

Minnesota Property and Casualty Insurance Producer Cross Reference Study Guide

This cross reference provides you with the exam outline for your state insurance exam and a reference code where the specific topics can be located in the Kaplan study material. The reference code numbers in the right hand column refer to the unit number and the applicable topic, subtopic, and sub-subtopics within that unit.

EXAMINATION CONTENT OUTLINES

PROPERTY PRODUCER EXAMINATION Effective February 28, 2015

# of Items	Minimum Passing Score	Time Allowed
79	70%	120 minutes

CONTENT OUTLINE

Product Knowledge, Terms, and Concepts

Types of Policies and Bonds – 25 items

Property: Personal Lines.....	3.3.2
Dwelling and Contents (DP forms).....	7.3
Homeowners (HO forms).....	8.2.3
Mobile Homes.....	10.5
Commercial Lines.....	3.3.2
Commercial Property.....	13
Commercial Building and Personal Property Form.....	13.2
Causes of Loss Forms.....	13.8.1
Business Income.....	13.6
Extra Expense.....	13.7
Commercial Package Policy (CPP).....	11
Equipment Breakdown Coverage.....	19.4.4
Businessowners Policy (BOP).....	12
Inland Marine.....	14
Personal Floaters.....	14.5.3.3
Commercial Floaters.....	14.5.3.3
Types of Property Policies	
Flood.....	10.3.1
Earthquake.....	13.8.1
Personal Watercraft.....	8.5.2

Insurance Terms and Related Concepts – 14 items

Insurable Interest.....	1.7.2
Risk.....	1.3
Hazard.....	1.8.2
Peril.....	1.8.1
Loss.....	1.3
Direct.....	5.5.3
Indirect.....	5.5.3
Proximate Cause.....	6.3.2.2
Deductible.....	5.7.6
Indemnity.....	2.3.1
Actual Cash Value.....	5.7.2.1
Replacement Cost.....	5.7.2.3
Limits of Liability.....	5.4.4
Coinsurance/Insurance to Value.....	5.7.3
Cancellation.....	4.10
Nonrenewal.....	4.10
Vacancy and Unoccupancy.....	5.7.16

Pair and Set Clause	5.7.5
Property Extensions.....	13.3.4
Right of Salvage.....	5.7.7
Abandonment.....	5.7.7
Settlement.....	7.36, 8.37

Policy Provisions and Contract Law – 11 items
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Declarations	13.2.1
Insuring Agreement.....	5.5
Conditions	13.3.5
Exclusions and Limitations.....	5.6
Duties of the Insured after a Loss	5.7.1
Mortgagee Rights.....	5.7.14
Proof of Loss.....	5.7.1
Notice of Claim.....	5.7.1
Appraisal	5.7.9
Other Insurance Provision.....	9.7.6
Assignment	5.7.12
Subrogation.....	5.7.8
Elements of a Contract	2.2
Warranties, Representations, and Concealment.....	13
Binders.....	4.3
Compliance with Provisions of Fair Credit Reporting Act.....	4.4.1
Endorsements.....	2.4.1

State Laws, Rules, and Regulations
<i>Ref: 45; 60A through 79A refer to MN statutes; 2700 through 2880 refer to MN rules</i>

Minnesota Laws, Rules, and Regulations Common to Life, Health, Property, and Casualty Insurance – 20 items

Powers and Duties of the Commissioner	See State Supplement
<i>Ref: 45; 60A.01-.031; 60K; 72A.02-.44; 79; 2795; 72C.01-.02</i>	
Broad Powers	
Examination of Records	
Notice and Hearing	
Forms and Rate Review	
Definitions	
Domestic and Foreign	
<i>Ref: 60A.02</i>	
Reciprocal	
<i>Ref: 71A.01; 72A.41-42</i>	
Stock and Mutual	
<i>Ref: 60A; 67A; Standard Insurance Definition</i>	
Certificate of Authority	
<i>Ref: 60A.07; 72A.41</i>	
Licensing and Appointments	
<i>Ref: 60K; 45.027; 60A.198; 2795.1200</i>	
Educational Requirements	
Prelicensing	
Continuing Education	
Flood	
<i>Ref: 60K.366</i>	
Types of Licenses	
Producer	
Temporary	
Nonresident	
Agency	
Managing General Agent	
Surplus Lines	

Ref: 60A.198
Termination of License
Expiration
Revocation or Suspension
Appointment
Ref: 60K.49-.51
Termination of Appointment
Ref: 60K.51
Maintenance and Duration of License
Trade Practices
Ref: 60K; 72A; 2790; 2795.1200
Prohibited Practices
Unfair Claims Settlement Methods and Practices
Rebating
Misrepresentation
Defamation
Discrimination
Penalties
Misappropriation or Conversion of Funds
Forgery
Compensation of Licensees
Commissions
Fees for Service
Advertising
Ref: 60A; 72A.20; 2790
Agent Conduct and Insurance Marketing Standards
Ref: 2700; 2790; 2795; 72A; 72C
Required Disclosures
Ref: 60K.46; 60A.08
Guaranty Association
Ref: 61B; 60C
Notice of Policyholder Rights

Minnesota Laws, Rules, and Regulations Pertinent to Property Insurance Only – 9 items

Ref: 65A; 72B.02; 2880; 60K.46
Definition of Adjusters
Ref: 72B.02
Minnesota Standard Fire Policy
Ref: 65A.01; 65A.08
Township Mutual
Valued Policy
FAIR Plan
Ref: 65A.32-.42
Purpose
Definitions
Eligibility
Application Procedure
Homeowners
Ref: 65A.01; .27-.302; 72A.20 subd. 13 & 14; 2880
Cancellation and Nonrenewal
Coverage and Claims
Binders
Ref: 65A.03; 60K.46

EXAMINATION CONTENT OUTLINES

CASUALTY PRODUCER EXAMINATION Effective February 28, 2015

# of Items	Minimum Passing Score	Time Allowed
79	70%	120 minutes

CONTENT OUTLINE

Product Knowledge, Terms, and Concepts

Types of Policies and Bonds – 23 items

Commercial General Liability	15
Basic Hazards.....	15.2
Premises and Operations.....	15.2.1
Products and Completed Operations	15.2.2
Independent Contractors	15.2.3
Insured Contracts.....	15.6.2
Garage Coverage Form, including Garagekeepers Insurance.....	16.4, 16.4.4
Commercial General Liability Coverage Forms.....	15.4.2
Coverage A: Bodily Injury and Property Damage Liability.....	15.3
Occurrence	15.4
Claims-Made.....	15.4
Extended Reporting Periods: Basic and Supplemental.....	15.4.2.2
Retroactive Date	15.4.2.1
Coverage B: Personal Injury and Advertising Injury.....	15.7
Coverage C: Medical Payments	
Supplemental Payments	15.8
Who is an Insured	15.10
Limits of Liability.....	15.11
Conditions (the candidate also should be familiar with ISO's Common Policy Conditions).....	15.12
Definitions	15.2
Owners and Contractors Protective Liability	15.13
Errors and Omissions	19.6
Automotive: Personal Automotive and Business Automotive.....	19, 16
Liability	16.3.4
Physical Damage (collision and other than collision/comprehensive).....	16.2
Uninsured Motorists	9.7
Underinsured Motorists.....	9.10
Who is an Insured	9.7.3
Types of Automobiles	16.3.3
Owned	16.3.3
Non-Owned.....	16.3.3
Hired	16.3.3
Temporary Substitute.....	16.3.3
Use and Eligibility of Automotive.....	16.3.3
Workers' Compensation Insurance, Employers Liability Insurance, and Related Issues	
Standard Policy Concepts.....	18.2
Work-Related versus Non-Work-Related.....	18.2.1
Other States' Insurance	18.4.2
Crime	

Employee Theft.....	17.4.1
Inside the Premises – Theft of Money and Securities	17.4.3
Inside the Premises – Robbery or Safe Burglary of other Property.....	17.4.4
Inside the Premises – Robbery or Burglary of other Property	17.4.4
Surety Bonding	19.10
Definitions	17.8.1
Obligee	17.8.1
Principal	17.8.1
Surety	17.8.1
Other Personal Exposures.....	10
Umbrella/Excess Liability	19.9, 10.8
Personal Liability.....	10.8

Insurance Terms and Related Concepts – 15 items
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Risk.....	1.3
Hazard	1.8.2
Indemnity	2.3
Insurable Interest	1.7.2
Actual Cash Value	5.7.2.1
Negligence.....	6.3
Liability.....	6.2
Accident.....	6.7.4.5
Occurrence	15.6.1
Burglary.....	17.3.1
Robbery	17.3.1
Theft.....	17.3.1
Mysterious Disappearance.....	8.3.5.1
Binders.....	4.3
Representations and Warranties.....	4.8
Concealment.....	4.7
Bodily Injury Liability	16.3.2
Property Damage Liability	16.3.2
Personal Injury Liability	6.7.4.1
Limits of Liability.....	8.3.8
Deductibles	5.7.6
Deposit Premium/Audit	18.6
Certificate of Insurance	4.6
Risk Management.....	1.7.3
Professional Designations.....	3.4.2.1
Twisting (replacement to the detriment of the insured)	3.5.3.2

Policy Provisions and Contract Law – 12 items
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Declarations	13.2.1
Insuring Agreement.....	6.7.4
Conditions	13.3.5
Exclusions and Limitations.....	6.7.4.5, 6.7.5
Definition of the Insured	5.7.1
Duties of the Insured after a Loss	6.7.6.1, 15.12.1
Cancellation and Nonrenewal Provisions.....	9.9
Additional (supplementary) Payments	15.8, 6.7.4.4
Proof of Loss.....	5.7.1
Notice of Claim.....	5.12.4
Arbitration.....	5.7.9
Other Insurance Provision.....	15.12.3
Compliance with Provisions of Fair Credit Reporting Act.....	4.4.1
Subrogation.....	5.7.8
Claims Made Policy Form	15.4.2
Salvage.....	5.7.7
Loss Settlement Provisions including Consent to Settle a Loss.....	7.3.6
Endorsements.....	2.4.1
Premium Payments.....	110.15.2
Effective Dates of Coverage	4.3

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Broad Powers

Examination of Records

Notice and Hearing

Forms and Rate Review

Definitions

Domestic and Foreign

Ref: 60A.02

Reciprocal

Ref: 71A.01; 72A.41-42

Stock and Mutual

Ref: 60A; 67A; Standard Insurance Definition

Certificate of Authority

Ref: 60A.07; 72A.41

Licensing and Appointments

Ref: 60K; 45.027; 60A.198; 2795.1200

Educational Requirements

Prelicensing

Continuing Education

Types of Licenses

Producer

Temporary

Nonresident

Agency

Managing General Agent

Surplus Lines

Ref: 60A.198

Termination of License

Expiration

Revocation or Suspension

Appointment

Ref: 60K.49-.51

Termination of Appointment

Ref: 60K.51

Maintenance and Duration of License

Trade Practices

Ref: 60K; 72A; 2790; 2795.1200

Prohibited Practices

Unfair Claims Settlement Methods and Practices

Rebating

Misrepresentation

Defamation

Discrimination

Penalties

Misappropriation or Conversion of Funds

Forgery

Compensation of Licensees

Commissions

Fees for Service

Advertising

Ref: 60A; 72A.20; 2790

Agent Conduct and Insurance Marketing Standards

Ref: 2700; 2790; 2795; 72A; 72C

Required Disclosures

Ref: 60K.46; 60A.08

Guaranty Association
Ref: 61B; 60C
Notice of Policyholder Rights

Minnesota Laws, Rules, and Regulations Pertinent to Casualty Insurance Only – 9 items

Automobile Insurance
Ref: 65B; 2770; 72A.201
Minnesota No-Fault Automobile Insurance Act
Purpose
Proof of Insurance
Required Limits and Coverages
Bodily Injury and Property Damage
Basic Economic Loss Benefits (personal injury protection)
Uninsured and Underinsured Motorists
Right to Sue
Payment of Claims
Time Limitations
Assigned Claim Plan
Primacy
Renewal, Nonrenewal, and Cancellation
Surcharge Disclosure
Minnesota Automobile Insurance Plan (assigned risk)
Comparative Negligence
Auto Stacking
Ref: 65B.47
Workers' Compensation
Ref: 176.001-.101; 79.252
Purpose
Definitions
Requirements
Benefits
Assigned Risk Plan
Ref: 79.251-.253