D. Loss Payments

E. Description of a Property

F. Types of Title Policies (standard and extended coverages)

1. Owner's policy
2. Standard Title policy
3. Lender's policy

G. Policy Contents

1. Provisions
2. Exclusions
3. Exceptions
4. Covered risks
5. Schedule A
6. Schedule B-II

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. Boiler and machinery coverage forms
4. Businessowners Policy (BOP)

C. Inland marine

1. Personal floaters
2. Commercial floaters
3. Valuable Papers

D. Additional coverages and exclusions

1. Flood
2. Personal Watercraft
3. Commercial Ocean Marine
4. Business Interruption
5. Time Element
6. Ordinance and Law
7. Valuable Paper and Records

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1. Premises and operations liability
2. Products and completed operations liability
3. Contractual liability
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5. Owners and contractors protective liability

B. Automobile: personal (family) auto and business (commercial) auto

1. Liability
2. Physical damage (collision and comprehensive)
3. Uninsured motorists
4. Underinsured motorists
5. Named insureds
6. Insureds
7. Owned automobile
8. Nonowned automobile
9. Temporary substitute auto

C. Commercial crime

1. Coverage forms
 - a. Theft, disappearance, and destruction
 - b. Robbery and safe burglary
 - c. Premises burglary
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A. Types of bonds

Ref: 33-1-211; 33-26-101 — 108

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2. Contract
3. Maintenance
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B. Parties to a bond

1. Principal
2. Obligee
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B. Insurable interest

C. Risk

**MONTANA ADJUSTER
CONTENT OUTLINE**

(88 scoreable questions)

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A. Personal lines

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2. Personal liability
3. Homeowners (HO forms)
4. Mobile Homes

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1. Direct		3. Definitions	<i>Ref.:33-17-301, ARM 6.6.1611</i>
2. Indirect		C. Trade practices	
G. Proximate cause		1. Unfair claims practices	<i>Ref.: 33-18-201, 1205</i>
H. Deductible		2. Claim settlement practices	<i>Ref.: 33-18-232 — 233</i>
I. Indemnity		3. Misrepresentation	<i>Ref.: 33-18-202</i>
J. Actual cash value		4. Unfair discrimination	<i>Ref.: 33-18-210</i>
K. Fair market value		D. Montana Insurance Guaranty Association	<i>Ref.:33-10-101 — 105, 115 — 117</i>
L. Replacement cost		E. Insurance Information & Privacy Protection Act	<i>Ref.:33-19-102 — 409</i>
M. Other Insurance		F. Basic contract language	<i>Ref.:33-15-101 — 103</i>
N. Coinsurance/Insurance to value		G. Insurance Fraud Protection Act	<i>Ref.:33-1-1201 — 1211</i>
O. Pair and set clause		H. Premium financing	<i>Ref.:33-14-301, 303, 304</i>
P. Extensions of coverage		VII. MONTANA STATUTES AND RULES PERTINENT TO PROPERTY INSURANCE ONLY..... 8	
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R. Accident		1. Defined	<i>Ref.: 33-1-210</i>
S. Occurrence		2. Specific valuation	<i>Ref.: 33-24-101 — 103</i>
T. Cancellation		3. Valued Policy Law	<i>Ref.: 33-24-102 — 103</i>
U. Nonrenewal		B. Inland/Ocean Marine Insurance	
V. Vacancy and unoccupancy		1. Defined	<i>Ref.: 33-1-209, 221 — 228</i>
W. Right of salvage		2. Exceptions	<i>Ref.: 33-1-229</i>
X. Abandonment		C. Cancellation/Nonrenewal	<i>Ref.: 33-15-1101 — 1107, 1111, 1121; 33-23-401</i>
Y. Liability		D. Daycare/Homeowners	<i>Ref.: 33-15-1103, 1111</i>
Z. Negligence		VIII. MONTANA STATUTES AND RULES PERTINENT TO CASUALTY INSURANCE ONLY..... 8	
AA.Robbery		A. Casualty Insurance defined	<i>Ref.: 33-1-206</i>
BB.Burglary		B. Automobile Insurance/Financial Responsibility	<i>Ref.:MCA 61-6-101 — 103, 124 — 139, 151, 201</i>
CC.Tariff liability		1. Required limits BI/PD	<i>Ref.: 33-23-203 — 204; MCA 61-6-301 — 304</i>
DD. Independent Adjuster		2. Uninsured Motorists-defined	<i>Ref.: 33-23-201</i>
V. POLICY PROVISIONS AND CONTRACT LAW.....14		3. Mature defensive Driving Act	<i>Ref.: 33-16-221 — 225</i>
A. Declarations		4. Comparative negligence	<i>Ref.: 27-1-701 — 702</i>
B. Insuring agreement		5. Cancellation/nonrenewal	<i>Ref.: 33-23-211 — 217</i>
C. Conditions		C. Professional liability insurance	
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. Assignment			
N. Subrogation			
O. Arbitration			
P. Elements of a contract			
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R. Binders			
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2. Examination of records	<i>Ref.:33-1-401-402, 408-411, 413</i>		
3. Investigations/Notice of hearing	<i>Ref.:33-1-701</i>		
4. Penalties	<i>Ref.:33-1- 317; 33-18-1003 — 1005</i>		

**LIFE AND DISABILITY CONSULTANT
CONTENT OUTLINE**
Product Knowledge, Terms, and Concepts

(100 scoreable questions)

Ref.: Unless otherwise indicated, Suggested courses: The American College Courses (HS 311, 323, 324, 330,331). Other standard insurance texts may be used.

I. TYPES OF LIFE POLICIES

A. Traditional whole life products

1. Ordinary (straight) life
2. Limited-pay and single-premium life
3. Modified whole life
4. Adjustable life

B. Interest-sensitive life products

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

C. Term life

1. Level, decreasing, and increasing term
2. Special features
 - a. Renewable
 - b. Convertible
 - c. Reentry

D. Annuities

1. Single, level, and flexible premium
2. Immediate and deferred
3. Fixed and variable
4. Refund

E. Endowment

F. Combination plans and variations

1. Juvenile
2. Joint life
3. Survivorship life

II. POLICY RIDERS, PROVISIONS, OPTIONS, AND EXCLUSIONS

A. Policy riders

1. Waiver of premium
2. Guaranteed insurability
3. Accidental death and/or accidental death and dismemberment
4. Term riders
5. Other insureds (e.g., spouse, children, nonfamily)

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. Changes
 - d. Common disaster
7. Premium Payment
 - a. Modes
 - b. Grace period
 - c. Automatic premium loan

- d. Level or flexible
8. Reinstatement
9. Policy loans, withdrawals, partial surrenders
10. Nonforfeiture options
11. Dividends and dividend options
12. Incontestability
13. Assignments
14. Suicide
15. Misstatement of age
16. Settlement options

C. Policy exclusions

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

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

B. Underwriting

1. Insurable interest
2. Medical information and consumer reports
3. Fair Credit Reporting Act
4. Risk classification
5. Calculations (ex. human life value)

C. Delivering the policy

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

IV. TAXES, RETIREMENT, AND OTHER INSURANCE CONCEPTS

A. Third-party ownership

B. Group life insurance

1. Conversion privilege
2. Contributory vs. noncontributory

C. Retirement plans

1. Tax-qualified plans
2. Nonqualified plans

D. Business insurance (e.g., key employee, buy and sell agreement, split-dollar, etc.)

E. Social Security benefits and taxes

F. Tax treatment of insurance premiums, proceeds, dividends

1. Individual life
2. Group life
3. Gifts
4. Modified Endowment Contracts (MECs)
5. Tax Sheltered Annuity (TSAs)

G. Accelerated Death Benefits—Living Benefits

V. TYPES OF HEALTH/DISABILITY POLICIES

A. Disability income

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

B. Accidental death and dismemberment

C. Medical expense insurance

1. Basic hospital, medical, and surgical policies
2. Major medical policies
3. Comprehensive major medical policies

- 4. Health Maintenance Organizations (HMOs)
 - 5. Preferred provider organizations (PPOs)
 - 6. Multiple Employer Trusts (METs)
 - 7. Multiple Employer Welfare Association (MEWAs)
 - 8. Service organizations (Blue Plans)
 - D. Medicare supplement policies**
 - E. Group insurance**
 - 1. Group conversion
 - 2. Differences between individual and group contracts
 - 3. General concepts
 - 4. COBRA
 - 5. HIPPA
 - F. Long Term Care**
- VI. POLICY PROVISIONS, CLAUSES, AND RIDERS**
- A. Mandatory 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
 - B. Optional provisions**
 - 1. Change of occupation
 - 2. Misstatement of age
 - 3. Illegal occupation
 - C. Other provisions and clauses**
 - 1. Insuring clause
 - 2. Free look (10-day, 20-day, etc.)
 - 3. Consideration clause
 - 4. Probationary period
 - 5. Elimination period
 - 6. Waiver of premium
 - 7. Exclusions
 - 8. Preexisting conditions
 - 9. Recurrent disability
 - 10. Coinsurance
 - 11. Deductibles
 - 12. Assignment
 - D. Riders**
 - 1. Impairment rider
 - 2. Guaranteed insurability rider
 - 3. Multiple indemnity rider (double, triple)
 - E. Rights of renewability**
 - 1. Noncancelable
 - 2. Cancelable
 - 3. Guaranteed renewable
 - 4. Conditionally renewable
 - 5. Optionally renewable
 - 6. Period of time
- VII. SOCIAL INSURANCE**
- A. Medicare**
 - 1. Primary, secondary payor
 - B. Medicaid**
 - C. Social Security benefits**
- VIII. OTHER INSURANCE CONCEPTS**
- A. Total, partial, and residual disability**
 - B. Owner's rights**
 - C. Dependent children benefits**
 - D. Primary and contingent beneficiaries**
 - E. Modes of premium payments (annual, semiannual, etc.)**
 - F. Nonduplication and coordination of benefits (e.g., primary vs. excess)**
 - G. Occupational vs. nonoccupational**
 - H. Tax treatment of premiums and proceeds of insurance contracts (e.g., disability income and medical expenses, etc.)**
 - I. Managed care**
- IX. FIELD UNDERWRITING PROCEDURES**
- A. Completing application and obtaining necessary signatures**
 - B. Explaining sources of insurability information (e.g., MIB Report, Fair Credit Reporting Act, etc.)**
 - C. Upon payment of initial premium, giving prospect conditional receipt and explaining the effect of that receipt (e.g., medical examination, etc.)**
 - D. Submitting application (and initial premium if collected) to company for underwriting**
 - E. Assuring delivery of policy to client**
 - F. Explaining policy and its provisions, riders, exclusions, and ratings to clients**
 - G. In cases where initial premium did not accompany application, obtaining signed statement of continued good health and obtaining premium for transmittal**
 - H. Contract law**
 - 1. Requirements of a contract
 - 2. Insurable interest
 - 3. Warranties and representations
 - 4. Unique aspects of the health contract
 - a. Conditional
 - b. Unilateral
 - c. Adhesion
- X. MONTANA STATUTES AND RULES PERTINENT TO LIFE AND DISABILITY INSURANCE CONSULTANTS**
Ref.: 33-17-501-512; 33-17-1203
- A. Licensing requirements**
 - 1. Consultant
 - 2. Agreements
 - 3. License maintenance
 - 4. License revocation or suspension
 - B. Consultant practices, responsibilities, and duties**
 - 1. Solicitation and disclosures
 - 2. Advertising
 - 3. Standard practices
 - 4. Cost comparison methods
 - C. Unfair/Prohibited Practices**
Ref.: 33-18-101--1006; ARM 6.6.1201-1203
 - 1. Rebating
 - 2. Defamation
 - 3. Discrimination
 - 4. Misrepresentation

D. Montana Life and Health Insurance Guaranty Association

Ref.: 33-10-201, 205, 210, 224, 227

**PROPERTY AND CASUALTY CONSULTANT
CONTENT OUTLINE**

(100 scoreable questions)

Ref: Unless otherwise indicated, Standard textbooks; The Institute's Accredited Advisor in Insurance (AAI 81, 82, 83). Insurance Accounting and Systems Assn. text; NAIC accounting manual and supplement. Other materials may be used.

I. PRINCIPLES OF RISK MANAGEMENT

A. Pure risk vs. speculative risk

B. Risk management process

1. Identifying and analyzing loss exposures
2. Selecting method to handle each exposure
3. Implementing the risk management strategy
4. Monitoring the risk management system and making changes when appropriate

C. Nature of property loss exposures

1. Property exposed to loss
2. Causes of loss
3. Consequences of loss

D. Nature of liability loss exposures

1. Legal liability
2. Civil liability
 - a. Tort liability
 - (1) Intentional
 - (2) Negligence
 - (3) Strict
 - (4) Exemplary/punitive
 - (5) Immunity

E. Contract law as it relates to insurance

F. Types of insurers

G. Reinsurance

II. FUNDAMENTALS OF FINANCIAL ANALYSIS

A. Financial statements

1. Balance sheet
2. Income statement
3. Sources and uses of funds statement

B. Ratio analysis

1. Liquidity
2. Activity
3. Financial leverage
4. Profitability

C. Inventory valuation methods

III. PROPERTY INSURANCE POLICIES AND FORMS

A. Personal lines

1. HO forms
2. DP forms

B. Commercial lines

1. Building and personal property coverage form
2. Causes of loss forms
3. Business income coverage form
4. Extra expense coverage form
5. Businessowners policy (BOP)
6. Boiler and Machinery
7. Commercial Package Policy (CPP)
8. Commercial property policies

C. Inland marine

1. Coverages and policy provisions
2. Commercial and Personal floaters
3. Commercial inland marine

D. Ocean marine

1. Cargo
2. Commercial ocean marine

E. Other insurance

1. Flood
2. Aviation

IV. CASUALTY INSURANCE POLICIES AND FORMS

A. Commercial General Liability (CGL)

1. Premises and operations liability
2. Products and completed operations liability
3. Contractual liability
4. Personal and advertising liability
5. Medical payments
6. Owners and contractors protective liability
7. Occurrence coverage
8. Claims made coverage

B. Auto: Personal and Commercial

1. Liability
2. Physical damage (collision and comprehensive)
3. Named insureds
4. Garage coverage forms
5. Lease Gap
6. Owned auto
7. Nonowned auto
8. Temporary substitute auto

C. Workers Compensation/Employer's liability

Ref.: Standard insurance text; 39-71-401-409; 411-413

1. Policy concepts
2. Rating plans
3. NCCI Experience modifications

D. Crime coverage

1. Employee dishonesty
2. Theft, Disappearance, and Destruction
3. Robbery and safe burglary
4. Premises burglary
5. Custodian
6. Messenger
7. Guard or watchperson
8. Fidelity and surety bonds

E. Professional liability

F. Umbrella/Excess liability

G. Directors and Officers liability

H. Employment Practices liability

V. PROPERTY AND CASUALTY POLICY PROVISIONS, TERMS, AND CONCEPTS

A. Perils

B. Risk

C. Coinsurance

D. Appraisal

E. Subrogation

F. Premiums

G. Actual cash value

H. Duties of the insurer

I. Cancellation

J. Binders

VI. MONTANA STATUTES AND RULES PERTINENT TO PROPERTY AND CASUALTY INSURANCE CONSULTANTS

A. LICENSING REQUIREMENTS
Ref.: 33-17-501-512; 33-17-1203

1. Consultant
2. Agreements
3. License maintenance
4. License revocation or suspension

B. Consultant practices, responsibilities, and duties

C. Unfair/prohibited practices
Ref.: 33-18-101—1006; ARM 6.6.1201-1203

1. Rebating
2. Defamation
3. Discrimination
4. Misrepresentation

D. Surplus lines
Ref.: 33-2-301— 306, 308, 310 — 311, 313, 317

E. Risk retention groups
Ref.: 33-11-101--103, 104

F. Montana Insurance Guaranty Association
Ref.: 33-10-101 — 105, 115 — 117

F. Cancellation and nonrenewal

III. MULTIPLE PERIL INSURANCE.....10

IV. MONTANA STATUTES AND RULES PERTINENT TO ALL ADJUSTERS.....8

A. Commissioner of Insurance

1. Broad powers and duties
Ref.:33-1-301 — 306; 33-18-1003 — 1005
2. Examination of records
Ref.:33-1-402
3. Investigations/Notice of hearing
Ref.:33-1-701
4. Penalties
Ref.:33-1-104, 315, 317; 33-18-1003 — 1005

B. Adjuster licensing

1. License requirements
Ref.: 33-17-301; ARM 6.6.1601 — 1616
2. License suspension and revocation
Ref.: 33-17-1001, 1002, 1004
3. Definitions
Ref.:33-17-301, ARM 6.6.1611

C. Trade practices

1. Unfair claims practices
Ref.: 33-18-201, 1205
2. Claim settlement practices
Ref.: 33-18-232 — 233
3. Misrepresentation
Ref.: 33-18-202
4. Discrimination
Ref: 33-18-210

D. Insurance Information & Privacy Protection Act
Ref.:33-19-102 — 409

**MONTANA CROP INSURANCE
CONTENT OUTLINE**

(50 scored questions)

The following are examination reference resources:

- The Montana Risk Management Agency website at: <https://www.rma.usda.gov/en>
- The Montana codes are online at: <https://leg.mt.gov/statute/>
- Individual Crop Insurance companies

I. GENERAL INSURANCE TERMS AND CONCEPTS.....14

A. Insurable interest

B. Risk

C. Hazard

D. Peril

E. Loss

1. Direct
2. Indirect

F. Indemnity

G. Limits of Liability

H. Occurrence

I. Negligence

J. Insuring Agreement

K. Subrogation

L. Binder

II. CROP INSURANCE.....18

A. Policy rates

B. Coverages available

C. Policy provisions

D. Liability

E. Claim Settlement Practices

1. Claims site assessment
 - a. Site testing
 - b. Standard measures
 - c. Location
2. Notice of loss
3. Insured’s duties
4. Percentage plan
5. Arbitration and appraisal
6. Loss payment

**MONTANA PUBLIC ADJUSTER
CONTENT OUTLINE**
Product Knowledge, Statutes, and Rules

(50 scored questions)

I. GENERAL PROPERTY INSURANCE PRODUCT KNOWLEDGE PERTINENT TO PUBLIC ADJUSTERS

Note: To the extent that the specific contracts, forms, and endorsements dealt with in this outline are available in standardized versions, outline references are to items developed by (1) ISO; (2) NCCI; (3) Surety Association of America.

A. Standard Fire Policy
Ref: New York Standard Fire Policy Ref: 515.138

1. Basic coverages, provisions, and clauses
2. Limitations and restrictions

B. Personal lines

1. Dwelling and contents (DP forms)
2. Homeowners (HO forms)

C. Commercial lines

1. Commercial property
 - a. Commercial building and personal property form
 - b. Business income
2. Law and Ordinance Coverage

D. Inland marine

1. Personal floaters
2. Commercial floaters

E. Others

1. National Flood Insurance Program

F. Additional Coverages and Exclusions

- 1. Time Element
- 2. Valuable Papers and Records

G. Crime

- 1. Employee Theft
- 2. Inside the Premises-Theft of Money and Securities
- 3. Inside the Premises-Robbery or Safe Burglary of Other Property

H. Surety Bonding

- 1. Definitions
 - a. Obligee
 - b. Principal
 - c. Surety

II. PROPERTY POLICY PROVISIONS AND CONTRACT LAW

A. Declarations

B. Exclusions

C. Definition of the insured

D. Proof of loss

E. Notice of claim

F. Appraisal

G. Subrogation

H. Limitations

I. Coinsurance

J. Fraud

III. PROPERTY INSURANCE TERMS AND RELATED CONCEPTS

A. Insurable interest

B. Risk

C. Hazard

- 1. Moral

D. Loss

- 1. Direct
- 2. Indirect

E. Deductible

F. Indemnity

G. Replacement cost

H. Extensions of coverage

I. Negligence

J. Theft

K. Burglary

L. Robbery

M. Binders

N. Apportionment clause

O. Waiver/Non-Waiver Agreement

P. Estoppel

IV. PUBLIC ADJUSTER

A. Loss Report

- 1. Essential Elements
 - a. Occurrence Date
 - b. Coverages

B. Loss/Damage Valuation

- 1. Damages
- 2. Scope of Loss or Damages

V. MONTANA STATUTES AND RULES PERTINENT TO PROPERTY INSURANCE AND THE LICENSING OF PUBLIC ADJUSTERS

A. Definitions

Ref: 33-17-102; 33-17-301

- 1. Persons required to be licensed and their responsibilities

a. Public Adjuster

2. License requirements

- a. Fees and application
- b. Prerequisites
- c. Exceptions to licensing

3. Notice of address change

4. Contracts and Solicitation of Contracts

B. Marketing Practices

Ref: 33-17-1101; 33-17-1001; 33-18-201 — 202

1. Duties of licensed personnel

2. Record keeping

3. License denial, suspension, revocation, and Penalties

4. Ethics

5. Unfair practices

- a. Misrepresentation

- b. Unfair claims settlement practices

C. Insurance Commissioner

Ref: 33-1-301 — 306, 313 — 317; 701 — 711; 33-18-1003 — 1005

1. Broad powers and duties

2. Hearings

3. Cease and desist orders and penalties

4. General penalties

MONTANA PREPAID LEGAL CONTENT OUTLINE

(50 scored questions)

I. PREPAID LEGAL SERVICE PLAN GENERAL PRODUCT KNOWLEDGE, CONCEPTS AND TERMINOLOGY

Ref: 33-1-215, Prepaid legal service contracts

A. TYPES OF POLICIES AND COVERAGES

1. Individual and family policy coverages

- a. Legal Consultation

- i. Exclusions and Limitations

- b. Attorney Letters

- i. Exclusions and Limitations

- c. Document review

- i. Exclusions and Limitations

- d. Wills and Estate Planning

- i. Exclusions and Limitations

- e. Discounted legal services

- i. Exclusions and Limitations

- f. Other covered services

- i. Exclusions and Limitations

- g. Insureds

- h. General Exclusions and Limitations

- i. Illegal acts

- ii. Frivolous acts

- iii. Indefensible acts

- iv. Court costs

- v. Fines and penalties

- vi. Expert witness fees

- vii. Out of pocket expenses

- viii. Legal issues outside U.S.

- ix. Retainer fees

- x. Other

2. Other types of policies

- a. Small business

- b. Commercial drivers

- c. Employee benefits
- B. Producer conduct and responsibilities**
 - 1. Dispensing of legal advice
 - 2. Unethical marketing practices
- C. Delivery of legal services**
 - 1. Ethical and professional responsibilities of attorneys
- D. Prepaid legal service plan terminology**
 - 1. Prepaid legal service plan
 - 2. Legal maintenance organization (LMO)
 - 3. Prepaid legal service plan insurance
 - 4. Legal plan

Ref: 33-1-501 — 502; 33-16-101 — 103, 201 — 204

F. Insurance Information & Privacy Protection Act

Ref: 33-19-102 — 409

G. Basic Contract Language

Ref: 33-15-101 — 103

H. Insurance Fraud Protection Act

Ref: 33-1-1201 — 1211

II. MONTANA STATUTES AND RULES PERTINENT TO PREPAID LEGAL INSURANCE

- A. Insurance Commissioner/Department**
 - 1. Broad powers and duties
Ref: 33-1-301– 306; 33-18-1003 — 1005
 - 2. Examination of records
Ref: 33-1-311; 401 — 402, 408-411, 413; 33-17-1101
 - 3. Cease and desist orders
Ref: 33-1-313 — 316, 701, 705, 707, 711; 33-18-1004 — 1005
 - 4. Penalties
Ref: 33-1-317
- B. Licensing Requirements**
 - 1. Definitions
Ref: 33-17-102 — 103, 236
 - 2. Nonresident/reciprocal producer
Ref: 33-17-20, 406 — 411; 33-20-1303
 - 3. Continuing education
Ref: 33-17-1203 — 1207
 - 4. Temporary licenses
Ref: 33-17-216 — 217
 - 5. Eligibility for license
Ref: 33-17-201, 211
 - 6. Suspension, revocation, and termination of licenses
Ref: 33-17-1001, 1002, 1004
 - 7. Producer appointment/contract cancellation
Ref: 33-17-231 — 232, 236
 - 8. Resident producer
Ref: 33-17-201, 220, 1005; 33-20-1303
- C. Unfair Trade Practices**
Ref: 33-18-101—1006
 - 1. False advertising
 - 2. Rebating
 - 3. Misrepresentation
 - 4. Defamation
 - 5. Unfair discrimination
Ref: 49-2-30-9; ARM 6.6.1201 — 1206
 - 6. Unfair claims practices
Ref: 33-1-1205; 33-18-201, 232
 - 7. Penalties
Ref: 33-18-1004 — 1005
- D. Licensee Responsibilities**
 - 1. Fiduciary capacity
Ref: 33-17-1102
 - 2. Place of business/recordkeeping
Ref: 33-17-1101
 - 3. Principal producer relationship
Ref: 28-10-101 — 704
- E. Rate and Form Regulations**

**MONTANA SURETY
CONTENT OUTLINE**

(20 scoreable questions)

Ref: General Textbooks; 33-1-211 and 33-26-101 — 108; Title 33, Chapter 17, MCA

- I. FIDELITY AND SURETY CONTRACTS 8**
 - A. Definition of fidelity and surety**
 - B. Parties of a contract**
 - C. Obligation of the surety**
 - D. Parties to the surety**
 - 1. Principal
 - 2. Obligee
 - 3. Surety
 - E. Underwriting considerations**
 - F. Premiums and terms of obligations**
 - G. Claims**
 - H. Power of attorney**
- II. PURPOSE AND TYPE OF SURETY BONDS...6**
 - A. Public official**
 - B. Court**
 - 1. Judicial
 - 2. Fiduciary
 - C. Miscellaneous**
 - D. Contract**
 - E. License**
- III. PURPOSE AND TYPE OF FIDELITY BONDS....3**
 - A. Individual**
 - B. Blanket**
 - C. Financial institutions**
 - 1. Bankers Form 24
- IV. BAIL BONDS.....3**
 - A. Surety bail bond**
 - B. Surety bond fee**
 - C. Acceptable collateral**

**MONTANA BAIL BOND
CONTENT OUTLINE**

(50 scored questions)

*Ref: General Textbooks; 33-1-211; 33-26-101 — 108; Title 46,
Chapter 9, MCA; ARM 6.6.60; Title 33, Chapter 17, MCA*

- I. FIDELITY AND SURETY CONTRACTS..... 10**
 - A. Definition of fidelity and surety**
 - B. Parties of a contract**
 - C. Obligation of the surety**
 - D. Parties to the bond**
 - 1. Principal
 - 2. Obligee
 - 3. Surety
 - 4. Indemnitor
 - E. Underwriting considerations**
 - F. Premiums and terms of obligations**
 - G. Claims**
 - H. Power of attorney**
- II. PURPOSE AND TYPE OF SURETY BONDS..... 10**
 - A. Public official**
 - B. Court**
 - 1. Judicial
 - 2. Fiduciary
 - C. Miscellaneous**
 - D. Contract**
 - E. License**
- III. BAIL BOND PROCEDURES..... 14**
 - A. General Duties**
 - 1. Court appearances
 - a. Arraignment
 - b. Trial
 - c. Appeal
 - 2. Surety relieved on bond
 - a. Prior to trial
 - b. Post-conviction
 - c. Pending appeal
 - B. Discharging surety**
 - C. Recommitment of defendant**
 - D. Bond forfeitures**
 - E. Bond posting/transfers**
 - F. Arrests/Surrenders**
- IV. FIDUCIARY RESPONSIBILITIES..... 14**
 - A. Commissions, fees, premiums**
 - B. Collateral**
 - 1. Receipts
 - 2. Maintenance
 - 3. Return of collateral
 - C. Recordkeeping**
 - 1. Premium receipt
 - D. Forfeitures**
 - 1. Motion
 - 2. Judgement
 - 3. Dispersal of funds
 - 4. Arrest after forfeiture
 - E. Bond principal limits**
- V. INSURANCE TERMS AND RELATED CONCEPTS... 2**
 - A. Acquit**
 - B. Adjudicate**
 - C. Appearance**

- D. Capital Offense**
- E. Conviction**
- F. Custody**
- G. Defendant**
- H. Disposition**
- I. Exoneration**
- J. Extradition**
- K. Felony**
- L. Fugitive**
- M. Hearing**
- N. Incarceration**
- O. Misdemeanor**
- P. Parole**
- Q. Power of Attorney**
- R. Probation**
- S. Release Own Recognizance**
- T. Subrogation**
- U. Warrant**