

Your Exam Content Outline

The following outline describes the content of one of the Nebraska insurance examinations. The outlines are the basis of the examinations. The examination will contain questions on the subjects contained in the outline. The percentages indicate the relative weights assigned to each part of the examination. For example, 10 percent means that 6 questions will be drawn from the section on a 60-question exam, 10 will be drawn on a 100-question exam and 15 will be drawn on a 150-question exam.

Nebraska Producer's Examination for Motor Club Series 13-13

40 questions – One-hour time limit

1.0 Motor Club Regulations 15%

1.1 Certificate of authority (44-3712, 3713)

1.2 Representative requirements for registration (44-3716)

1.3 Disciplinary actions (44-3714, 3717, 3721)

- Cease and desist orders
- Revocation
- Suspension

2.0 General Insurance 10%

2.1 Concepts

- Risk management key terms
 - Risk
 - Exposure
 - Hazard
 - Peril
 - Loss
- Methods of handling risk
 - Avoidance
 - Retention
 - Sharing
 - Reduction
 - Transfer
- Elements of insurable risks
 - Adverse selection
 - Law of large numbers
 - Reinsurance

2.2 Insurers

- Types of insurers
 - Stock companies
 - Mutual companies
 - Fraternal benefit societies
 - Reciprocals
 - Lloyd's associations
 - Risk retention groups
 - Surplus lines
- Private versus government insurers
- Admitted versus nonadmitted insurers
- Domestic, foreign and alien insurers
- Financial status (independent rating services)
- Marketing (distribution) systems

2.3 Producers and general rules of agency

- Insurer as principal
- Producer/insurer relationship
- Authority and powers of licensees
 - Express
 - Implied
 - Apparent
- Responsibilities to the applicant/insured

2.4 Contracts

- Elements of a legal contract
 - Offer and acceptance
 - Consideration
 - Competent parties
 - Legal purpose
- Distinct characteristics of an insurance contract
 - Contract of adhesion
 - Aleatory contract
 - Personal contract
 - Unilateral contract
 - Conditional contract
- Legal interpretations affecting contracts
 - Ambiguities in a contract of adhesion
 - Reasonable expectations
 - Indemnity
 - Utmost good faith
 - Representations/misrepresentations
 - Warranties
 - Concealment
 - Fraud
 - Waiver and estoppel

3.0 Motor Clubs 30%

3.1 Motor club services (44-3707)

- Towing
- Bail and arrest bond
- Emergency road
- Claim adjustment
- Legal
- Theft
- Map
- Emergency travel expense
- Community traffic safety
- Merchandise and discount
- Travel and touring information
- Guaranteed hotel or motel rate
- New car pricing
- Financial
- Check cashing

Personal property registration
Buying and selling
License
Credit card
Insurance

4.0 Accidental Injury and Death Benefits 45%

4.1 Definitions

4.2 Insuring agreement

4.3 Provisions

Death, dismemberment and loss of sight
Double indemnity for conveyance accidents
Blanket accidental medical expense

4.4 Exclusions

Suicide
Pre-existing conditions
Loss covered by other insurance

4.5 Uniform policy provisions

Notice of claim
Claim payment
Change of beneficiary
Entire contract