Contents

A Message ........................................... 1
from the ........................................... 1
Department ........................................ 1

Introduction 1

Overview of Licensing Process ............ 1

New York Licensing Requirements 3

Pre-licensing Education Requirements ...... 5
Pre-licensing Exemptions ....................... 5
Examination Exemptions ...................... 6

Scheduling Your Exam 7

Registering and Scheduling Information .... 7
Online .............................................. 7
By fax or mail .................................... 7
By phone ......................................... 7
Reschedule and Cancellation ................. 8
If absent or late for your appointment ... 8
Holidays .......................................... 8
Emergency Closings ............................ 8

Testing Accommodations ................... 8

Preparing for Your Exam 10

Study Materials ................................. 10
Content .......................................... 10
Outlines Overview ............................. 10
Practice Exams ................................. 11

Taking Your Exam 12

Test Center ..................................... 13
Regulations ..................................... 13
Experimental .................................... 15
Questions ........................................ 15
Exam Results .................................... 16
Appeals .......................................... 16
Process .......................................... 16

Applying for Your License 18

License Requirements Based on Residency ........................................... 18
Resident licensing requirements ............. 18
Nonresident licensing requirements ....... 19
Agent License ................................... 19
Broker License .................................. 21
Adjuster .......................................... 22
Licenses .......................................... 22
Consultant ...................................... 24
License .......................................... 24

License Fees ......................................... 25
And Renewal ...................................... 25
Dates .............................................. 25
Continuing ......................................... 26
Education .......................................... 26

Exam Content Outlines 27

New York Life Insurance Agent/Broker Examination Series 17-51 ................. 27
New York Accident and Health Insurance Agent/Broker Examination Series 17-52 . 31
New York Personal Lines Insurance Agent/Broker Examination Series 17-54 .. 36
New York Life, Accident, and Health Insurance Broker Examination Series 17-55 .. 39
New York Property and Casualty Insurance Broker Examination Series 17-56 ....... 47
New York Life, Accident and Health Insurance Consultant Examination Series 17-57 ..... 54
New York Property and Casualty Insurance Consultant Examination Series 17-58 ...... 61
New York Bail Bond Agent Examination Series 17-59 ....................................... 67
New York Mortgage Guaranty Agent Examination Series 17-60 ..................... 68
New York Public Adjuster Examination Series 17-62 ................................. 70
New York Independent Accident and Health Insurance Adjuster Examination Series 17-63 ........................................... 73
New York Independent Fire Adjuster Examination Series 17-64 ..................... 77
New York Independent Casualty Insurance Adjuster Examination Series 17-65 .... 81
New York Independent Automobile Insurance Adjuster Examination Series 17-66 .... 85
New York Independent Aviation Insurance Adjuster Examination Series 17-67 .... 88
New York Independent Fidelity and Surety Adjuster Examination Series 17-68 .... 90
New York Independent Inland Marine Adjuster Examination .......................... 92
New York Independent General Adjuster Examination Series 17-70 ................ 94
New York Independent Auto Damage and Theft Appraiser Examination .......... 102
New York Independent Motor Vehicle No-Fault and Workers Compensation Health Services Adjuster ........................ 103
Series 17-72 .................................................103
New York Examination for Life, Accident and Health Insurance Laws and Regulations
Series 17-73 .................................................106
New York Examination for Property and Casualty Insurance Laws and Regulations
Series 17-74 ..................................................108
New York Life Insurance Life Settlement Broker Examination Series 17-80 .................110
New York Agent’s Examination for Title Insurance Series 17-81 ..........................113

Exam Registration Form  117
Credit Card Payment Form  119
Introduction

This handbook provides you with information about the examination and licensing process for individuals who wish to operate as insurance agents, brokers and consultants, independent adjusters and public adjusters, and others, as defined in New York Insurance Laws.

It also contains information that is useful once you have become licensed. We suggest you keep this bulletin for future reference. Once the Department is satisfied that you have met all requirements for a license, the appropriate license will be issued.

We wish you well in preparing for your examination and remind you that by law you are required to continue your insurance education after becoming licensed. Remember that a license is a privilege, not a right or a gift. You must commit yourself from the beginning to comply with the laws and regulations set forth to regulate the insurance industry.

Overview of Licensing Process

This handbook provides information about the examination and licensing process for obtaining a resident insurance license. You should read this Licensing Handbook including the examination content outlines prior to taking an exam. If interested in applying for a nonresident license, you can apply online via NIPR at www.nipr.com or an NIPR authorized business partner.

Licensing Process

Follow these main steps if you are interested in obtaining an insurance license. Once the Department is satisfied that you have met all requirements for a license, you will be notified that the license was issued.

1. Read this handbook to learn about examination and licensing requirements.

2. Complete the required prelicensing education (if applicable) from a New York approved education provider and obtain a certificate of prelicensing course completion. You can find approved education providers at: https://myportal.dfs.ny.gov/web/guest-applications/prelicensing-providers

3. Register and schedule your exam. The easiest way to register and schedule is online at http://www.prometric.com/newyork/insurance. Phone, fax and mail options are also available.

4. Review the examination content outlines which can be found at the end of this document. The content outlines in this guide are the basis for the exams.

5. Bring two forms of identification to the test center.

6. If you pass the exam(s), apply for the license via the Department’s website at http://www.dfs.ny.gov/insurance/abindx.htm. Please wait at least 24 hours after passing your exam before applying for your license. If you do not pass the exam(s), you must repeat the licensing process (steps 3-5 above)
To get answers not provided in this handbook

Visit our Website:  http://www.prometric.com/newyork/insurance

Frequently Asked Questions are available:

Direct applications and questions about licensure to:
New York State Department of Financial Services
One Commerce Plaza, Suite 2003
Albany, NY 12257
Phone: 800.342.3736 or 518.474.6630
Email: licensing@dfs.ny.gov
Visit the Department’s website at www.dfs.ny.gov

Direct all questions and requests for information about exams to:
Prometric
Website: www.prometric.com/newyork/insurance
7941 Corporate Drive
Nottingham, MD 21236
Phone: (800) 324-7147
TDD User: (800) 790-3926
New York Licensing Requirements

This section describes:
- The types of licenses offered and their requirements.
- Prelicensing education requirements.
- Licensing requirements based on residence.

The New York State Department of Financial Services is authorized to license individuals who wish to operate as insurance agents, brokers, consultants, independent adjusters, public adjusters, and others, as defined in New York Insurance Laws.

Generally, the steps to becoming licensed are:

1. Complete any prelicensing education requirements.
2. Pass an exam to confirm that you have attained a minimum level of knowledge regarding the principle statutes and regulations affecting the insurance profession and the products and services you will sell or represent to the public.
3. Submit a completed license application to the Department within two years of passing your exam. (See Applying for Your License section for application information.)

The Department will review your application packet, verify that you have nothing in your background that should prohibit you from being licensed, and then issue the appropriate license.

**Important** Passing an examination does not guarantee that you will be issued a license. You must submit your license application, appropriate fees and all supporting documentation to the Department. Issuance of a license depends on a review and approval of all license application materials. If you take an exam unnecessarily or are found unqualified, neither the exam fee nor the license-processing fee will be refunded.
The Department grants the licenses listed below. Each license granted is valid only for the line of authority named on the license. The prelicensing requirements for each type of license are shown in this chart.

<table>
<thead>
<tr>
<th>License Type</th>
<th>Lines of Authority</th>
<th>Minimum Course Hours</th>
<th>Exam Required</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agent</td>
<td>Accident and Health</td>
<td>20 hours</td>
<td>17-52</td>
</tr>
<tr>
<td></td>
<td>Life</td>
<td>20 hours</td>
<td>17-51</td>
</tr>
<tr>
<td></td>
<td>Life/Accident and Health</td>
<td>40 hours</td>
<td>17-54</td>
</tr>
<tr>
<td></td>
<td>Personal Lines</td>
<td>40 hours</td>
<td>17-55*</td>
</tr>
<tr>
<td></td>
<td>Property and Casualty</td>
<td>90 hours</td>
<td>17-56</td>
</tr>
<tr>
<td></td>
<td>Title Insurance</td>
<td>20 hours(1)</td>
<td>17-61</td>
</tr>
<tr>
<td>Bail Bond Agent</td>
<td>-</td>
<td>None</td>
<td>17-59</td>
</tr>
<tr>
<td>Mortgage Guaranty Agent</td>
<td>-</td>
<td>None</td>
<td>17-60</td>
</tr>
<tr>
<td>Broker</td>
<td>Accident and Health</td>
<td>20 hours(1)</td>
<td>17-52</td>
</tr>
<tr>
<td></td>
<td>Life</td>
<td>20 hours(1)</td>
<td>17-51</td>
</tr>
<tr>
<td></td>
<td>Life/Accident and Health</td>
<td>40 hours(1)</td>
<td>17-55*</td>
</tr>
<tr>
<td></td>
<td>Personal Lines</td>
<td>40 hours(1)</td>
<td>17-54</td>
</tr>
<tr>
<td></td>
<td>Property and Casualty</td>
<td>90 hours(1)</td>
<td>17-56</td>
</tr>
<tr>
<td>Insurance Consultant</td>
<td>Life/Accident and Health</td>
<td>None</td>
<td>17-57</td>
</tr>
<tr>
<td></td>
<td>Property and Casualty</td>
<td>None</td>
<td>17-58</td>
</tr>
<tr>
<td>Public Adjuster</td>
<td>Adjust claims related to fire, miscellaneous property, water, burglary and theft, glass, boiler and machinery, elevator, and marine/inland marine</td>
<td>40 hours</td>
<td>17-62</td>
</tr>
<tr>
<td>Independent Adjuster</td>
<td>Accident and Health</td>
<td>None</td>
<td>17-63</td>
</tr>
<tr>
<td></td>
<td>Automobile</td>
<td>None</td>
<td>17-66</td>
</tr>
<tr>
<td></td>
<td>Aviation</td>
<td>None</td>
<td>17-67</td>
</tr>
<tr>
<td></td>
<td>Casualty</td>
<td>None</td>
<td>17-65</td>
</tr>
<tr>
<td></td>
<td>Fidelity and Surety</td>
<td>None</td>
<td>17-68</td>
</tr>
<tr>
<td></td>
<td>Fire</td>
<td>None</td>
<td>17-64</td>
</tr>
<tr>
<td></td>
<td>Inland Marine</td>
<td>None</td>
<td>17-69</td>
</tr>
<tr>
<td></td>
<td>General</td>
<td>None</td>
<td>17-70</td>
</tr>
<tr>
<td></td>
<td>Auto Damage or Theft Appraisal</td>
<td>None</td>
<td>17-71</td>
</tr>
<tr>
<td></td>
<td>Motor Vehicle No Fault and Workers’ Compensation Health Services Charges</td>
<td>None</td>
<td>17-72</td>
</tr>
</tbody>
</table>

*Prometric offers a combined Life, Accident and Health exam (17-55) for those wishing to apply for both the Life, and Accident and Health lines of authority at the same time.

(1)Waivers and/or exemptions may be available – see charts below.
**Pre-licensing Education Requirements**

You must successfully complete an approved prelicensing course requirement before taking the corresponding licensing exam. Prelicensing education requirements have been established to ensure that license candidates have a minimum level of knowledge about the insurance marketplace and related New York State laws and regulations.

**Prelicensing Education Providers.** Prelicensing providers are approved by the Department to teach courses that will enable potential licensees to become familiar with the requirements prescribed by law.

A list of approved providers and courses is available on the Department’s Website at [https://myportal.dfs.ny.gov/web/guest-applications/prelicensing-providers](https://myportal.dfs.ny.gov/web/guest-applications/prelicensing-providers) or by calling 800.342.3736.

**Prelicensing Education School Certificate.** Once you complete a prelicensing course, the course provider will issue a School Certificate certifying your satisfactory completion of the course. This certificate must be submitted to the Department with your application (see Applying for Your License section below) and retained in your records. The certificate is good for a lifetime and is your evidence you successfully completed the prelicensing course.

**Pre-licensing Exemptions**

In some cases, prelicensing course requirements can be waived or met in other ways. Please see the charts below for details on available exemptions for prelicensing education.

### STATEMENT OF EMPLOYER IN LIEU OF EDUCATION

<table>
<thead>
<tr>
<th>License Type</th>
<th>Requirements for Exemption</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Broker</strong></td>
<td>Submit a Statement of Employer form to the Department. The Statement of Employer must document that you have been regularly employed by a New York licensed insurance company, broker or agent for no less than one year during the three years preceding the date of application, and have been employed (a) in the case of a Property/Casually Broker, in reasonable insurance duties relating to the underwriting or adjusting of losses in any one of the following lines of insurance: fire, marine, liability, workers’ compensation, or fidelity and surety; or (b) in the case of a Life Broker, in responsible insurance duties relating to the use of life insurance, accident and health insurance and annuity contracts, or in the design and administration of plans for estate conservation and distribution, employee benefits and business continuation.</td>
</tr>
<tr>
<td><strong>Life Settlement Broker</strong></td>
<td>Submit a Statement of Employer form to the Department. The Statement of Employer must document that you have been regularly employed by a life settlement provider, life insurance company, life settlement broker or an insurance producer with a life line of authority, for a period or periods aggregating not less than one year, during the three years preceding the date of application, in responsible duties relating to the use of life insurance and annuity contracts in the design and administration of plans for estate conservation and distribution, employee benefits and business continuation and settlements of life insurance and annuity contracts.</td>
</tr>
<tr>
<td><strong>Public Adjuster</strong></td>
<td>Submit a Statement of Employer form to the Department. The Statement of Employer must document that you have been regularly employed in the insurance business for no less than one year in duties involving sales, underwriting or claims, or other experience considered sufficient by the Superintendent.</td>
</tr>
<tr>
<td><strong>Title Agent</strong></td>
<td>Submit a Certificate of Good Standing from the Office of Court Administration documenting that you are a licensed attorney in New York. The Certificate of Good Standing will waive both the education and exam requirements.</td>
</tr>
</tbody>
</table>
A Statement of Employer form is available at
https://www.dfs.ny.gov/insurance/faxappi.htm

Individuals who hold a professional designation, as indicated below, may waive the
education requirement and need only take a laws and regulations exam.

<table>
<thead>
<tr>
<th>License</th>
<th>Designation Type</th>
<th>Exam Title and Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Consultant (C3)</td>
<td>CPCU, FCAS, ACAS</td>
<td>No exam required</td>
</tr>
<tr>
<td>Life Agent</td>
<td>CLU, CLUA</td>
<td>17-73 Life and Health Law and Regulations</td>
</tr>
<tr>
<td>Life Broker</td>
<td>ChFC, CLU, MSFS</td>
<td>17-73 Life and Health Law and Regulations</td>
</tr>
<tr>
<td>Life Consultant (C1)</td>
<td>CLU, FAS, ASA</td>
<td>No exam required</td>
</tr>
<tr>
<td>Life Settlement Broker</td>
<td>CLU, CLUA</td>
<td>17-73 Life and Health Law and Regulations</td>
</tr>
<tr>
<td>Personal Lines Agent/Broker</td>
<td>CPCU</td>
<td>17-74 Property Casualty Laws and Regulations</td>
</tr>
<tr>
<td>Property Casualty Agent/Broker</td>
<td>CPCU</td>
<td>17-74 Property Casualty Laws and Regulations</td>
</tr>
</tbody>
</table>

In certain limited circumstances, you may be exempt from taking an examination if
you meet certain criteria. Please see the chart below to see if you qualify.

<table>
<thead>
<tr>
<th>License Type</th>
<th>Exemptions from licensing exams</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agent</td>
<td>You may be exempt from exam requirements if:</td>
</tr>
<tr>
<td></td>
<td>• you are currently licensed as a broker in the same lines of insurance for which you are applying.</td>
</tr>
<tr>
<td></td>
<td>• You are a travel accident or baggage agent who is a ticket-selling agent or representative of a railroad, steamship or other public carrier and will act as an insurance agent only in the issuance of accident insurance tickets or baggage insurance tickets primarily for the purpose of covering the risk of travel.</td>
</tr>
<tr>
<td>Broker</td>
<td>You may be exempt from exam requirements if:</td>
</tr>
<tr>
<td></td>
<td>• you are currently licensed as an agent in the same lines of insurance for which you are applying.</td>
</tr>
<tr>
<td>Consultant</td>
<td>You may be exempt from exam requirements if:</td>
</tr>
<tr>
<td></td>
<td>• you are applying for a General Consultant license and are currently licensed as a Property/Casualty agent or broker, or you are applying for a Life Consultant license and are currently licensed as a Life, Accident &amp; Health agent or broker.</td>
</tr>
<tr>
<td>Life Settlement Broker</td>
<td>You may be exempt from exam requirements if:</td>
</tr>
<tr>
<td></td>
<td>• you are currently licensed, for at least one year, as an agent or broker with a life line of authority in this state or any other state.</td>
</tr>
<tr>
<td>Insurance Consultant</td>
<td>You may be exempt from consultant exam requirements if:</td>
</tr>
<tr>
<td></td>
<td>• You are applying for a General Consultant license and are currently licensed as a Property/Casualty agent or broker, or you are applying for a Life Consultant license and are currently licensed as a Life, Accident &amp; Health agent or broker.</td>
</tr>
</tbody>
</table>

---

**Examination Exemptions**
Scheduling Your Exam

Registering and Scheduling Information

The Department has contracted with Prometric to conduct its examination program. The Department and Prometric work together to ensure that exams meet statutory requirements and professional exam development standards.

Prometric provides computerized testing through its multi-state testing network. You may take the exam at any Prometric test center in the United States. Follow the instructions here to register and schedule an appointment to take your exam.

Testing Accommodations. If you require an Americans with Disabilities Act (ADA) accommodation(s) or English as Second Language (ESL) additional time, see the “Testing Accommodations” section below.

Online

Register and schedule online—it saves time and it’s easy!

You can easily register and schedule your exam online at any time using our Internet Registration Service by going to:

2. Click on Create or Login to Your Account to register.
3. Click on Schedule Your Test and follow the prompts.

By fax or mail

You may fax the completed Exam Registration Form found at the end of this handbook to Prometric to (800) 347-9242. You must also include the completed Credit Card Payment Form (Visa, MasterCard or American Express). The cardholder’s signature must be on the Form.

OR

You may mail the completed Exam Registration Form and the appropriate exam fee to the address on the form. When registering by mail, you may pay the exam fee by Visa, MasterCard or American Express, company check, cashier’s check or money order. Personal checks and cash are not accepted.

If paying by credit card, you must also include the completed Credit Card Payment Form (Visa, MasterCard or American Express). The cardholder’s signature must be on the Form.

By phone

If you are unable to schedule online, you may schedule the examination by calling (800) 324-7147 between 8 a.m. and 9 p.m. (Eastern Time), Monday through Friday, and between 10 a.m. and 3 p.m. (Eastern Time), Saturday and Sunday. Please have your exam information and credit card information for payment available.
Reschedule and Cancellation
To reschedule your existing exam appointment, you must notify Prometric no later than 3 business days prior to the scheduled test date in order to avoid forfeiting your exam fee. If you need to reschedule or confirm your appointment, please go to http://www.prometric.com/newyork/insurance. Exams cannot be rescheduled by fax, e-mail or voicemail.

Exam registration fees are not refundable or transferable.

If you change or cancel your appointment without proper notice, you will forfeit your examination fee(s).

If absent or late for your appointment
If you miss your appointment, or arrive late and are not allowed to test, you will forfeit your exam fee(s).

Note An exam registration remains valid for 90 calendar days after it has been processed. It will expire without further notice at that time. We recommend that you do not register for your exam until you are prepared to take it. If you allow your exam registration to expire or did not pass your exam, you must re-register. Another exam registration fee is required.

You may take the exam at any Prometric test center in the United States.

Test center locations are subject to change. Test center locations in New York and surrounding states are available online at http://www.prometric.com/newyork/insurance. Click on "Check Appointment Availability" to search for all locations by simply entering the state two letter acronym. Examinations are administered by computer at Prometric test centers. Most locations are open on Saturdays and some locations are open on Sundays and in the evenings.

Holidays
Testing generally does not occur on federal holidays. Additional state holidays may be observed in the state where you schedule the exam appointment.

Emergency Closings
Severe weather or an emergency could require canceling scheduled exams. If this occurs, Prometric will attempt to contact you by phone; however, you may check for testing site closures by checking our website at www.prometric.com/en-us/pages/siteclosure.aspx or calling Prometric at (866) 370-3411. If the site is closed, the exam will be rescheduled without a rescheduling fee.

If a test center is open for testing and you choose not to appear for the appointment, you will forfeit the exam fees and must reschedule and pay another exam fee.

Testing Accommodations
ADA Accommodation. Reasonable testing accommodations are provided to allow candidates with documented disabilities recognized under the ADA an opportunity to demonstrate their skills and knowledge. Prometric makes every effort to provide reasonable testing accommodations that enable all test takers to take examinations.
If you require testing accommodations under the Americans with Disabilities Act (ADA), please complete and submit a Testing Accommodation Request Form online at https://www.prometric.com/en-us/for-test-takers/prepare-for-test-day/pages/arrange-testing-accommodations.aspx, or contact Prometric at (888) 226-9406 to obtain an Accommodation Request Form.

Professional documentation of the disability must be submitted with the Accommodation Request Form to aid Prometric in determining the appropriate testing accommodations. Thirty days’ advance notice is required for all testing arrangements. There is no additional charge for these accommodations.

**ESL Accommodation.** All examinations are given in English or Spanish. If English or Spanish is not your primary language, you may qualify for additional time for the test by requesting an ESL Authorization from Prometric. To request an ESL authorization, please submit:

- A personal letter requesting the authorization; and
- A letter from the English instructor or sponsoring company (on company letterhead), certifying that English is not your primary language.

Please fax documents to 800.347.9242 and allow three (3) business days for processing. If your request is approved, Prometric may extend the time limit on your examination to time-and-one-half or 150% of the normal time limit. Prometric will inform you by mail whether your request for accommodation is approved. You should not schedule your exam until you have received the confirmation email. Exams scheduled before the ESL request has been approved will not include extra time.
Preparing for Your Exam

Being well prepared can help you pass your exam and possibly save you money and time spent retaking it. This section offers:

- Information about study materials.
- An overview of the exam content outlines.
- Practice exams.

Study Materials

The exam content outlines in this bulletin are the basis for the exams. The content outlines are updated periodically, and outdated study materials may not be consistent with them. Where such discrepancies exist, the outlines take precedence. **Make sure your study materials cover the topics in the outlines.**

The Department does not specify an official study manual, however each approved prelicensing provider is given a copy of the exam content outlines listed in this bulletin for use in developing a course of study and the materials used in a course. Because of the number and the diversity of approach, neither the Department nor Prometric recommends study materials or prelicensing course providers.

A list of all approved prelicensing providers can be obtained from the Department’s website at [https://myportal.dfs.ny.gov/web/guest/applications/prelicensing-providers](https://myportal.dfs.ny.gov/web/guest/applications/prelicensing-providers) or by calling 800.342.3736.

Content Outlines Overview

The license exam for each type of license consists of questions that test knowledge of topical areas listed in the content outline for that exam. These exam content outlines appear in this bulletin, beginning on Page 27. The content outlines were developed in cooperation with the Department and an Examination Review Workshop (ERW) consisting of industry experts with knowledge of New York Insurance Law. The purpose is to identify and classify the level of knowledge that insurance licensees must have to properly serve their clients.

Item development staff at Prometric and insurance professionals research the content and write questions. The questions are then submitted to industry professionals in New York State for review and approval. These industry professionals first identify the important areas of knowledge and then confirm that the exam questions appropriately test them. This process ensures that the exams reflect content that you, as an entry-level licensee, will need to know to properly perform your duties for the insurance-buying public.

If you prefer, you can view a complete outline specific to your exam on Prometric’s website at [www.prometric.com/newyork/insurance](http://www.prometric.com/newyork/insurance).

Note  Do not schedule your exam until you are familiar with all subject areas in the applicable content outline. Completion of an approved prelicensing course before taking the exam is strongly suggested for successful results.
To take a practice exam, select or copy link below to your browser:
https://tcnet1.prometric.com/Login.aspx?ClientNameSingleSite=NYINSpracticetest

While practice exams contain general, non-state specific insurance questions, they are created in the same format and use the same question types as the actual licensure exams. Practice exams are designed to help you become familiar with the computer-based testing process.

During the practice exam, you will get immediate feedback to correct and incorrect responses as well as overall feedback at the end of the session just as you would during the actual exam. Practice exams are available for:

- (LIPA) Life Insurance Producer/Agent Practice Exam in English and Spanish only
- (HIPA) Health Insurance Producer/Agent Practice Exam in English and Spanish only
- (PIPA) Property & Casualty Insurance Producer Practice Exam in English and Spanish only

There is no cost to take Prometric Practice Exams!
Taking Your Exam

Knowing what to expect when taking the exam may help you prepare for it. This section contains:

- An overview of the testing process.
- Regulations that will be enforced at the testing center.
- Information about the types of questions on the exam.
- A guide to understanding the exam results.
- Information about appeals.

The exam will be administered by computer but you do not need any computer experience or typing skill to take the exam.

**Arrival.** You should arrive at least 30 minutes before the scheduled exam appointment. This allows time for you to sign in and for staff to verify your identification and complete all security checks.

**Identification requirements.** You must present two forms of valid, non-expired, signature-bearing ID as listed below. Primary ID must have recent photo.

**Acceptable forms of primary ID** are, but not limited to:

- Military ID
- Driver’s license with photo
- Passport
- Police ID
- State ID
- Firearm owner registration ID
- Resident alien ID
- Passport card, if present with secondary signature ID

**Secondary ID** name must match same as registration and signature must match primary ID

**Important** Failure to provide appropriate identification at the time of the exam is considered a missed appointment. As a result, you must pay a $40 rescheduling fee before making another appointment. You must pay another examination fee to schedule a new appointment. If you cannot provide the identification listed above, contact Prometric before scheduling the appointment to arrange an alternative way to meet this requirement.
To ensure that all candidates are tested under similar conditions, the following regulations and procedures will be enforced at each test center. Failure to follow any of these security procedures may result in your being disqualified from taking an examination.

1. While in the test center, you will be continuously monitored by video. During your examination, you will also be monitored by physical walk-throughs and through an observation window. All testing sessions are video and audio recorded.

2. You must present valid (unexpired) and acceptable ID(s) in order to take your test. (See “Identification required” in the previous section).

3. You will be scanned with a metal detector wand prior to every entry into the test room. If you refuse, you cannot test.

4. You will be required to raise your pants legs above your ankles, empty and turn all pockets inside-out and raise shirt sleeves above your wrists prior to every entry into the test room.

5. If you are wearing eyeglasses, you will be required to remove them for visual inspection to ensure they don’t contain a recording device. Large jewelry items must be stored in your locker due to concerns over concealed recording devices.

6. You must sign the test center roster each time you leave the test room. You must also sign back in and show your ID to the Test Center Administrator (TCA) in order to re-enter the test room.

7. You are prohibited from communicating, publishing, reproducing, or transmitting any part of your test, in any form or by any means, verbal or written, for any purpose.

8. You must not talk to other candidates or refer to their screens, testing materials, or written notes in the test room.

9. You must not use written notes, published materials, or other testing aids.

10. You are allowed to bring soft ear plugs or center-supplied tissues into the test room.

11. Any clothing or jewelry items allowed to be worn in the test room must remain on your person at all times. Removed clothing or jewelry items must be stored in your locker.

12. You must not bring any personal/unauthorized items into the testing room. Such items include but are not limited to outerwear, hats, food, drinks, purses, briefcases, notebooks, pagers, watches, cellular telephones, recording devices, and photographic equipment. Weapons are not allowed at any Prometric test center. You will be asked to empty and turn your pockets inside out prior to every entry into the test room to confirm that you have no prohibited items.

13. You must return all materials issued to you by the test center administrator (“TCA”) at the end of your test.

14. You are not allowed to use any electronic device or phone during breaks.
15 If you have a medical condition that may require you to access food or medicine during your exam session, you must store those items separately from other items you place in the test center locker. You must inform the TCA before you retrieve the food or medicine, and the TCA will observe you obtaining the item from the locker. You are not allowed to access any item other than food or medicine needed for a medical reason.

16 You must conduct yourself in a civil manner at all times when on the premises of the test center. Exhibiting abusive behavior towards the TCA or any other staff member of the test center may result in examination disqualification and criminal prosecution.

Failure to follow any of these security procedures may result in the disqualification of the examination. Prometric reserves the right to audio and videotape any examination session.

For more information on Prometric test center regulations, please visit: www.prometric.com/en-us/for-test-takers/prepare-for-test-day/documents/TestCenterRegulations.pdf

**Please note:** Test center administrators are not allowed to answer any questions pertaining to the exam content. If you do not understand a question on the examination, you should answer the question to the best of your ability.

**Question Types**
The examination contains four-option multiple choice questions. These questions are designed to be as clear and concise as possible while testing knowledge and comprehension of insurance concepts as well as the application of the insurance concepts. The design of the exam ensures that those who possess the required knowledge of the specific insurance line of authority being tested should perform well on the examination for which they prepared.

**Question Formats.**
Three different multiple-choice formats are used. Each format is shown in the following examples. An asterisk (*) indicates the correct answer in each sample question.

**Format 1—Direct question**
Which one of the following is a type of health insurance policy designed to replace the wages of an insured that is unable to work due to an accident or sickness?

* 1. Disability Income Insurance Policy
2. Employer-Sponsored Group Major Medical Policy
3. Hospital Expense Insurance Policy
4. Special Risk Policy

**Format 2—Incomplete sentence**
Benefits under workers’ compensation insurance are payable:

1. For bodily injury that is accidental or intentional
* 2. Regardless of the liability of the employer
3. Unless safety rules are violated
4. Up to a maximum of 30 percent of weekly wages
Format 3—All of the following except

A life insurance policy may include provisions that do all of the following EXCEPT:

1. Restrict coverage if death is caused by suicide
2. Require evidence of insurability to reinstate coverage
* 3. Extend the contestable period beyond two years
4. Adjust proceeds if the insured’s age is misstated on the application

Experimental Questions

The examination may include some experimental questions that will not be scored. If present, they are distributed throughout the examination and will not be identified as such. These are used to gather statistical information on the questions before they are added to the examination as scored items. These experimental questions will not be counted for or against you in the final examination score.

You will be helping us help future test takers by completing 5 experimental test questions in your exam. We plan to use the experimental questions on future exams based on your performance.

The questions will:

- be randomly distributed within your test
- not be counted in your final score
- not be deducted from your test time.
Exam Results

At the end of your exam, you will receive a printed score report. The report indicates your overall score and grade, including the numerical percentage of questions answered correctly and whether you have passed or failed.

The report also displays the percentage of correct answers in each major section of the exam, as defined by the exam content outline. These section scores are shown to guide you about areas requiring additional preparation for retesting if you do not pass the exam. Even after you pass, you may want to focus on these areas as you begin to provide insurance products and services to the public.

Please note that the section percentages will not average out to your total percentage score. That is because individual exam outline sections are allocated different numbers of questions on the exam. Your total percentage score is computed by dividing the number of questions you have answered correctly by the total number of questions in the exam. The total score is not computed by adding the section percentages and dividing by the total number of sections.

Sample Score Report

<table>
<thead>
<tr>
<th>New York Life Insurance Agent/Broker Examination</th>
<th>Number of Questions</th>
<th>Number Correct</th>
<th>Percent Correct</th>
</tr>
</thead>
<tbody>
<tr>
<td>Life Total Test Score</td>
<td>100</td>
<td>80</td>
<td>80%</td>
</tr>
<tr>
<td>Insurance Regulation</td>
<td>10</td>
<td>8</td>
<td>80%</td>
</tr>
<tr>
<td>General Insurance</td>
<td>10</td>
<td>9</td>
<td>90%</td>
</tr>
<tr>
<td>Life Insurance Basics</td>
<td>22</td>
<td>17</td>
<td>77%</td>
</tr>
<tr>
<td>Life Insurance Policies</td>
<td>16</td>
<td>15</td>
<td>94%</td>
</tr>
<tr>
<td>Life Insurance Provisions</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Options, and Riders</td>
<td>19</td>
<td>14</td>
<td>74%</td>
</tr>
<tr>
<td>Annuities</td>
<td>10</td>
<td>9</td>
<td>90%</td>
</tr>
<tr>
<td>Federal Tax Considerations for</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Life Insurance and Annuities</td>
<td>13</td>
<td>10</td>
<td>77%</td>
</tr>
<tr>
<td>Qualified Plans</td>
<td>4</td>
<td>3</td>
<td>75%</td>
</tr>
</tbody>
</table>

Score: 80%
Grade: Pass
(A total score of 70 percent is required to pass)

Prometric electronically notifies the Department of exam results within two business days of the exam date. Note that exam scores are confidential and will be revealed only to you and to the Department.

Duplicate score report. You may call or write to Prometric to request a duplicate score report for a period of two years after your exam at no cost to the candidate. Any questions or comments about your exam should be directed to Prometric.

Appeals Process

Prometric’s goal is to provide a quality examination and a pleasant testing experience for every candidate. If you would like to submit an appeal concerning examination content, registration, scheduling or test administration (testing site
procedures, equipment, personnel, etc.), please submit an appeal by visiting www.prometric.com/contactus and clicking on “Request an Appeal”.

Once submitted you will receive an email response within 20 days indicating whether your appeal has been approved.
Applying for Your License

This section offers information about:
- Applying for your license.
- Licensing fees and renewal information.
- Continuing Education.

Applying for Your License

After passing the licensing exam (if an exam is required), you must submit your license application to the Department, along with any other required paperwork for the type of license you are seeking. You may obtain license application information from the Department’s website at http://www.dfs.ny.gov/insurance/abindx.htm.

Important
Applications must be received within two years from the date of passing the exam. Incomplete applications or applications without the required fee will not be accepted or placed on file.

If the type of license you are seeking is not listed below, contact the Department at 800.342.3736 or via email at licensing@dfs.ny.gov for more information.

Retesting Requirements. If you were licensed previously but have not been licensed within the two years immediately preceding the application date, you must:
- Pass the appropriate licensing exam administered by Prometric; and
- Submit an application and any required documentation noted in the appropriate application sections noted below.

License Requirements Based on Residency

Requirements for licensing vary according to the applicant’s currently declared home state. This section describes general licensing requirements for New York resident and nonresident applicants.

A resident licensee is one who has declared New York as their home state.

A nonresident licensee is one who has declared a state other than New York as the home state and is licensed in good standing for the lines of authority for which one is applying for in New York.

Home state is defined as the District of Columbia or any state or territory of the United States in which the applicant maintains a principal place of residence or principal place of business.

Resident licensing requirements

Generally, to qualify for a New York resident insurance license, you must:
- Be at least 18 years old.
- Complete any necessary prelicensing education requirements (see prelicensing education requirements in the License Type and Requirements section above).
- Pass the appropriate license exam(s), if required (see License Types and Requirements above).
- Apply to the Department for a license within two years of passing an exam.
- Pay the appropriate licensing fee.
Nonresident licensing requirements

Nonresident Agents and Brokers. If you wish to obtain a New York state nonresident license, you must submit a nonresident license application and the appropriate fees. You must currently be licensed and in compliance in your declared home state.

Nonresident online licensing is also available to first time non-resident applicants applying for an individual license through the National Insurance Producer Registry (NIPR) website: http://www.nipr.com/.

Note Your license information must be included in the National Producer Database; if not, Certification from your home state must be submitted with the application.

There is no reciprocity in regard to licensing adjusters. All applicants must pass the New York exam.

National Insurance Producer Registry (NIPR). New York is a participating state in the NIPR, an affiliate of the National Association of Insurance Commissioners (NAIC). This database of producer information links the licensing systems of participating states, facilitating the exchange of electronic information. If you wish to file a nonresident individual agent or broker license in multiple states, you may do so quickly and easily, in one transaction, through NIPR. For more information, log on to the NIPR website at http://www.nipr.com/ or call 816.783.8468.

Producer applicants relocating to New York State. If you are currently licensed or have been licensed in another state within the last 90 days and are relocating to New York, the education and exam requirements may be waived by submitting the resident license application. Your license information MUST be included in the National Producer Database; if not, you must submit with the application a currently dated Certification from the state you had previously declared as your home state.

Agent License

An insurance agent represents an insurance company and sells, solicits or negotiates insurance for whichever company has appointed that agent. An agent may be appointed to more than one company but must have at least one company appointment to transact insurance business. An appointment must be filed within 15 days of either the date an agency contract is executed with the insurance company or the date the first insurance application is submitted to the company.

A Title Insurance Agent is an authorized agent of a NY licensed title insurance corporation, who for commission, compensation, or any other thing of value, performs the following acts in conjunction with the issuance of a title insurance policy:

1. sells or negotiates the sale of a title insurance policy;
2. evaluates the insurability of title, based upon the performance or review of a title search; and
3. performs one or more of the following functions:
A. collects, remits, or disburses title insurance premiums, escrows, or other related funds;

B. prepares, amends, marks up, or delivers a title insurance commitment or certificate of title for the purpose of the issuance of a title insurance policy by a title insurance corporation;

C. prepares, amends, or delivers a title insurance policy on behalf of a title insurance corporation; or negotiates the clearance of title exceptions, in connection with the issuance of a title insurance policy
The applicant must pass an exam for each line of authority desired before submitting the license application. The table below lists the agent licenses and the corresponding exam number.

**Note** Prometric offers a combined Life, Accident, and Health exam (17-55) for those wishing to apply for both the Life, and Accident and Health lines of authority at the same time.

<table>
<thead>
<tr>
<th>License</th>
<th>Exam Series</th>
</tr>
</thead>
<tbody>
<tr>
<td>Life Agent</td>
<td>17-51</td>
</tr>
<tr>
<td>Accident and Health Agent</td>
<td>17-52</td>
</tr>
<tr>
<td>Personal Lines Agent</td>
<td>17-54</td>
</tr>
<tr>
<td>Property Casualty Agent</td>
<td>17-56</td>
</tr>
<tr>
<td>Bail Bond Agent</td>
<td>17-59</td>
</tr>
<tr>
<td>Mortgage Guaranty Agent</td>
<td>17-60</td>
</tr>
<tr>
<td>Title Insurance Agent</td>
<td>17-81</td>
</tr>
</tbody>
</table>

**Exemptions from Agent Licensing.** You may be exempt from agent licensing if you meet the following criteria as specified in NYS Insurance Law:

- You are a regular salaried officer or employee of an insurance company as defined in Section 2101 (a)(1) of NYS Insurance Law.
- You are representing only a fraternal benefit society authorized by Sections 4501(h-p) & 4505 and you do not qualify as an “insurance agent” as defined by Section 2101 (a)(3) of the Insurance Law of this state.

New York residents desiring to obtain an insurance agent license must submit:

- A license application obtained from the Department’s website at http://www.dfs.ny.gov/insurance/abindx.htm.
- A prelicensing education School Certificate or evidence of a professional designation (CLU or CLUA designation for Life, Accident and Health agents; CPCU designation for Property/Casualty agents).
- The original passing exam score report (dated within two years prior to applying).
- A Company Appointment submitted electronically to the Department. An application may be submitted without an appointment, however, an appointment must be made within 15 days from either the date an agency contract is executed with the insurance company or the first insurance application is submitted to the company.
- FINRA or SECO certificate of proof of qualification (Variable Annuity applicants only).
- The appropriate licensing fee (see License fees and renewal dates below).

**Broker License** An insurance broker represents the public and can sell, solicit or negotiate insurance for any insurance company licensed in New York State which deals with brokers.
A Life Settlement broker solicits, negotiates or offers to negotiate a life settlement contract.

The applicant must pass an exam for each line of authority desired before submitting the license application. The table below lists the broker licenses and the corresponding exam number.

### Note
Prometric offers a combined Life, Accident, and Health exam (17-55) for those wishing to apply for both the Life, and Accident and Health licenses at the same time.

<table>
<thead>
<tr>
<th>License</th>
<th>Exam Series</th>
</tr>
</thead>
<tbody>
<tr>
<td>Life Broker</td>
<td>17-51</td>
</tr>
<tr>
<td>Accident and Health Broker</td>
<td>17-52</td>
</tr>
<tr>
<td>Personal Lines Broker</td>
<td>17-54</td>
</tr>
<tr>
<td>Property Casualty Broker</td>
<td>17-56</td>
</tr>
<tr>
<td>Life Settlement Broker</td>
<td>17-80</td>
</tr>
</tbody>
</table>

### Note
If you are seeking an Excess Lines Broker license, Section 2105 of the Insurance Law requires you first be licensed as a Property Casualty broker under Section 2104. You should contact the Department at 800.342.3736 or online at [http://www.dfs.ny.gov/insurance/abindx.htm](http://www.dfs.ny.gov/insurance/abindx.htm) for further licensing requirements.

New York residents desiring an insurance broker license must submit:

- A license application obtained from the Department’s website at [http://www.dfs.ny.gov/insurance/abindx.htm](http://www.dfs.ny.gov/insurance/abindx.htm).
- Prelicensing Education School Certificate or evidence of a professional designation (CLU, ChFC or MSFS designation for Life, Accident and Health agents; CPCU designation for Property/Casualty agents), or if seeking to waive the prelicensing education requirement based on experience, a Statement of Employer form obtained from the Department.
- The original passing exam score report (dated within two years prior to applying).
- FINRA or SECO certificate of proof of qualification (Variable Annuity applicants only).

The appropriate licensing fee (see License fees and renewal dates below).

### Note
If you are submitting a Statement of Employer form in lieu of the required prelicensing education, you may apply online. However, the application will remain pending until Department review and approval of the Statement of Employer.

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.additional content...

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Public Adjusters investigate and adjust, on behalf of the insured, claims connected with losses from the following: fire; miscellaneous property; water; burglary and theft; glass; boiler and machinery; elevator; and marine and inland marine. **The applicant must pass the Public Adjuster exam 17-62 before submitting the license application.**

22
Independent Adjusters act on behalf of the insurer in the work of investigating and adjusting claims. The applicant must pass an examination for each license she/he wishes to hold before submitting a license application. Independent adjusters can be licensed in the following lines of insurance:

<table>
<thead>
<tr>
<th>Independent Adjuster License</th>
<th>Exam Series</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accident and Health</td>
<td>17-63</td>
</tr>
<tr>
<td>Automobile</td>
<td>17-66</td>
</tr>
<tr>
<td>Aviation</td>
<td>17-67</td>
</tr>
<tr>
<td>Casualty</td>
<td>17-65</td>
</tr>
<tr>
<td>Fidelity and Surety</td>
<td>17-68</td>
</tr>
<tr>
<td>Fire</td>
<td>17-64</td>
</tr>
<tr>
<td>Inland Marine</td>
<td>17-69</td>
</tr>
<tr>
<td>General</td>
<td>17-70</td>
</tr>
<tr>
<td>Auto Damage or Theft Appraisal</td>
<td>17-71</td>
</tr>
<tr>
<td>Motor Vehicle No Fault and Workers’ Compensation Health Services Charges</td>
<td>17-72</td>
</tr>
</tbody>
</table>

An applicant applying for the Multi-peril Crop Adjuster license must have received accreditation from the Federal Crop Adjuster Proficiency Program administered by National Crop Insurance Services, Inc.

Exemption from adjuster licensing. You may be exempt from independent adjuster licensing if you are an insurance company employees, lawyer, broker, etc., listed under subsections (g) (1) and (2) of Insurance Law Section 2101.

If you intend to adjust on behalf of multiple insurance companies, you must obtain an adjuster license.

New York residents desiring any type of insurance adjuster license must submit:

- A license application obtained from the Department’s website at [http://www.dfs.ny.gov/insurance/abindx.htm](http://www.dfs.ny.gov/insurance/abindx.htm).
- A prelicensing education School Certificate or if seeking to waive the prelicensing education requirement based on experience, a Statement of Employer form obtained from the Department (Public Adjuster Applicants only).
- The original passing score report (dated within two years prior to applying).
- Electronic fingerprint. Please go to the Department’s website at [http://www.dfs.ny.gov/insurance/abindx.htm](http://www.dfs.ny.gov/insurance/abindx.htm) for instructions on how to be fingerprinted electronically.
- A $1,000 bond.
- Five (5) Certificates of Character.
- The appropriate licensing fee (see License Fees and Renewal Dates below).
A Consultant provides expert and professional advice on insurance. Licensed Consultants cannot sell, solicit or negotiate an insurance policy as to do so would require licensing as an Agent or Broker.

**Life Insurance (Life) Consultants** must pass *Exam 17-57 before submitting a license application*. Licensed Life Consultants are authorized to provide clients with expert advice on the following lines of insurance:

- Life Insurance
- Annuities
- Accident & Health

**Property & Casualty Insurance (General) Consultants** must pass *Exam 17-58 before submitting a license application*. Licensed General Consultants are authorized to provide clients expert advice on the following lines of insurance:

1. Animal
2. Boiler & Machinery
3. Burglary and Theft
4. Collision
5. Credit
6. Elevator
7. Fidelity and Surety
8. Fire
9. Glass
10. Marine and Inland Marine
11. Marine Protection and Indemnity
12. Miscellaneous Property
13. Mortgage Guaranty
14. Motor Vehicle and Aircraft Physical Damage
15. Personal Injury Liability
16. Property Damage Liability
17. Residual Value
18. Title
19. Water Damage
20. Workers’ Compensation and Employers Liability

New York residents desiring an insurance consultant license *must submit*:

- A license application obtained from the Department’s website at [http://www.dfs.ny.gov/insurance/lic_gc.htm](http://www.dfs.ny.gov/insurance/lic_gc.htm).
- The original passing exam score report (dated within two years prior to applying).

The appropriate licensing fee (see License Fees and Renewal Dates below).
An insurance producer is defined in Section 2101(k) as an agent, broker, consultant, reinsurance intermediary, excess line broker or any other person required to be licensed to sell, solicit or negotiate insurance.

All licenses must be renewed every two years. Individual and TBA licenses are issued with an expiration date determined by your date of birth:

- If you were born in an even numbered year, your license shall expire on your birthday in an even numbered year.
- If you were born in an odd numbered year, your license shall expire on your birthday in an odd numbered year.

Adjuster and Bail Bond Agent licenses do not have a birth date renewal. These licenses expire on December 31 of even-numbered years.

The following licensing fees are charged for each year or fraction thereof:

<table>
<thead>
<tr>
<th>License</th>
<th>Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accident and Health Agent/Broker</td>
<td>$40</td>
</tr>
<tr>
<td>Life Agent/Broker</td>
<td>$40</td>
</tr>
<tr>
<td>Life/Accident &amp; Health Insurance Agent/Broker</td>
<td>$40</td>
</tr>
<tr>
<td>Personal Lines Agent/Broker</td>
<td>$40</td>
</tr>
<tr>
<td>Property Casualty Agent /Broker</td>
<td>$40</td>
</tr>
<tr>
<td>Life/Accident &amp; Health Insurance Consultant</td>
<td>$50</td>
</tr>
<tr>
<td>Property &amp; Casualty Insurance Consultant</td>
<td>$50</td>
</tr>
<tr>
<td>Bail Bond Agent</td>
<td>$25</td>
</tr>
<tr>
<td>Mortgage Guaranty Agent</td>
<td>$40</td>
</tr>
<tr>
<td>Public Adjuster</td>
<td>$50</td>
</tr>
<tr>
<td>Independent Accident &amp; Health Insurance Adjuster</td>
<td>$50</td>
</tr>
<tr>
<td>Independent Fire Adjuster</td>
<td>$50</td>
</tr>
<tr>
<td>Independent Casualty Adjuster</td>
<td>$50</td>
</tr>
<tr>
<td>Independent Automobile Adjuster</td>
<td>$50</td>
</tr>
<tr>
<td>Independent Aviation Adjuster</td>
<td>$50</td>
</tr>
<tr>
<td>Independent Fidelity &amp; Surety Adjuster</td>
<td>$50</td>
</tr>
<tr>
<td>Independent Inland Marine Adjuster</td>
<td>$50</td>
</tr>
<tr>
<td>Independent General Adjuster</td>
<td>$50</td>
</tr>
<tr>
<td>Independent Auto &amp; Theft Appraisal Adjuster</td>
<td>$50</td>
</tr>
<tr>
<td>Independent Motor Vehicle No-Fault &amp; Workers’ Compensation Health Service Charges Adjuster</td>
<td>$50</td>
</tr>
<tr>
<td>Life Settlement Broker</td>
<td>$40</td>
</tr>
<tr>
<td>Title Insurance Agent</td>
<td>$40</td>
</tr>
</tbody>
</table>

Note: For entity (corporation, partnership, etc.) or other license fees, please contact the Department at 800.342.3736 or online at http://www.dfs.ny.gov/insurance/abindx.htm.
Resident Licensees. All licensed agents, brokers, consultants and public adjusters must complete continuing education (CE) requirements as a condition of renewing these licenses. Licensees must complete 15 CE credits during each biennial licensing period.

After your license has been in effect for a full two years, continuing education will always be required with subsequent renewal or relicensing applications. Credits must be accumulated during the renewal period, which begins with the effective date of the license and ends with the expiration date. CE must be completed before processing the renewal or relicensing application.

When attending continuing education courses, please ensure that the course has been approved for the class of license you hold. Course approval documents containing this information are displayed at the site of instruction for your review.

Approved courses, once completed for CE credit, may never be completed for CE credit again. Licensee must maintain records of completed continuing education courses and will be held responsible if a course is repeated.

Nonresident Licensees Reciprocity. Nonresident licensees currently licensed and in compliance in another state do not need to complete New York State-approved CE courses.

Nonresident public adjusters who are licensed in states that do not issue public adjuster licenses or do not require CE for public adjusters must complete New York State-approved CE Courses.

Note If New York is your declared home state for the period shown on your license prior to a renewal, you must complete New York State-approved Continuing Education courses.

Exemptions from continuing education. You may be exempt from completing continuing education requirements if:

- You are a travel accident or baggage agent (a travel accident or baggage agent who is a ticket-selling agent or representative of a railroad, steamship or other public carrier and will act as an insurance agent only in the issuance of accident insurance tickets or baggage insurance tickets primarily for the purpose of covering the risk of travel).
- You only represent a fraternal benefit society authorized by Sections 4501(h-p) & 4505 and you do not qualify as an “insurance agent” as defined by Section 2101 (a)(3) of the Insurance Law of this state.

You are an agent, broker, consultant, or public adjuster who has held your license for less than the full two-year licensing period.

The licensees not subject to the continuing education requirements of Sections 2132 and 2108 of the New York State Insurance Law are:

- Independent Adjusters
- Reinsurance Intermediaries
- Limited Rental Licensees
- Bail Bond Agents
- Mortgage Guarantee Agents
The following outlines describe the content of each of the New York insurance exams. These outlines are the basis of the exams. Each exam will contain questions about the subjects in its corresponding outline.

The percentages indicate the relative weight assigned to each part of the exam. For example, if a section has 10 percent assigned to it, 6 questions will be drawn from it on a 60-question exam, 10 on a 100-question exam, and 15 on a 150-question exam.

Note, however, that the section weights differ by exam. Similarly, combination exams contain all of the content of the single-line exams they combine to become and you are referred to the single-line outlines for details. Refer to the outline of the exam you plan to take for the individual section weights. Complete detailed outlines for individual exams are available through Prometric’s Website at www.prometric.com/newyork/insurance

**New York Life Insurance Agent/Broker Examination Series 17-51**

100 questions - 2-hour time limit
Live Date - September 20, 2018

### 1.0 Insurance Regulation 10%

#### 1.1 Licensing

- Process (2103(d–l))
- Definitions
  - Producer definition (2101(k))
  - Who should be licensed (2101(k))
  - Home state (2101(l))
  - Negotiate (2101(m))
  - Sell (2101(n))
  - Solicit (2101(o))

#### Types of licensees

- Agents (2101(a, k); 2103; Reg 6, Part 22.2; Reg 7, Part 23.2)
- Brokers (2101(c, h, k); 2104)
- Consultants (2107)
- Adjusters (2101(g), 2108)
- Nonresident (2101(d, e); 2103(g)(5, 11); 2136)
- Business entities (2101(p), 2103(i)(2))

- Temporary (2109; Regs 9, 18, 29, Part 20.1)
- Maintenance and duration
  - Renewal (2103(j); Reg 5, Part 21.2)
  - Continuing education (2132)
  - Assumed names (2102(f))

- Change of address (all addresses, including email) (2134; Reg 5, Part 21.4; Reg 6, Part 22.3; Reg 7, Part 23.4)

- Reporting of actions (2110(l)(j))

#### Disciplinary actions

- Hearings-Notice and Process (2405, 2406, Financial Services 305)
- Suspension, revocation, and nonrenewal (2110)
- Penalties (2127, 109)

#### 1.2 State regulation

- Superintendent’s general duties and powers (2404, Financial Services 201, 202, 301)

- Company regulation
  - Certificate of authority (1102 (a-b))
  - Solvency (307)

- Unfair claim settlement practices (2601; Reg 64, Part 216.3 - 216.6)
- Appointment of agent (2112(a–c))
- Termination of agent appointment (2112(d); Regs 9, 18, 29, Part 20.2)

- Unfair and prohibited practices
  - Misrepresentation (2123; Reg 64, Part 216.3)
  - False advertising (2603)
  - Defamation of insurer (2604)
  - Unfair discrimination (2606–2608, 2612)
  - Rebating (2324, 4224)

#### Licensee regulation

- Controlled business (2103(i))
- Sharing commissions (2121, 2128)
- Fiduciary responsibility (2120; Regs 9, 18, 29, Parts 20.3, 20.4)
- License display (Reg 125, Part 34.5)

- Commissions and compensation (2102(e), 2114–2116, 2119; Reg 9, 18, 29, Part 20.6; Reg 194, Part 30)
Termination responsibilities of producer (2112)(g)

Examination of books and records (2404; Reg 152, Parts 243.0 to 243.3)

Insurance Frauds Prevention Act (401-405, Financial Services 403-405)

Aiding Unauthorized Insurer (2117)

Prohibitions (403)

Reporting (405)

Consumer privacy regulation (Reg 169, Parts 420.0 to 420.4)

Producer Compensation Transparency (Reg 194, Parts 30.1 to 30.5)

Cyber Security Requirements for Financial Services Companies (Reg 23)

1.3 Federal regulation

Fair Credit Reporting Act (15 USC 1681a–1681d)

Fraud and false statements including 1033 waiver (18 USC 1033, 1034)

2.0 General Insurance 10%

2.1 Concepts

Risk management key terms
- Risk (pure and speculative)
- Exposure
- Hazard (physical, moral, morale)
- Peril
- Loss

Methods of handling risk
- Avoidance
- Retention
- Sharing
- Reduction
- Transfer (by contractual liability or insurance contract)

Elements of insurable risks
- Adverse selection
- Law of large numbers
- Reinsurance

2.2 Insurers

Types of insurers
- Stock companies
- Mutual companies
- Fraternal benefit societies

Private versus government insurers

Admitted versus nonadmitted insurers

Domestic, foreign and alien insurers

Financial status (independent rating services)

Marketing (distribution) systems

2.3 Agents and general rules of agency

Insurer as principal

Agent/insurer relationship

Authority and powers of agents
- Express
- Implied
- Apparent

Responsibilities to the applicant/insured

2.4 Contracts

Elements of a legal contract
- Offer and acceptance
- Consideration
- Competent parties
- Legal purpose

Characteristics of insurance contracts
- Contract of adhesion
- Aleatory contract
- Personal contract
- Unilateral contract

Conditional contract

Legal concepts and interpretations affecting contracts
- Indemnity
- Utmost good faith
- Representations/misrepresentations (3105)
- Warranties (3106)
- Rescission
- Concealment
- Fraud
- Waiver and estoppel

3.0 Life Insurance Basics 19%

3.1 Insurable interest (3205)

3.2 Personal uses of life insurance

Survivor protection

Estate creation

Cash accumulation

Liquidity

Estate conservation

3.3 Determining amount of personal life insurance

Human life value approach

Needs approach
- Types of information gathered
- Determining lump-sum needs
- Planning for income needs

3.4 Business uses of life insurance

Buy-sell funding

Key person

Business continuation

3.5 Differences in life insurance policies

Group versus individual

Permanent versus term

Participating versus nonparticipating

Fixed versus variable life
Regulation of variable products (SEC, FINRA, and New York) (4240; Reg 47, Part 50.3; Reg 77, Part 54.3)

3.6 Factors in premium determination
- Mortality, Investment Return, and Expense
- Mode of premium

3.7 Licensee responsibilities
- Solicitation and sales presentations
  - Advertising (2122)
  - Life Insurance Company Guaranty Corporation (7718)
  - Policy summary (3209; Reg 74, Part 53-2.2)
  - Buyer’s guide (3209; Reg 74, Part 53-2.6)
- Suitability in Life Insurance and Annuities (Reg. 187 224.2- 224.4)
- Illustrations (Reg 74, Parts 53-3.1 to 53-3.6)
- Replacement (2123(a)(2, 3); Reg 60, Parts 51.1 to 51.8)
- Use and disclosure of insurance information
- Use of Senior-Specific Certifications and Professional Designations in the Sale of Life Insurance and Annuities (Reg 199, Part 225)
- Field underwriting
  - Application procedures including backdating of policies (3208)
- Delivery
  - Policy review
  - Effective date of coverage
  - Premium collection
  - Statement of good health
  - Amendments

3.8 Individual underwriting by the insurer
- Information sources and regulation
  - Application
  - Agent report
  - Attending physician statement
  - Investigative consumer (inspection) report
  - Medical Information Bureau (MIB)
- Medical examinations and lab tests including HIV (2611)
- Selection criteria and unfair discrimination
- Classification of risks
  - Preferred
  - Standard
  - Substandard
  - Declined

4.0 Life Insurance Policies 20%

4.1 Term life insurance
- Level term
  - Renewable term
  - Convertible term
  - Level premium term

4.2 Whole life insurance
- Continuous premium (straight life)
- Limited payment
- Single premium

4.3 Flexible premium policies
- Universal life

4.4 Specialized policies
- Joint life (first-to-die)
- Survivorship life (second-to-die)
- Life insurance on minors (3207(b))
- Fixed (equity) indexed life

4.5 Group life insurance
- Characteristics of group plans

5.0 Life Insurance Policy Provisions, Options and Riders 20%

5.1 Required provisions (3203)
- Ownership
- Assignment
- Entire contract (3203(a)(4), 3204)
- Right to examine (free look) (3203(a)(11))
- Payment of premiums
- Grace period (3203(a)(1))
- Reinstatement (3203(a)(10))
- Incontestability (3203(a)(3))
- Misstatement of age (3203(a)(5))
- Exclusions (3203(b, c))
- Statements of the applicant (3204)
- Proof of Death

5.2 Beneficiaries
- Designation options
  - Individuals
  - Classes (per stirpes/per capita)
  - Estates
  - Minors
  - Trusts
  - Succession
  - Revocable versus irrevocable
  - Common disaster clause

5.3 Settlement options
- Cash payment
- Interest only
- Fixed-period installments
- Fixed-amount installments
- Life income
5.4 Nonforfeiture options
Cash surrender value (net cash value)
Extended term
Reduced paid-up insurance

5.5 Policy loan and withdrawal options
Policy loans
Automatic premium loans
Withdrawals or partial surrenders

5.6 Dividend options
Cash payment
Reduction of premium payments
Accumulation at interest
One-year term option
Paid-up additions

5.7 Disability riders
Waiver of premium
Waiver of cost of insurance
Payor benefit life/disability (juvenile insurance)

5.8 Accelerated (living) benefit provisions/riders (3230)
Conditions for payment
Effect on death benefit

5.9 Riders covering additional insureds
Spouse/other-insured term rider
Children’s term rider
Family term rider

5.10 Riders affecting the death benefit amount
Accidental death
Guaranteed insurability
Cost of living

6.0 Annuities 10%

6.1 Annuity principles and concepts
Accumulation period versus annuity period
Owner, annuitant and beneficiary
Insurance aspects of annuities

6.2 Required provisions (3219, 4220, 4223)

6.3 Immediate versus deferred annuities
Single premium immediate annuities (SPIAs)
Deferred annuities
Premium payment options
Nonforfeiture
Surrender and withdrawal charges
Death benefits

6.4 Annuity (benefit) payment options
Life contingency options
Pure or straight life versus life with guaranteed minimum
Single life versus multiple life
Annuities certain (types)

6.5 Annuity products
Fixed annuities
General account assets
Interest rate guarantees (minimum versus current)
Level benefit payment amount
Fixed (equity) indexed annuities
Differences in variable annuity products and licensing requirements

6.6 Personal Uses of annuities
Tax-deferred growth

7.0 Federal Tax Considerations for Life Insurance and Annuities 5%

7.1 Taxation of personal life insurance
Amounts available to policyowner
Cash value increases
Dividends
Policy loans
Surrenders
Amounts received by beneficiary
Settlement options

7.2 Rollovers and transfers (IRAs and qualified plans)

7.3 Section 1035 exchanges

8.0 Qualified Plans 4%

8.1 General requirements
Defined contribution versus defined benefit plan

8.2 Plan types, characteristics and purchasers
Self-employed plans (Keogh plans)
SIMPLE
SEP
401k
457

9.0 Life Settlement 2%

9.1 Definitions (7802)
Life Settlement Contract (7802(k)(1)(2)(3))
Life Settlement Broker (7802(j), 2101(v))
Business of Life Settlement (7802(c)(1))
Financing transaction (7802(f))
Owner (7802(n))
Life expectancy (7802(i))
New York Accident and Health Insurance Agent/Broker Examination
Series 17-52

100 questions - 2-hour time limit
Live Date- September 20, 2018

1.0 Insurance Regulation 8%

1.1 Licensing

Process (2103(d–l))
Definitions
Producer definition (2101(k))
Who should be licensed (2101(k))
Home state (2101(l))
Negotiate (2101(m))
Sell (2101(n))
Solicit (2101(o))

Types of licensees
Agents (2101(a, k); 2103; Reg 6, Part 22.2; Reg 7, Part 23.2)
Brokers (2101(c, h, k); 2104)
Consultants (2107)
Adjusters (2101(g), 2108)
Nonresident (2101(d, e); 2103(g)(5, 11); 2136)
Business entities (2101(p), (2103(i)(2))
Temporary (2109; Regs 9, 18, 29, Part 20.1)

Maintenance and duration
Renewal (2103(j); Reg 5, Part 21.2)
Continuing education (2132)
Assumed names (2102(f))
Change of address (all addresses, including email) (2134; Reg 5, Part 21.4; Reg 6, Part 22.3; Reg 7, Part 23.4)
Reporting of actions (2110(j)(j))

Disciplinary actions
Hearings-Notice and Process (2405, 2406, Financial Services 305)
Suspension, revocation, and nonrenewal (2110)
Penalties (2127, 109)

1.2 State regulation

Superintendent’s general duties and powers (2404, Financial Services 201, 202, 301)

Company regulation
Certificate of authority (1102(a-b))
Solvency (307)
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Termination of agent appointment (2112(d)); Regs 9, 18, 29, Part 20.2)
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Controlled business (2103(l))
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Fiduciary responsibility (2120; Regs 9, 18, 29, Parts 20.3, 20.4)
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Consumer privacy regulation (Reg 159, Parts 420.0-420.4)
Producer Compensation Transparency (Reg 194, Parts 30.1 to 30.5)

Cyber Security Requirements for Financial Services Companies (Reg 23)

1.3 Federal regulation

Fair Credit Reporting Act (15 USC 1681a–1681d)
Fraud and false statements including 1033 waiver (18 USC 1033, 1034)
### 2.0 General Insurance 6%

#### 2.1 Concepts
- Risk management key terms
  - Risk (pure and speculative)
  - Exposure
  - Hazard (physical, moral, morale)
  - Peril
  - Loss
- Methods of handling risk
  - Avoidance
  - Retention
  - Sharing
  - Reduction
  - Transfer (by contractual liability or insurance contract)
- Elements of insurable risks
  - Adverse selection
  - Law of large numbers
  - Reinsurance

#### 2.2 Insurers
- Types of insurers
  - Stock companies
  - Mutual companies
  - Fraternal benefit societies
- Private versus government insurers
- Admitted versus nonadmitted insurers
- Domestic, foreign and alien insurers
- Financial status (independent rating services)
- Marketing (distribution) systems

#### 2.3 Agents and general rules of agency
- Insurer as principal
- Agent/insurer relationship
- Authority and powers of agents

### 2.4 Contracts
- Elements of a legal contract
  - Offer and acceptance
  - Consideration
  - Competent parties
  - Legal purpose
- Characteristics of insurance contracts
  - Contract of adhesion
  - Aleatory contract
  - Personal contract
  - Unilateral contract
  - Conditional contract
- Legal concepts and interpretations affecting contracts
  - Indemnity
  - Utmost good faith
  - Representations/misrepresentations (3105)
  - Warranties (3106)
  - Rescission
  - Concealment
  - Fraud
  - Waiver and estoppel

### 3.0 Accident and Health Insurance Basics 12%

#### 3.1 Definitions of perils
- Accidental injury
- Sickness

#### 3.2 Principal types of losses and benefits
- Loss of income from disability
- Hospital and medical expense
- Long-term care expense

#### 3.3 Classes of accident and health insurance coverage
- Individual and group
- Private versus government
- Limited versus comprehensive

#### 3.4 Types of Limited policies
- Limited benefits and amounts
- Required notice to insured
- Types of limited policies
  - Accident-only
  - Specified (dread) disease
  - Hospital indemnity (income)
  - Dental insurance
  - Vision care

#### 3.5 Common exclusions from coverage
- Workers compensation
- Cosmetic
- Experimental/investigation
- Medical necessity

#### 3.6 Licensee responsibilities in individual accident and health insurance
- Marketing requirements
  - Advertising (Reg 35, Parts 215.1–215.18)
  - Sales presentations
  - Outline of coverage
  - Application procedures
  - Requirements at delivery of policy

#### 3.7 Considerations in replacing accident and health insurance
- Benefits, limitations and exclusions
- Licensee liability for errors and omissions

#### 3.8 Community rating of policies (4317; Reg 145, Part 360)
- Definition of small group

#### 4.0 Individual Accident and Health Insurance Policy General Provisions 10%

#### 4.1 Required provisions
Entire contract; changes (3216(d)(1)(A))
Grace period (3216(d)(1)(C))
Reinstatement (3216(d)(1)(D))

4.2 Other provisions
Coordination of benefits
Other benefits (3216(d)(2)(E))
Unpaid premium (3216(d)(2)(G))
Cancellation (3216(d)(2)(H))
Conformity with state statutes (3216(d)(2)(I))
Illegal occupation (3216(d)(2)(J))
Intoxicants and narcotics (3216(d)(2)(K))

4.3 Other general provisions
Right to examine (free look)
Insuring clause
Consideration clause
Renewability clause (3216(g))
Noncancelable
Guaranteed renewable

5.0 Disability Income and Related Insurance 10%

5.1 Qualifying for disability benefits
Inability to perform duties
Own occupation
Any occupation
Presumptive disability
Proof of Loss

5.2 Individual disability income insurance
Basic total disability plan
Income benefits (monthly indemnity)
Elimination and benefit periods
Waiver of premium feature
Coordination of benefits

Individual premium consideration
Additional monthly benefit (AMB)
Social insurance supplement (SIS)
Occupational versus nonoccupational coverage
Noncancelable (3216(d)(2)(H))
Guaranteed renewability

Other provisions affecting income benefits
Cost of living adjustment (COLA) rider
Future increase option (FIO) rider
Relation of earnings to insurance (3216(d)(2)(F))
Benefits
Accidental death and dismemberment
Rehabilitation benefit
Medical reimbursement benefit (nondisabling injury)
Partial disability benefit
Residual disability benefit
Total disability benefit
24-hour coverage versus limited/at-work coverage
Exclusions

5.3 Group disability income insurance
Group versus individual plans
Short-term disability (STD)
Long-term disability (LTD)

5.4 Business disability insurance
Key person disability income
Disability buy-sell policy
Business overhead expense policy

6.0 Medical Plans 15%

6.1 Medical plan concepts
Coordination of benefits
Fee-for-service basis versus prepaid basis
Specified coverages versus comprehensive care
Benefit schedule versus usual/reasonable/customary charges
Any provider versus limited choice of providers
Insureds versus subscribers/participants

6.2 Types of plans
Major medical insurance (indemnity plans)
Characteristics
Common limitations
Exclusions from coverage
Provisions affecting cost to insured
Health Maintenance Organizations (HMOs)
General characteristics
Preventive care services (4303(j))
Primary care physician (PCP)
Referral (specialty) physician
Emergency care
Hospital services
Other basic services
Preferred provider organizations (PPOs), point-of-service (POS) plans and Exclusive Provider Organizations (EPOs)
General characteristics
In-network and out-of-network provider access
Primary care physician (PCP) referral
Catastrophic

33
6.3 Cost containment in health care delivery
Utilization review (Art. 49)
Prospective review
Concurrent review
Retrospective review

6.4 New York dependent requirements (individual and/or group)
Dependent child age limit (3216(a)(4); 4235(f)(1)(2))
Policy extension for handicapped children (3216(c)(4)(A))
Newborn child coverage (3216(c)(4)(C))

6.5 New York required benefits (individual and/or group)

6.6 New York mandated offers (individual and/or group)

6.7 HIPAA (Health Insurance Portability and Accountability Act) requirements
Eligibility
Guaranteed issue
Renewability
Privacy protections

7.0 Federal Patient Protection and Affordable Care Act 10%

7.1 Affordable Care Act
Preexisting conditions
Insurance exchanges
Eligibility (individual and small employer)
APTC (advance premium tax credit)
Cost share reduction
Benchmark plan
State vs. federal
Metal levels
Catastrophic
Medical loss ratio
Actuarial value
Enrollment period
Individual mandate
Employer shared responsibility
Annual lifetime dollar limits
10 Essential benefits

8.0 Long-term Care (LTC) Insurance 5%

8.1 Benefits
LTC, Medicare and Medicaid compared
Eligibility for benefits
Levels of care
Skilled care
Intermediate care
Custodial care
Types of care
Home health care
Adult day care
Respite care
Nursing home facility care
Assisted living
Benefit periods
Benefit amounts
Activities of Daily Living (ADLs)
Optional benefits
Reimbursement versus indemnity/cash
Inflation protection (COLA) (Reg 62, Part 52.25(c)(3))
Nonforfeiture benefits (Reg 62, Part 52.25(c)(7))
Guarantee of insurability
Return of premium
Shared care
Individual, group and association plans
Hybrid plans
Exclusions (Reg 62, Part 52.25(b)(2))
Underwriting considerations

8.2 New York regulations and required provisions
Renewability (Reg 62, Part 52.25(b)(1))
Required disclosure provisions (Reg 62, Part 52.65)
Prohibited practices
Replacement (Reg 62, Part 52.29)
New York State Partnership for Long Term Care (Reg 144, Part 39)
Dollar for dollar or time element
Medicaid Estate Recovery Act (OBRA '93)
New York Tax Credit

9.0 Group Health and Blanket Insurance 10%

9.1 Characteristics of group insurance
Group contract
Certificate of coverage
Experience rating versus community rating
Definition of eligible group (4235(b)(c))

9.2 Types of eligible groups (4235)
Employer group
Customer groups (depositors, creditor-debtor and others)
Blanket customer groups (teams, passengers, students, associations, PEO, and others)

9.3 Regulation of employer group insurance plans
Employee Retirement Income Security Act (ERISA)
Applicability
Fiduciary responsibilities
Reporting and disclosure / compliance
Family Medical Leave Act (FMLA)
9.4 Types of funding and administration

10.0 Government Health Insurance Plans

10.1 Worker’s compensation

10.2 Social Security Disability

10.3 New York State Disability Law

10.4 Medicare

10.5 Medicaid

10.6 Healthy New York (426)

10.7 Small employer medical plans

10.8 Flexible Spending Accounts (FSA) and Health Savings Accounts (HSA)

11.0 Private Insurance for Senior Citizens and Special Needs Individuals

11.1 Medicare supplements

11.2 Other Medicare options

10.0 Private Insurance for Senior Citizens and Special Needs Individuals

Part A – Medicare Advantage

Part B – Medicare Insurance

Exclusions

Part C – Medicare Advantage

Part D – Prescription Drug Coverage

Conversions

Enrollment

11.0 Private Insurance for Senior Citizens and Special Needs Individuals

Part A – Medicare Advantage

Part B – Medicare Insurance

Exclusions

Part C – Medicare Advantage

Part D – Prescription Drug Coverage

Conversions

Enrollment

11.1 Medicare supplements

Part M – Medicare Supplement

Medicare Advantage

Medicare secondary rules

Medicare carve-outs and supplements

New York Department of Financial Service

35
New York Personal Lines Insurance Agent/Broker Examination
Series 17-54

100 questions - 2-hour time limit
Live Date - September 20, 2018

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1.3 Federal regulation

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2.0 General Insurance 10%

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Hazard (physical, moral, morale)
Peril
Loss

Fiduciary responsibility (2120; Regs 9, 18, 29, Parts 20.3, 20.4)
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Reporting (405)
Consumer privacy regulation (Reg 169, Parts 420.0 to 420.4)
Producer Compensation Transparency (Reg 194, Parts 30.1 to 30.5)
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Methods of handling risk
- Avoidance
- Retention
- Sharing
- Reduction
- Transfer (by contractual liability or insurance contract)

Elements of insurable risks
- Adverse selection
- Law of large numbers
- Reinsurance
- Risk retention

2.2 Insurers
Types of insurers
- Stock companies
- Mutual companies
- Fraternal benefit societies
- Lloyd's associations

Private versus government insurers
Admitted versus nonadmitted insurers
Domestic, foreign and alien insurers
Financial status (independent rating services)
Marketing (distribution) systems

2.3 Agents and general rules of agency
Insurer as principal
Agent/insurer relationship
Authority and powers of agents
Express
Implied
Apparent
Responsibilities to the applicant/insured

2.4 Contracts
Elements of a legal contract
Offer and acceptance

<table>
<thead>
<tr>
<th>Consideration</th>
<th>Damages</th>
</tr>
</thead>
<tbody>
<tr>
<td>Competent parties</td>
<td>Compensatory — special versus general</td>
</tr>
<tr>
<td>Legal purpose</td>
<td>Punitive</td>
</tr>
<tr>
<td>Characteristics of insurance contracts</td>
<td></td>
</tr>
<tr>
<td>Contract of adhesion</td>
<td>Absolute liability</td>
</tr>
<tr>
<td>Aleatory contract</td>
<td>Strict liability</td>
</tr>
<tr>
<td>Personal contract</td>
<td>Vicarious liability</td>
</tr>
<tr>
<td>Unilateral contract</td>
<td>Causes of loss (perils)</td>
</tr>
<tr>
<td>Conditional contract</td>
<td>Proximate Cause</td>
</tr>
<tr>
<td>Legal concepts and interpretations affecting contracts</td>
<td></td>
</tr>
<tr>
<td>Indemnity</td>
<td>Named perils versus special (open) perils</td>
</tr>
<tr>
<td>Utmost good faith</td>
<td>Direct loss</td>
</tr>
<tr>
<td>Representations/misrepresentations (3105)</td>
<td></td>
</tr>
<tr>
<td>Warranties (3106)</td>
<td>Consequential or indirect loss</td>
</tr>
<tr>
<td>Rescission</td>
<td>Blanket versus specific insurance</td>
</tr>
<tr>
<td>Concealment</td>
<td>Basic types of construction</td>
</tr>
<tr>
<td>Fraud</td>
<td>Loss valuation</td>
</tr>
<tr>
<td>Waiver and estoppel</td>
<td>Actual cash value</td>
</tr>
</tbody>
</table>

3.0 Property and Casualty Insurance Basics 17%

3.1 Principles and concepts
- Insurable interest
- Underwriting
  - Function
  - Insurance Risk Score (credit scoring)
- Prohibition of geographical redlining (3429, 3429-a, 3430, 3433; Reg 90, Parts 218.1 to 218.7)

Rates
- Types
- Loss costs
- Components

Negligence
- Elements of a negligent act
- Defenses against negligence

3.2 Policy structure
- Declarations
- Definitions
- Insuring agreement or clause
- Additional/supplementary coverage
- Conditions
- Exclusions
- Endorsements

3.3 Common policy provisions
- Insureds — named, first named, additional, defined
- Policy period
- Policy territory
- Cancellation and nonrenewal (3425)
- Earned premium calculation
  - Pro rata versus short rate
### 3.4 Certificate of Insurance vs. Binder (501-504)

#### 4.0 Dwelling (2002) Policy 8%

#### 4.1 Purpose and eligibility
- Basic
- Broad
- Special

#### 4.2 Coverage forms — Perils insured against
- Coverage A — Dwelling
- Coverage B — Other structures
- Coverage C — Personal property
- Coverage D — Fair rental value
- Coverage E — Additional living expense
- Other coverages

#### 4.3 Property coverages
- Coverage A — Dwelling
- Coverage B — Other structures
- Coverage C — Personal property
- Coverage D — Fair rental value
- Coverage E — Additional living expense
- Other coverages

#### 4.4 General exclusions

#### 4.5 Conditions

#### 4.6 Selected endorsements
- Special provisions — New York (HO 01 31)
- Broad theft endorsement (DP 04 83) (DP 04 72)
- Dwelling under construction (DP 11 43)

#### 4.7 Personal liability supplement

#### 5.0 Homeowners (2011) Policy 24%

#### 5.1 Purpose and eligibility

#### 5.2 Coverage forms
- HO-2 through HO-6, HO-8

#### 5.3 Definitions

#### 5.4 Section I — Property coverages
- Coverage A — Dwelling
- Coverage B — Other structures
- Coverage C — Personal property
- Coverage D — Loss of use
- Additional coverages

#### 5.5 Section II — Liability coverages
- Coverage E — Personal liability
- Coverage F — Medical payments to others
- Additional coverages

#### 5.6 Perils insured against

#### 5.7 Exclusions

#### 5.8 Conditions

#### 5.9 Selected endorsements
- Special provisions — New York (HO 01 31)
- Earthquake (HO 04 54)
- Identity fraud expense (HO 04 55)
- Scheduled personal property (HO 04 61)
- Personal property replacement cost (HO 04 90)
- Home business (HO 07 01)
- Personal injury — New York (HO 24 86)
- Workers' compensation — certain residence employees — New York (HO 24 93)
- Water Back Up and Sump Discharge or Overflow (HO 23 85)

#### 6.0 Auto Insurance 24%

#### 6.1 Laws
- New York Motor Vehicle Financial Responsibility Law
- Required limits of liability (Veh & Traf 333)
- Transportation Network Companies (Ridesharing) (Veh & Traf Article 44-B)
- Required proof of insurance (Veh & Traf 311(3))
- Insurance Information and Enforcement System (IIES) notification to DMV (Veh & Traf 313(2))
- Auto ID cards
- New York Automobile Insurance Plan (Assigned Risk) (5301–5304)
- Purpose
- Eligibility
- Coverage
- Binding authority
Comprehensive Motor Vehicle Insurance Reparations Act (PIP) (5101–5108)
  Notice of claim
  Medical
  Rehabilitation
  Loss of earnings
  Funeral
  Substitution services
  Tort limitation/verbal threshold
Optional coverages
OBEL
Additional PIP
Motor Vehicle Accident Indemnification Corporation Act (5201–5225)
Uninsured/Underinsured motorist (3420(f))
  Definitions
  Bodily injury only
  Required limits
  Mandatory coverage
Supplementary uninsured/underinsured motorist coverage (3420(f)(2)(A)(B); Reg 35-A, Parts 60-2.0 to 60-2.4)
  Definitions
  Optional
  Nonstacking
  Coverage limits
Mandatory inspection requirements for private passenger automobiles (Reg 79, Parts 67.0 to 67.11)
Cancellation/nonrenewal (3425)
  Grounds
  Notice
  Choice of repair shop (2610)
Supplemental spousal liability (3420(g))

6.2 Personal (2005) auto policy

Purpose and eligibility
Definitions
Liability coverage
  Bodily injury and property damage
  Supplementary payments
  Who is insured
  Exclusions
Medical payments coverage
Coverage for damage to your auto
  Collision
  Other than collision/comprehensive
  Deductibles
  Transportation expenses
  Exclusions
Duties after an accident or loss
General provisions
Selected endorsements
Amendment of policy provisions — New York (PP 01 79)
Towing and labor costs (PP 03 03)
Miscellaneous type vehicle — New York (PP 03 29)
Named non-owner coverage — New York (PP 03 30)
Rental vehicle coverage — New York (PP 03 46)
Joint ownership coverage — New York (PP 03 78)
Out of state coverage

7.0 Other Coverages and Options

7.1 Umbrella/excess liability policies
  Personal (DL 98 01)

7.2 National Flood Insurance Program
  Eligibility

Coverage
  Flood definition
  Forms
  Dwelling
  General
  Residential Condominium Building Association Policy

7.3 Other policies
  Watercraft

7.4 New York Property Insurance Underwriting Association (FAIR PLAN) (5401–5412)
  Purpose
  Coverage
  Coastal market assistance program

7.5 Excess Lines (Reg 41, Part 27)
  Definition of Excess Lines (nonadmitted market)
  Licensing requirements (2105)
  Total cost form
  Affidavit
  Export list
  Disclosure (no guaranty fund)

New York Life, Accident, and Health Insurance Agent/Broker Examination Series 17-55
150 questions - 2.5-hour time limit
Live Date - September 20, 2018

1.0 Insurance Regulation

1.1 Licensing
  Process (2103(d–i))
  Definitions
  Producer definition (2101(k))
  Who should be licensed (2101(k))
Home state (2101(l))
Negotiate (2101(m))
Sell (2101(n))
Solicit (2101(o))

Types of licensees
Agents (2101(a, k); 2103; Reg 6, Part 22.2; Reg 7, Part 23.2)
Brokers (2101(c, h, k); 2104)
Consultants (2107)
Adjusters (2101(g), 2108)
Nonresident (2101(d, e); 2103(g)(5, 11); 2136)

Business entities
(2101(p), 2103(i)(2))
Temporary (2109; Regs 9, 18, 29, Part 20.1)

Maintenance and duration
Renewal (2103(j); Reg 5, Part 21.2)
Continuing education (2132)
Assumed names (2102(f))
Change of address (all addresses, including email) (2134; Reg 5, Part 21.4; Reg 6, Part 22.3; Reg 7, Part 23.4)
Reporting of actions (2110(i)(j))

Disciplinary actions
Hearings-Notice and Process (2405, 2406, Financial Services 305)
Suspension, revocation, and nonrenewal (2110)
Penalties (2127, 109)

1.2 State regulation
Superintendent’s general duties and powers (2404, Financial Services 201, 202, 301)
Company regulation
Certificate of authority (1102(a-b))

Solvency (307)
Unfair claim settlement practices (2601; Reg 64, Part 216.3-216.6)
Appointment of agent (2112(a-c))
Termination of agent appointment (2112(d); Regs 9, 18, 29, Part 20.2)

Unfair and prohibited practices
Misrepresentation (2123; Reg 64, Part 216.3)
False advertising (2603)
Defamation of insurer (2604)
Unfair discrimination (2606-2608, 2612)
Rebating (2324, 4224)

Licensee regulation
Controlled business (2103(i))
Sharing commissions (2121, 2128)
Fiduciary responsibility (2120; Regs 9, 18, 29, Parts 20.3, 20.4)
License display (Reg 125, Part 34.5)
Commissions and compensation (2102(e), 2114-2116, 2119; Regs 9, 18, 29, Part 20.6; Reg 194, Part 30)
Termination responsibilities of producer (2112(g))
Examination of books and records (2404; Reg 152, Parts 243.0 to 243.3)
Insurance Frauds Prevention Act (401-405, Financial Services 403-405)
Aiding Unauthorized Insurer (2117)
Prohibitions (403)
Reporting (405)

Consumer privacy regulation (Reg 169, Parts 420.0 to 420.4)
Producer Compensation Transparency (Reg 194, Parts 30.1 to 30.5)
Cyber Security Requirements for Financial Services Companies (Reg 23)

1.3 Federal regulation
Fair Credit Reporting Act (15 USC 1681a–1681d)
Fraud and false statements including 1033 waiver (18 USC 1033, 1034)

2.0 General Insurance 4%

2.1 Concepts
Risk management key terms
Risk (pure and speculative)
Exposure
Hazard (physical, moral, morale)
Peril
Loss

Methods of handling risk
Avoidance
Retention
Sharing
Reduction
Transfer (by contractual liability or insurance contract)
Elements of insurable risks
Adverse selection
Law of large numbers
Reinsurance

2.2 Insurers
Types of insurers
Stock companies
Mutual companies
Fraternal benefit societies
Private versus government insurers
Admitted versus nonadmitted insurers
Domestic, foreign and alien insurers
Financial status (independent rating services)
Marketing (distribution) systems

2.3 Agents and general rules of agency
Insurer as principal
Agent/insurer relationship
Authority and powers of agents
Express
Implied
Apparent
Responsibilities to the applicant/insured

2.4 Contracts
Elements of a legal contract
Offer and acceptance
Consideration
Competent parties
Legal purpose
Characteristics of insurance contracts
Contract of adhesion
Aleatory contract
Personal contract
Unilateral contract
Conditional contract
Legal concepts and interpretations affecting contracts
Indemnity
Utmost good faith
Representations/misrepresentations (3105)
Warranties (3106)
Rescission
Concealment
Fraud
Waiver and estoppel

3.0 Life Insurance Basics 8%

3.1 Insurable interest (3205)

3.2 Personal uses of life insurance
Survivor protection
Estate creation
Cash accumulation
Liquidity
Estate conservation

3.3 Determining amount of personal life insurance
Human life value approach
Needs approach
Types of information gathered
Determining lump-sum needs
Planning for income needs

3.4 Business uses of life insurance
Buy-sell funding
Key person
Business continuation

3.5 Differences in life insurance policies
Group versus individual
Permanent versus term
Participating versus nonparticipating
Fixed versus variable life
Regulation of variable products (SEC, FINRA, and New York) (4240; Reg 47, Part 50.3; Reg 77, Part 54.3)

3.6 Factors in premium determination
Mortality, Investment Return, and Expense
Mode of premium

3.7 Licensee responsibilities
Solicitation and sales presentations
Advertising (2122)

Life Insurance Company Guaranty Corporation (7718)
Policy summary (3209; Reg 74, Part 53-2.2)
Buyer’s guide (3209; Reg 74, Part 53-2.6)
Suitability in Life Insurance and Annuities (Reg 187 224.2-224.4)
Illustrations (Reg 74, Parts 53-3.1 to 53-3.6)
Replacement (2123(a)(2,3); Reg 60, Parts 51.1 to 51.8)
Use and disclosure of insurance information
Use of Senior-Specific Certifications and Professional Designations in the Sale of Life Insurance and Annuities (Reg 199, Part 225)

Field underwriting
Application procedures including backdating of policies (3208)

Delivery
Policy review
Effective date of coverage
Premium collection
Statement of good health
Amendments

3.8 Individual underwriting by the insurer
Information sources and regulation
Application
Agent report
Attending physician statement
Investigative consumer (inspection) report
Medical Information Bureau (MIB)
Medical examinations and lab tests including HIV (2611)
Selection criteria and unfair discrimination
Classification of risks
Preferred
Standard
Substandard
Declined

4.0 Life Insurance Policies 8%

4.1 Term life insurance
Level term
Renewable term
Convertible term
Level premium term

4.2 Whole life insurance
Continuous premium (straight life)
Limited payment
Single premium

4.3 Flexible premium policies
Universal life

4.4 Specialized policies
Joint life (first-to-die)
Survivorship life (second-to-die)
Life insurance on minors (3207(b))
Fixed (equity) indexed life

4.5 Group life insurance
Characteristics of group plans
Types of plan sponsors
Group underwriting requirements
Conversion to individual policy (3220)

4.6 Credit life insurance (individual versus group)

5.0 Life Insurance Policy Provisions, Options and Riders 10%

5.1 Required provisions (3203)
Ownership
Assignment
Entire contract (3203(a)(4), 3204)
Right to examine (free look) (3203(a)(11))
Payment of premiums
Grace period (3203(a)(1))
Reinstatement (3203(a)(10))
Incontestability (3203(a)(3))
Misstatement of age (3203(a)(5))
Exclusions (3203(b, c))
Statements of the applicant (3204)
Proof of Death

5.2 Beneficiaries
Designation options
Individuals
Classes (per stirpes/per capita)
Estates
Minors
Trusts
Succession
Revocable versus irrevocable
Common disaster clause

5.3 Settlement options
Cash payment
Interest only
Fixed-period installments
Fixed-amount installments
Life income
Single life
Joint and survivor
Spendthrift clause

5.4 Nonforfeiture options
Cash surrender value (net cash value)
Extended term
Reduced paid-up insurance

5.5 Policy loan and withdrawal options
Policy loans
Automatic premium loans
Withdrawals or partial surrenders

5.6 Dividend options
Cash payment
Reduction of premium payments
Accumulation at interest
One-year term option
Paid-up additions

5.7 Disability riders
Waiver of premium
Waiver of cost of insurance
Disability income benefit
Payor benefit life/disability (juvenile insurance)

5.8 Accelerated (living) benefit provisions/riders (3230)
Conditions for payment
Effect on death benefit

5.9 Riders covering additional insureds
Spouse/other-insured term rider
Children's term rider
Family term rider

5.10 Riders affecting the death benefit amount
Accidental death
Guaranteed insurability
Cost of living
Return of premium
Term rider

6.0 Annuities 7%

6.1 Annuity principles and concepts
Accumulation period versus annuity period
Owner, annuitant and beneficiary
Insurance aspects of annuities

6.2 Required provisions (3219, 4220, 4223)

6.3 Immediate versus deferred annuities
Single premium immediate annuities (SPIAs)
Deferred annuities
  Premium payment options
  Nonforfeiture
Surrender and withdrawal charges
Death benefits

6.4 Annuity (benefit) payment options
Life contingency options
Pure or straight life versus life with guaranteed minimum
Single life versus multiple life
Annuities certain (types)

6.5 Annuity products
Fixed annuities
General account assets
Interest rate guarantees (minimum versus current)
Level benefit payment amount
Fixed (equity) indexed annuities
Differences in variable annuity products and licensing requirements

6.6 Personal Uses of annuities
Tax-deferred growth
Retirement income
Guaranteed Minimum Withdrawal Benefit (GMWB)
Education funds

6.7 Federal Tax Considerations for Life Insurance and Annuities

7.0 Taxation of personal life insurance
Amounts available to policyowner

7.1 Taxation of personal life insurance
Cash value increases
Dividends
Policy loans
Surrenders
Amounts received by beneficiary
Settlement options

7.2 Rollovers and transfers (IRAs and qualified plans)

7.3 Section 1035 exchanges

8.0 Qualified Plans 2%

8.1 General requirements
Defined contribution versus defined benefit plan

8.2 Plan types, characteristics and purchasers
Self-employed plans (Keogh plans)
SIMPLE
SEP
401k
457

8.3 Other plan characteristics

9.0 Life Settlement 3%

9.1 Definitions (7802)
Life Settlement Contract (7802(k)(1)(2)(3))
Life Settlement Broker (7802(j), 2101(v))
Business of Life Settlement (7802(c)(1))
Financing transaction (7802(f))
Owner (7802(n))
Life expectancy (7802(i))

9.2 Broker License Requirements (2137, 2102(a)(1))

9.3 Advertising (7809)

9.4 Privacy (7810)
HIPAA
Personal & Financial information privacy

9.5 Prohibited Practices (7814)

9.6 Stranger-originated life insurance (7815)
Insurable interest provisions
Trust owned policies

10.0 Accident and Health Insurance Basics 5%

10.1 Definitions of perils
Accidental injury
Sickness

10.2 Principal types of losses and benefits
Loss of income from disability
Hospital and medical expense
Long-term care expense

10.3 Classes of accident and health insurance coverage
Individual and group
Private versus government
Limited versus comprehensive

10.4 Types of Limited policies
Limited benefits and amounts
Required notice to insured
Types of limited policies
  Accident-only
  Specified (dread) disease
  Hospital indemnity (income)
  Dental
  Vision care

10.5 Common exclusions from coverage
Workers' compensation
Cosmetic
Experimental
Medical necessities

10.6 Licensee responsibilities in individual accident and health insurance
Marketing requirements
Advertising (Reg 34, Parts 215.1 to 215.18)
Sales presentations
# 12.0 Disability Income and Related Insurance 6%

## 12.1 Qualifying for disability benefits
- Inability to perform duties
  - Own occupation
  - Any occupation
  - Presumptive disability
  - Proof of Loss

## 12.2 Individual disability income insurance
- Basic total disability plan
- Income benefits
- Elimination and benefit periods
- Waiver of premium feature

### Coordination of benefits

#### Individual premium consideration
- Additional monthly benefit (AMB)
- Social insurance supplement (SIS)
- Occupational versus nonoccupational coverage

#### Noncancelable
- (3216(d)(2)(H))
- Guaranteed renewability

### Other provisions affecting income benefits
- Cost of living adjustment (COLA) rider
- Future increase option (FIO) rider
- Relation of earnings to insurance (3216(d)(2)(F))

### Benefits
- Accidental death and dismemberment
- Rehabilitation benefit
- Medical reimbursement benefit (nondisabling injury)
- Partial disability benefit

## 13.0 Medical Plans 6%

### 13.1 Medical plan concepts
- Fee-for-service basis versus prepaid basis
- Specified coverages versus comprehensive care
- Benefit schedule versus usual/reasonable/customary charges
- Any provider versus limited choice of providers
- Insureds versus subscribers/participants

### 13.2 Types of plans
- Major medical insurance (indemnity plans)
  - Characteristics
  - Common limitations
  - Exclusions from coverage
  - Provisions affecting cost to insured
- Health Maintenance Organizations (HMOs)
  - General characteristics
  - Preventive care services (4303(j))
  - Primary care physician (PCP)
Referral (specialty) physician
Emergency care
Hospital services
Other basic services
Preferred provider organizations (PPOs)
point-of-service (POS) plans and Exclusive Provider Organizations (EPOs)
General characteristics
In-network and out-of-network provider access
Primary care physician (PCP) referral
Indemnity plan features
Catastrophic

13.3 Cost containment in health care delivery
Utilization review (Art. 49)
Prospective review
Concurrent review
Retrospective review

13.4 New York dependent requirements (individual and/or group)
Dependent child age limit (3216(a)(4); 4235(f)(1)(2))
Policy extension for handicapped children (3216(c)(4)(A))
Newborn child coverage (3216(c)(4)(C))

13.5 New York required benefits (individual and/or group)

13.6 New York mandated offers (individual and/or group)

13.7 HIPAA (Health Insurance Portability and Accountability Act) requirements
Eligibility
Guaranteed issue
Renewability

Privacy protections

14.0 Federal Patient Protection and Affordable Care Act 6%

14.1 Affordable Care Act
Preexisting conditions
Insurance changes
Eligibility (individual and small employer)
APTC (Advance Premium Tax Credit)
Cost share reduction
Benchmark plan
State vs. federal
Metal levels
Catastrophic
Medical loss ratio
Actuarial value
Enrollment period
Individual mandate
Employer shared responsibility
Annual and lifetime dollar limits
10 Essential benefits

15.0 Long-term Care (LTC) Insurance 6%

15.1 Benefits
LTC, Medicare and Medicaid compared
Eligibility for benefits
Levels of care
Skilled care
Intermediate care
Custodial care
Types of care
Home health care
Adult day care
Respite care
Nursing home facility care
Assisted living
Benefit periods
Benefit amounts

Activities of Daily Living (ADLs)
Optional benefits
Reimbursement versus indemnity/cash
Inflation protection (COLA) (Reg 62, Part 52.25(c)(3))
Nonforfeiture benefits (Reg 62, Part 52.25(c)(7))
Guarantee of insurability
Return of premium
Shared care
Individual, group and association plans
Hybrid plans
Exclusions (Reg 62, Part 52.25(b)(2))
Underwriting considerations
Suitability

15.2 New York regulations and required provisions
Renewability (Reg 62, Part 52.25(b)(1))
Required disclosure provisions (Reg 62, Part 52.65)
Prohibited practices
Replacement (Reg 62, Part 52.29)
New York State Partnership for Long Term Care (Reg 144, Part 39.0)
Dollar for dollar or time element
Medicaid Estate Recovery Act (OBRA ’93)
New York Tax credit

16.0 Group Health and Blanket Insurance 5%

16.1 Characteristics of group insurance
Group contract
Certificate of coverage
Experience rating versus community rating
16.2 Types of eligible groups
(4235)
Employment-related groups
- Individual employer groups
- Professional employer organizations
- Associations (alumni, professional and other)
Customer groups
- (depositors, creditor-debtor and others)
Blanket customer groups
- (teams, passengers, and others)

16.3 Regulation of employer group insurance plans
Employee Retirement Income Security Act (ERISA)
- Applicability
- Fiduciary responsibilities
- Reporting and disclosure
- Family Medical Leave Act (FMLA)
Relationship with Medicare
- Medicare secondary rules
Medical carve-outs and supplements
- Nondiscrimination rules (highly-compensated)

16.4 Types of funding and administration
Conventional fully-insured plans
Partially self-insured plans
- Stop-loss coverage
- Administrative-services only (ASO) arrangements

16.5 Marketing considerations
Advertising
Regulatory jurisdiction/place of delivery

16.6 Employer group health insurance
Insurer underwriting criteria
- Characteristics of group
- Plan design factors
- Persistency factors
- Administrative capability
Eligibility for coverage
- Annual open enrollment
- Employee eligibility
- Probationary period
- Dependent eligibility
Coordination of benefits provision (Reg 62, Part 52.23)
Change of insurance companies or loss of coverage
- Events that terminate coverage
- Extension of benefits
- Continuation of coverage under COBRA and New York continuations
- Conversion privilege (3221(e))

16.7 Small employer medical plans
Definition of small employer (Reg 145, Part 360.2(f))
Benefit plans offered
- Availability of coverage (Reg 145, Part 360.2(e), 360.3)
- Renewability (Reg 145, Part 360.2(e))

17.0 Government Health Insurance Plans 5%

17.1 Worker's compensation
Eligibility
Benefits

17.2 Social Security Disability
Qualifications for disability benefits
Definition of disability
Waiting period
Disability income benefits

17.3 New York State Disability Benefits Law
Purpose
Definitions
Employment covered
Benefits

17.4 Medicaid
Eligibility and benefits
Child Health Plus
- Eligibility and benefits

17.5 Medicare
Nature, financing, and administration
Part A — Hospital Insurance
- Individual eligibility requirements
- Enrollment
- Coverages and cost-sharing amounts
Part B — Medical Insurance
- Individual eligibility requirements
- Enrollment
- Coverages and cost-sharing amounts
- Exclusions
Part C — Medicare Advantage
Part D — Prescription Drug Insurance

17.6 Flexible Spending Accounts (FSAs) and Health Savings Accounts (HSAs)
Definition
Eligibility
Contribution limits

17.7 Healthy New York (4326)

18.0 Private Insurance for Senior Citizens and Special Needs Individuals 6%

18.1 Medicare supplements
Purpose
Open enrollment (Reg 193, Part 58)
18.2 Other Medicare options for individuals

- Disabled individuals
- Individuals with kidney failure
- Employer group health plans
- Employees age 65 or older

- Standardized Medicare supplement plans
  - Core benefits
  - Additional benefits
- New York regulations and required provisions
  - Standards for marketing (Reg 193, Part 58)
  - Permitted compensation arrangements (Reg 193, Part 58)
- Appropriateness of recommended purchase or replacement (Reg 193, Part 58)
- Replacement (Reg 193, Part 58)
- Disclosure statement (Reg 193, Part 58)
- Renewability (Reg 193, Part 58)
- New York regulations and required provisions
  - Standards for marketing (Reg 193, Part 58)
  - Permitted compensation arrangements (Reg 193, Part 58)
  - Appropriateness of recommended purchase or replacement (Reg 193, Part 58)
  - Replacement (Reg 193, Part 58)
  - Disclosure statement (Reg 193, Part 58)
  - Renewability (Reg 193, Part 58)

1.0 Insurance Regulation 9%

1.1 Licensing

- Process (2103(d–l))
- Definitions
  - Producer definition (2101(k))
  - Who should be licensed (2101(k))
  - Home state (2101(l))
  - Negotiate (2101(m))
  - Sell (2101(n))
  - Solicit (2101(o))
- Types of licensees
  - Agents (2101(a, k); 2103; Reg 6, Part 22.2; Reg 7, Part 23.2)
  - Brokers (2101(c, h, k); 2104)
  - Consultants (2107)
  - Adjusters (2101(g), 2108)
  - Nonresident (2101(d, e); 2103(g)(5, 11); 2136)
  - Business entities (2101(p), 2103(e))
  - Temporary (2109; Regs 9, 18, 29, Part 20.1)
- Maintenance and duration
  - Renewal (2103(j); Reg 5, Part 21.2)
  - Continuing education (2108, 2132)
  - Assumed names (2102(f))
- Change of address (all addresses, including email) (2134; Reg 5, Part 21.4; Reg 6, Part 22.3; Reg 7, Part 23.4)
  - Reporting of actions (2110(jj))
  - Disciplinary actions
    - Hearings - Notice and Process (2405, 2406, Financial Services 305)
    - Suspension, revocation, and nonrenewal (2110)
    - Penalties (2127, 109)

1.2 State regulation

- Superintendent’s general duties and powers (2404, Financial Services 201, 202, 301)
- Company regulation
  - Certificate of authority (1102)
  - Solvency (307)
- Unfair claim settlement practices (2601; Reg 64, Part 216.3-216.6)
- Appointment of agent (2112(a–c))
- Termination of agent appointment (2112(d); Regs 9, 18, 29, Part 20.2)
- Unfair and prohibited practices
  - Misrepresentation (2123; Reg 64, Part 216.3)
  - False advertising (2603)
  - Defamation of insurer (2604)
  - Unfair discrimination (2606-2608, 2612)
  - Rebating (2324)
- Licensee regulation
  - Controlled business (2103(i))
  - Sharing commissions (2121, 2128)
  - Fiduciary responsibility (2120; Regs 9, 18, 29, Parts 20.3, 20.4)
  - License display (Reg 125, Part 34.5)
  - Commissions and compensation (2102(e), 2114–2116, 2119; Regs 9, 18, 29, Part 20.6; Reg 194, Part 30)
  - Termination responsibilities of producer (2112(g))
- Examination of books and records (2404; Reg 152, Parts 243.0 to 243.3)
- Insurance Frauds Prevention Act (401-405, Financial Services 403-405)
- Aiding Unauthorized Insurer (2117)
- Prohibitions (403)
- Reporting (405)
Consumer privacy regulation (Reg 169, Parts 420.0 to 420.24)

Producer Compensation Transparency (Reg 194, Parts 30.1 to 30.5)

Cyber Security Requirements for Financial Services Companies (Reg 23)

1.3 Federal regulation

Fair Credit Reporting Act (15 USC 1681a–1681d)

Fraud and false statements including 1033 waiver (18 USC 1033, 1034)

2.0 General Insurance 9%

2.1 Concepts

Risk management key terms
- Risk (pure and speculative)
- Exposure
- Hazard (physical, moral, morale)
- Peril
- Loss

Methods of handling risk
- Avoidance
- Retention
- Sharing
- Reduction
- Transfer (by contractual liability or insurance contract)

Elements of insurable risks
- Adverse selection
- Law of large numbers
- Reinsurance

2.2 Insurers

Risk retention and risk purchasing groups

Types of insurers
- Stock companies
- Mutual companies
- Fraternal benefit societies

Lloyd’s associations

Private versus government insurers

Admitted versus nonadmitted insurers

Domestic, foreign and alien insurers

Financial status (independent rating services)

Marketing (distribution) systems

2.3 Agents and general rules of agency

Insurer as principal

Agent/insurer relationship

Authority and powers of agents
- Express
- Implied
- Apparent

Responsibilities to the applicant/insured

2.4 Contracts

Elements of a legal contract
- Offer and acceptance
- Consideration
- Competent parties
- Legal purpose

Characteristics of insurance contracts
- Contract of adhesion
- Aleatory contract
- Personal contract
- Unilateral contract
- Conditional contract

Legal concepts and interpretations affecting contracts
- Indemnity
- Utmost good faith
- Representations/misrepresentations (3105)
- Warranties (3106)
- Rescission

Concealment
- Fraud
- Waiver and estoppel

3.0 Property and Casualty Insurance Basics 13%

3.1 Principles and concepts

Insurable interest

Underwriting
- Function
- Prohibition of geographical redlining (3429, 3429-a, 3430, 3433; Reg 90, Parts 218.1 to 218.7)
- Insurance Risk Score (credit scoring)

Rates
- Types
- Loss costs
- Components

Negligence
- Elements of a negligent act
- Defenses against negligence

Damages
- Punitive
- Absolute or Strict liability
- Vicarious liability
- Causes of loss (perils)
- Proximate cause
- Named perils versus special (open) perils

Direct loss
- Consequential or indirect loss
- Blanket versus specific insurance
- Basic types of construction

Loss valuation
- Actual cash value
Replacement cost
Guaranteed
Functional
Market value
Agreed value
Stated amount

3.2 Policy structure
Declarations
Definitions
Insuring agreement or clause
Additional/supplementary coverage
Conditions
Exclusions
Endorsements

3.3 Common policy provisions
Insureds — named, first named, additional, defined
Policy period
Policy territory
Cancellation and nonrenewal (3425, 3426)
Earned premium calculation
Pro rata, short rate, and flat cancellation

Deductibles
Self Insured Retention (SIR)
Other insurance
Primary
Excess
Pro rata share
Limits of liability
Per occurrence (accident)
Per person
Per project
Per location
Aggregate
Sublimit
Split
Combined single

Ordinance or law provision
Vacancy vs. non-occupancy
First Named insured provisions
Duties after loss
Assignment
Abandonment
Insurer provisions
Liberalization
Subrogation
Salvage
Loss settlement options
Duty to defend
Coinsurance

Third-party provisions
Standard mortgage clause
Loss payable clause
No benefit to the Bailee

3.4 Terrorism Risk Insurance Act of 2002 and Extension Act of 2015 (15 USC 6701; S467)

3.5 Certificate of Insurance (501-504)

4.0 Dwelling (2014) Policy 6%

4.1 Purpose and eligibility

4.2 Coverage forms — Perils insured against
Basic
Broad
Special

4.3 Property coverages
Coverage A — Dwelling
Coverage B — Other structures
Coverage C — Personal property
Coverage D — Fair rental value
Coverage E — Additional living expense

Other coverages

4.4 General exclusions

4.5 Conditions

4.6 Selected endorsements
Special provisions — New York (DP 01 31)
Broad theft endorsement (DP 04 83)
Dwelling under construction (DP 11 43)

4.7 Personal liability supplement

5.0 Homeowners (2011) Policy 14%

5.1 Purpose and eligibility

5.2 Coverage forms
HO-2 through HO-6, HO-8

5.3 Definitions

5.4 Section I — Property coverages
Coverage A — Dwelling
Coverage B — Other structures
Coverage C — Personal property
Coverage D — Loss of use
Additional coversages

5.5 Section II — Liability coverages
Coverage E — Personal liability
Coverage F — Medical payments to others
Additional coverages

5.6 Perils insured against

5.7 Exclusions

5.8 Conditions

5.9 Selected endorsements
Special provisions — New York (HO 01 31)
Earthquake (HO 04 54)
Identity fraud expense (HO 04 55)
Scheduled personal property (HO 04 61)
### Personal property replacement cost (HO 04 90)

- Home business (HO 07 01)
- Personal injury — New York (HO 24 86)
- Workers' compensation — certain residence employees — New York (HO 24 93)
- Water Back Up and Sump Discharge or Overflow (HO 23 85)

<table>
<thead>
<tr>
<th>6.0 Auto Insurance 11%</th>
</tr>
</thead>
<tbody>
<tr>
<td>6.1 Laws</td>
</tr>
<tr>
<td>New York Motor Vehicle Financial Responsibility Law</td>
</tr>
<tr>
<td>Required limits of liability (Veh &amp; Traf 333)</td>
</tr>
<tr>
<td>Transportation Network Companies (Ridesharing) (Veh &amp; Traf Article 44-B)</td>
</tr>
<tr>
<td>Required proof of insurance (Veh &amp; Traf 311(3))</td>
</tr>
<tr>
<td>Insurance Information and Enforcement System (IIES) notification to DMV (Veh &amp; Traf 313(2))</td>
</tr>
<tr>
<td>Auto ID cards</td>
</tr>
<tr>
<td>New York Automobile Insurance Plan (Assigned Risk) (5301–5304)</td>
</tr>
<tr>
<td>Purpose</td>
</tr>
<tr>
<td>Eligibility</td>
</tr>
<tr>
<td>Coverage</td>
</tr>
<tr>
<td>Binding authority</td>
</tr>
<tr>
<td>Comprehensive Motor Vehicle Insurance Reparations Act (PIP) (5101–5108)</td>
</tr>
<tr>
<td>Notice of claim</td>
</tr>
<tr>
<td>Medical</td>
</tr>
<tr>
<td>Rehabilitation</td>
</tr>
<tr>
<td>Loss of earnings</td>
</tr>
<tr>
<td>Funeral</td>
</tr>
<tr>
<td>Substitution services</td>
</tr>
</tbody>
</table>

| Tort limitation/verbal threshold |
| Optional coverages |
| OBEL |
| Additional PIP |
| Motor Vehicle Accident Indemnification Corporation Act (5201–5225) |
| Uninsured/Underinsured motorist (3420(f)) |
| Definitions |
| Bodily injury only |
| Required limits |
| Mandatory coverage |

### Supplementary uninsured/underinsured motorist coverage (3420(f)(2)(A)(B)), Reg 35-A, Parts 60-2.0 to 60-2.4

| Definitions |
| Optional |
| Nonstacking |
| Coverage limits |
| Mandatory inspection requirements for private passenger automobiles (Reg 79, Parts 67.0 to 67.11) |

### Cancellation/nonrenewal (3425)

| Grounds |
| Notice |
| Choice of repair shop (2610) |

### Supplemental spousal liability (3420(g))

### 6.2 Personal (2005) auto policy

| Purpose and eligibility |
| Definitions |
| Liability coverage |
| Bodily injury and property damage |
| Supplementary payments |
| Who is insured |

### Medical payments coverage

| Coverage for damage to your auto |
| Collision |
| Other than collision/Comprehensiv e |
| Deductibles |
| Transportation expenses |
| Exclusions |
| Duties after an accident or loss |

### General provisions

| Selected endorsements |
| Amendment of policy provisions — New York (PP 01 79) |
| Towing and labor costs (PP 03 03) |
| Miscellaneous type vehicle — New York (PP 03 29) |
| Named non-owner coverage — New York (PP 03 30) |
| Rental vehicle coverage — New York (PP 03 46) |
| Joint ownership coverage — New York (PP 03 78) |

### Out of state coverage

### 6.3 Commercial auto (2010)

| Commercial auto coverage forms |
| Business auto |
| Garage |
| Motor carrier |

### Coverage form sections

| Covered autos |
| Liability coverage |
| Garagekeepers coverage |
| Physical damage coverage |
| Exclusions |
| Conditions |
Definitions
Hired auto and non-owned auto liability - New York
Selected endorsements
Lessor — additional insured and loss payee (CA 20 01)
Mobile equipment (CA 20 24)
Auto medical payments coverage (CA 99 03)
Drive other car coverage (CA 99 10)
Individual named insured (CA 99 17)
Employees as insureds (CA 99 33)
Commercial carrier regulations
The Motor Carrier Act of 1980
Endorsement for motor carrier policies of insurance for public liability (MCS-90)

7.0 Commercial Package Policy (CPP) 11%

7.1 Components of a commercial policy
Common policy declarations
Common policy conditions
First Named Insured
Monoline versus package

7.2 Commercial general liability (2013)
Bodily injury and property damage liability
Premises and operations
Products and completed operations
Personal and advertising injury liability
Damage to Rented Premises (Fire Legal Liability)
Medical payments coverage
Exclusions
Supplementary payments
Who is an insured
Limits of insurance
Conditions
Definitions
Insured contract
Occurrence versus claims-made
Claims-made and reported
Claims made features (Reg 121, Part 73)
Trigger
Retroactive date
Extended reporting periods — basic versus supplemental
Claim information
Owners and contractors protective liability

7.3 Commercial property (2012)
Commercial property conditions (CP 00 90)
Coverage forms
Building and personal property
Condominium association
Condominium commercial unit-owners
Builders risk (CP 11 21)
Business income
Business interruption/time element
Legal liability
Extra expense
Definitions
Causes of loss forms
Basic
Broad
Special
Selected endorsements
Spoilage (CP 04 40)
Earthquake and volcanic eruption (CP 10 40)
Flood coverage (CP 10 65)
Ordinance or law (CP 04 05)
Protective safeguards

7.4 Commercial crime (2013)
General definitions
Burglary
Theft
Robbery
Coverage trigger — discovery and loss sustained
Crime coverage forms
Commercial crime coverage forms
Coverages
Employee theft
Forgery or alteration
Inside the premises — theft of money and securities
Inside the premises — robbery or safe burglary of other property
Outside the premises
Computer fraud
Funds transfer fraud
Money orders and counterfeit money
Identity theft

7.5 Commercial inland marine
Nationwide marine definition
Bailee Insurance
Commercial inland marine conditions forms
Commercial inland marine coverage forms
Contractors equipment floater
Electronic data processing
Motor truck cargo
### 7.6 Equipment breakdown protection coverage form (EB 00 20)

### 7.7 Farm coverage

Farm property coverage forms (2003)
- Coverage A — Dwellings
- Coverage B — Other private structures
- Coverage C — Household personal property
- Coverage D — Loss of use
- Coverage E — Scheduled farm personal property
- Coverage F — Unscheduled farm personal property
- Coverage G — Other farm structures

Farm liability coverage forms (2006)
- Coverage H — Bodily injury and property damage liability
- Coverage I — Personal and advertising injury liability
- Coverage J — Medical payments

### 8.0 Businessowners (2010) Policy 8%

#### 8.1 Purpose and eligibility

#### 8.2 Businessowners property coverage

- Coverage
- Causes of loss
- Exclusions
- Limits of insurance
- Deductibles
- Loss conditions
- General conditions
- Optional coverages
- Additional coverages
- Definitions

#### 8.3 Businessowners liability coverage form

- Coverages
- Exclusions
- Who is an insured
- Limits of insurance
- General conditions
- Definitions

### 8.4 Businessowners common policy conditions form

#### 8.5 Selected endorsements

- Hired auto and non-owned auto liability — New York (BP 04 36)
- Named Perils (BP 10 09)

### 9.0 Workers Compensation Insurance 8%

#### 9.1 Workers compensation laws

- Types of laws
  - Monoplastic versus competitive
  - Compulsory versus elective
- New York Workers’ Compensation Law
  - Exclusive remedy (WC 11)
  - Employment covered (required, voluntary) (WC 2(3, 4, 5), 10)
- Independent/Subcontractor
  - Covered injuries (WC 2(7), 10, 13, 18)
  - Grave injuries (WC 11)
- Occupational disease (WC 3(2), 37–48)
- Benefits provided (WC 12–16)
- Claims reporting requirements
  - (Workers’ Compensation Board Regulation Part 314.7)
- Federal workers’ compensation laws
  - Federal Employers Liability Act (FELA) (45 USC 51–60)

#### 9.2 Workers’ compensation and employers liability insurance policy

- General section
- Part One — Workers’ compensation insurance
- Part Two — Employers liability insurance
- Part Three — Other states insurance
- Part Four — Your duties if injury occurs
- Part Five — Premium
- Part Six — Conditions
- Selected endorsements
  - Waiver of subrogation

#### 9.3 Volunteer Firefighters/Ambulance endorsement (WC 31 00 01A, WC 31 00 03A)

#### 9.4 Premium computation

- Job classification-payroll and rates
- Experience modification factor
- Premium discounts
- Participation (dividend) plans

#### 9.5 Other sources of coverage

- New York State Insurance Fund (WC 76–100)
- Self-insured employers and employer groups (WC 50, 60–75-a; Workers’ Compensation Board Regulation Parts 317.1 to 317.22)

#### 9.6 New York State Disability Benefits Law

- Purpose
- Definitions
- Employment covered
- Benefits
9.7 Paid Family Leave

Purpose

10.0 Other Coverages and Options

7%

10.1 Umbrella/excess liability policies

Umbrella policies
Personal (DL 98 01)
Commercial (CU 00 01)
Underlying Limits
Excess coverage
Stand alone
Follow form

10.2 Specialty liability insurance

Errors and omissions
Professional liability
Directors and officers liability
Fiduciary liability
Liquor liability
Dram shop
Employment practices liability
Environmental liability
Cyber Liability

10.3 Excess lines (Reg 41, Part 27)

Definition of Excess Lines (nonadmitted market)
Licensing requirements (2105)
Total cost form
Affidavit
Export list
Disclosure (no guaranty fund)

10.4 Surety bonds

Principal, obligee, surety
Types of obligations
Bonds vs. Insurance (bid bonds, performance bonds, payment bonds)

10.5 National Flood Insurance Program

Eligibility
Coverage

Flood definition
Forms
Dwelling
General
Residential Condominium Building Association Policy

10.6 Other policies

Watercraft

10.7 New York Property Insurance Underwriting Association (FAIR PLAN) (5401-5412)

Purpose
Coverage
Coastal Market Assistance Program (C-MAP)

11.0 Accident and Health Insurance

4%

11.1 Individual health insurance policy general provisions

Required provisions (3216(d)(1))
Other provisions (3216(d)(2))

11.2 Disability income and related insurance

Qualifying for disability benefits
Inability to perform duties — own occupation or any occupation

11.3 Individual disability income insurance

Basic total disability plan
Coordination with social insurance and workers compensation benefits

11.4 Medical plans

Medical plan concepts
Types of plans
Major medical insurance (indemnity plans)
Health Maintenance Organizations (HMOs)

11.5 New York dependent requirements (individual and/or group)

Dependent child age limit (3216(a)(4); 4235(f)(1)(2))
Policy extension for handicapped children (3216(c)(4)(A))
Newborn child coverage (3216(c)(4)(C))

11.6 New York Required benefits (individual and/or group)

11.7 New York mandated offers

11.8 HIPAA (Health Insurance Portability and Accountability Act) requirements

Eligibility
Guaranteed issue
Renewability
Privacy protections

11.9 Federal Patient Protection and Affordable Care Act

Affordable Care Act
Preexisting conditions
Insurance exchanges
Eligibility (individual and small employer)
Benchmark plan
State vs. federal
Metal levels
Enrollment period
Individual mandate
10 Essential benefits

11.10 Group health and blanket insurance

Characteristics of group insurance
Group contract
Certificate of coverage

Experience rating versus community rating

11.11 Medicare supplements

New York Life, Accident and Health Insurance Consultant Examination Series 17-57

150 questions - 2.5-hour time limit
Live Date - September 20, 2018

1.0 Insurance Regulation  7%

1.1 Licensing

Process (2103(d-l))
Definitions
Producer definition (2101(k))
Who should be licensed (2101(k))
Home state (2101(l))
Negotiate (2101(m))
Sell (2101(n))
Solicit (2101(o))

Types of licensees

Agents (2101(a, k); 2103; Reg 6, Part 22.2; Reg 7, Part 23.2)
Brokers (2101(c, h, k); 2104)
Consultants (2107)
Adjusters (2101(g), 2108)
Nonresident (2101(d, e); 2103(g)(5, 11); 2136)
Business entities (2101(p), 2103(i)(2))
Temporary (2109; Regs 9, 18, 29, Part 20.1)

Maintenance and duration

Renewal (2103(j); Reg 5, Part 21.2)
Continuing education (2132)

Assumed names (2102(f))
Change of address (all addresses, including email) (2134; Reg 5, Part 21.4; Reg 6, Part 22.3; Reg 7, Part 23.4)
Reporting of actions (2110(i)(j))

Disciplinary actions

Hearings-Notice and Process (2405, 2406, Financial Services 305)
Suspension, revocation, and nonrenewal (2110)
Penalties (2127, 109)

1.2 State regulation

Superintendent’s general duties and powers (2404, Financial Services 201, 202, 301)

Company regulation

Certificate of authority (1102(a-b))
Solvency (307)
Unfair claim settlement practices (2601; Reg 64, Part 216.3-216.6)
Appointment of agent (2112(a-c))
Termination of agent appointment (2112(d); Regs, 9, 18, 29, Part 20.2)

Unfair and prohibited practices

Misrepresentation (2123; Reg 64, Part 216.3)
False advertising (2603)

Defamation of insurer (2604)

Unfair discrimination (2606-2608, 2612)
Rebating (2324, 4224)

Licensee regulation

Controlled business (2103(i))
Sharing commissions (2121, 2128)

Fiduciary responsibility (2120; Regs 9, 18, 29, Parts 20.3, 20.4)
License display (Reg 125, Part 34.5)
Commissions and compensation (2102(e), 2114-2116, 2119; Regs 9, 18, 29, Part 20.6; Reg 194, Part 30)

Termination responsibilities of producer (2112(g))

Examination of books and records (2404; Reg 152, Parts 243.0 to 243.3)

Insurance Frauds Prevention Act (401-405, Financial Services 403-405)

Aiding Unauthorized Insurer (2117)

Prohibitions (403)
Reporting (405)

Consumer privacy regulation (Reg 169, Parts 420.0 to 420.4)

Producer Compensation Transparency (Reg 194, Parts 30.1 to 30.5)

Cyber Security Requirements for Financial Services Companies (Reg 23)

1.3 Federal regulation

Fair Credit Reporting Act (15 USC 1681a-1681d)

Fraud and false statements including 1033 waiver (18 USC 1033, 1034)

2.0 General Insurance  4%

2.1 Concepts

Risk management key terms

Risk (pure and speculative)

Exposure

Hazard (physical, moral, morale)

Peril

Loss
Methods of handling risk
- Avoidance
- Retention
- Sharing
- Reduction
- Transfer (by contractual liability or insurance contract)

Elements of insurable risks
- Adverse selection
- Law of large numbers
- Reinsurance

2.2 Insurers
- Types of insurers
  - Stock companies
  - Mutual companies
  - Fraternal benefit societies
- Private versus government insurers
- Admitted versus nonadmitted insurers
- Domestic, foreign and alien insurers
- Financial status (independent rating services)
- Marketing (distribution) systems

2.3 Agents and general rules of agency
- Insurer as principal
- Agent/insurer relationship
- Authority and powers of agents
  - Express
  - Implied
  - Apparent
- Responsibilities to the applicant/insured

2.4 Contracts
- Elements of a legal contract
  - Offer and acceptance
  - Consideration
  - Competent parties
- Legal purpose
- Characteristics of insurance contracts
  - Contract of adhesion
  - Aleatory contract
  - Personal contract
  - Unilateral contract
  - Conditional contract
- Legal concepts and interpretations affecting contracts
  - Indemnity
  - Utmost good faith
  - Representations/misrepresentations (3105)
  - Warranties (3106)
  - Rescission
  - Concealment
  - Fraud
  - Waiver and estoppel

3.0 Life Insurance Basics 8%

3.1 Insurable interest (3205)

3.2 Personal uses of life insurance
- Survivor protection
- Estate creation
- Cash accumulation
- Liquidity
- Estate conservation

3.3 Determining amount of personal life insurance
- Human life value approach
- Needs approach
  - Types of information gathered
  - Determining lump-sum needs
  - Planning for income needs

3.4 Business uses of life insurance
- Buy-sell funding
- Key person

3.5 Differences in life insurance policies
- Group versus individual
- Permanent versus term
- Participating versus nonparticipating
- Fixed versus variable life

3.6 Factors in premium determination
- Mortality, Investment Return, and Expense
- Mode of premium

3.7 Licensee responsibilities
- Solicitation and sales presentations
  - Advertising (2122)
  - Life Insurance Company Guaranty Corporation (7718)
  - Policy summary (3209; Reg 74, Part 53-2.2)
  - Buyer’s guide (3209; Reg 74, Part 53-2.6)
  - Suitability in Life Insurance and Annuities (Reg 224.2-22.4.4)
  - Illustrations (Reg 74, Parts 53-3.1 to 53-3.6)
  - Replacement (2123(a)(2,3); Reg 60, Parts 51.1 to 51.8)

  Use and disclosure of insurance information
  - Use of Senior-Specific Certifications and Professional Designations in the Sale of Life Insurance and Annuities (Reg 199 Part 225)

  Field underwriting
4.4 Specialized policies
Joint life (first-to-die)
Survivorship life (second-to-die)
Life insurance on minors (3207(b))
Fixed (equity) indexed life

4.5 Group life insurance
Characteristics of group plans
Types of plan sponsors
Group underwriting requirements
Conversion to individual policy (3220)

4.6 Credit life insurance (individual versus group)

5.3 Settlement options
Cash payment
Interest only
Fixed-period installments
Fixed-amount installments
Life income
Single life
Joint and survivor
Spendthrift clause

5.4 Nonforfeiture options
Cash surrender value
Extended term
Reduced paid-up insurance

5.5 Policy loan and withdrawal options
Policy loans
Automatic premium loans
Withdrawals or partial surrenders

5.6 Dividend options
Cash payment
Reduction of premium payments
Accumulation at interest
One-year term option
Paid-up additions

5.7 Disability riders
Waiver of premium
Waiver of cost of insurance
Disability income benefit
Payor benefit life/disability (juvenile insurance)

5.8 Accelerated (living) benefit provisions/riders (3230)
Conditions for payment
Effect on death benefit

5.9 Riders covering additional insureds

5.0 Life Insurance Policy Provisions, Options and Riders 10%

5.1 Required provisions (3203)
Ownership
Assignment
Entire contract (3203(a)(4), 3204)
Right to examine (free look) (3203(a)(11))
Payment of premiums
Grace period (3203(a)(1))
Reinstatement (3203(a)(10))
Incontestability (3203(a)(3))
Misstatement of age (3203(a)(5))
Exclusions (3203(b, c))
Statements of the applicant (3204)
Proof of Death

5.2 Beneficiaries
Designation options
Individuals
Classes (per stirpes/per capita)
Estates
Minors
Trusts
Succession
5.10 Riders affecting the death benefit amount

Accidental death
Guaranteed insurability
Cost of living
Return of premium
Term rider

6.0 Annuities 7%

6.1 Annuity principles and concepts

Accumulation period versus annuity period
Owner, annuitant and beneficiary
Insurance aspects of annuities

6.2 Required provisions (3219, 4220, 4223)

6.3 Immediate versus deferred annuities

Single premium immediate annuities (SPIAs)
Deferred annuities
Premium payment options
Nonforfeiture
Surrender and withdrawal charges
Death benefits

6.4 Annuity (benefit) payment options

Life contingency options
Pure life versus life with guaranteed minimum
Single life versus multiple life
Annuities certain (types)

6.5 Annuity products

Fixed annuities
General account assets
Interest rate guarantees (minimum versus current)

6.6 Personal Uses of annuities

Tax-deferred growth
Retirement income
Guaranteed Minimum Withdrawal Benefit (GMWB)
Education funds

7.0 Federal Tax Considerations for Life Insurance and Annuities 2%

7.1 Taxation of personal life insurance

Amounts available to policyowner
Cash value increases
Dividends
Policy loans
Surrenders
Amounts received by beneficiary
Settlement options

7.2 Rollovers and transfers (IRAs and qualified plans)

7.3 Section 1035 exchanges

8.0 Qualified Plans 2%

8.1 General requirements

Defined contribution versus defined benefit plan

8.2 Plan types, characteristics and purchasers

Self-employed plans (Keogh plans)
SIMPLE
SEP
401k
457

9.0 Life Settlement 3%

9.1 Definitions (7802)

Life Settlement Contract (7802(k)(1)(2)(3))
Life Settlement Broker (7802(l), 2101(v))
Business of Life Settlement (7802(c)(1))
Financing transaction (7802(f))
Owner (7802(n))
Life expectancy (7802(i))

9.2 Broker License Requirements (2137, 2102(a)(1))

9.3 Advertising (7809)

9.4 Privacy (7810)

HIPAA
Personal & Financial information privacy

9.5 Prohibited Practices (7814)

9.6 Stranger-originated life insurance (7815)

Insurable interest provisions
Trust owned policies

10.0 Accident and Health Insurance Basics 5%

10.1 Definitions of perils

Accidental injury
Sickness

10.2 Principal types of losses and benefits

Loss of income from disability
Hospital and medical expense
Long-term care expense

10.3 Classes of accident and health insurance coverage

Individual and group
Private versus government
Limited versus comprehensive

10.4 Types of Limited policies

Limited benefits and amounts
Required notice to insured
Types of limited policies
10.5 Common exclusions from coverage

- Workers’ compensation
- Cosmetic
- Experimental/investigation
- Medical necessities

10.6 Licensee responsibilities in individual accident and health insurance

Marketing requirements
- Advertising (Reg 34, Parts 215.1 to 215.18)
- Sales presentations
- Outline of coverage
- Application procedures
- Requirements at delivery of policy

10.7 Considerations in replacing accident and health insurance

- Benefits, limitations and exclusions
- Licensee liability for errors and omissions

10.8 Community rating of policies (4317; Reg 145, Part 360)

Definition of small group

11.0 Individual Health Insurance Policy General Provisions 4%

11.1 Required provisions

- Entire Contract; changes (3216(d)(1)(A))
- Time limit on certain defenses (3216(d)(1)(B))
- Grace period (3216(d)(1)(C))
- Reinstatement (3216(d)(1)(D))

11.2 Other provisions

11.3 Other general provisions

- Right to examine (free look)
- Insuring clause
- Consideration clause
- Renewability clause (3216(g))
- Noncancelable
- Guaranteed renewable

12.0 Disability Income and Related Insurance 6%

12.1 Qualifying for disability benefits

- Inability to perform duties
- Own occupation
- Any occupation
- Presumptive disability
- Proof of Loss

12.2 Individual disability income insurance

- Basic total disability plan
- Income benefits
- Elimination and benefit periods
- Waiver of premium feature
- Coordination of benefits
- Individual premium consideration
- Additional monthly benefit (AMB)
- Social insurance supplement (SIS)

12.3 Group disability income insurance

- Group versus individual plans
- Short-term disability (STD)
- Long-term disability (LTD)

12.4 Business disability insurance

- Key person disability income
- Disability buy-sell policy
- Business overhead expense policy

13.0 Medical Plans 6%

13.1 Medical plan concepts

- Fee-for-service basis versus prepaid basis
- Specified coverages versus comprehensive care
Benefit schedule versus usual/reasonable/customary charges
Any provider versus limited choice of providers
Insureds versus subscribers/participants

13.2 Types of plans
Major medical insurance (indemnity plans)
  Characteristics
  Common limitations
Exclusions from coverage
Provisions affecting cost to insured
Health Maintenance Organizations (HMOs)
  General characteristics
  Preventive care services (4303(j))
  Primary care physician (PCP)
  Referral (specialty) physician
Emergency care
Hospital services
Other basic services
Preferred provider organizations (PPOs), point-of-service (POS) plans and Exclusive Provider Organizations (EPOs)
  General characteristics
  In-network and out-of-network provider access
  Primary care physician (PCP) referral
Indemnity plan features
Catastrophic

13.3 Cost containment in health care delivery
Utilization review (Art. 49)
Prospective review
Concurrent review
Retrospective review

13.4 New York dependent requirements (individual and/or group)
  Dependent child age limit (3216(a)(4); 4235(f)(1)(2))
  Policy extension for handicapped children (3216(c)(4)(A))
  Newborn child coverage (3216(c)(4)(C))

13.5 New York required benefits (individual and/or group)

13.6 New York mandated offers (individual and/or group)

13.7 HIPAA (Health Insurance Portability and Accountability Act) requirements
  Eligibility
  Guaranteed issue
  Renewability
  Privacy protections

14.0 Federal Patient Protection and Affordable Care Act 6%

14.1 Affordable Care Act
  Preexisting conditions
  Insurance exchanges
    Eligibility (individual and small employers)
    APTC (Advance Premium Tax Credit)
    Cost share reduction
    Benchmark plan
    State vs. federal
    Metal levels
  Catastrophic
  Medical loss ratio
  Actuarial value
  Enrollment period
  Individual mandate
  Employer shared responsibility
  Annual and lifetime dollar limits

15.0 Long-term Care (LTC) Insurance 6%

15.1 Benefits
  LTC, Medicare and Medicaid compared
  Eligibility for benefits
  Levels of care
    Skilled care
    Intermediate care
    Custodial care
  Types of care
    Home health care
    Adult day care
    Respite care
    Nursing home facility care
    Assisted living
    Benefit periods
    Benefit amounts
    Activities of Daily Living (ADLs)
  Optional benefits
    Reimbursement versus indemnity/cash
    Inflation protection (COLA) (Reg 62, Part 52.25(c)(3))
    Nonforfeiture benefits (Reg 62, Part 52.25(c)(7))
    Guarantee of insurability
    Return of premium
    Shared care
    Individual, group and association plans
    Hybrid plans
    Exclusions (Reg 62, Part 52.25(b)(2))
    Underwriting considerations
    Suitability

15.2 New York regulations and required provisions
16.0 Group Health and Blanket Insurance 5%

16.1 Characteristics of group insurance
- Group contract
- Certificate of coverage
- Experience rating versus community rating
- Definition of eligible group (4235(b)(c))

16.2 Types of eligible groups (4235)
- Employment-related groups
- Individual employer groups
- Professional employer organizations
- Associations (alumni, professional and other)
- Customer groups (depositors, creditor-debtor and others)
- Blanket customer groups (teams, passengers, students and others)

16.3 Regulation of employer group insurance plans
- Employee Retirement Income Security Act (ERISA)
- Applicability
- Fiduciary responsibilities
- Reporting and disclosure / compliance
- Family Medical Leave Act (FMLA)
- Relationship with Medicare
- Medicare secondary rules
- Medicare carve-outs and supplements
- Nondiscrimination rules (highly-compensated)

16.4 Types of funding and administration
- Conventional fully-insured plans
- Partially self-insured plans
- Stop-loss coverage
- Administrative-services only (ASO) arrangements

16.5 Marketing considerations
- Advertising
- Regulatory jurisdiction/place of delivery

16.6 Employer group health insurance
- Insurer underwriting criteria
  - Characteristics of group
  - Plan design factors
  - Persistency factors
  - Administrative capability
- Eligibility for coverage
  - Annual open enrollment
  - Employee eligibility
  - Probationary period
  - Dependent eligibility
- Coordination of benefits provision (Reg 62, Part 52.23)
- Change of insurance companies or loss of coverage
  - Events that terminate coverage
  - Extension of benefits
  - Continuation of coverage under COBRA and New York continuations

16.7 Small employer medical plans
- Definition of small employer (Reg 145, Part 360.2(f))
- Benefit plans offered
- Availability of coverage (Reg 145, Part 360.2(e), 360.3)
- Renewability (Reg 145, Part 360.2(e))

17.0 Government Health Insurance Plans 5%

17.1 Worker's compensation
- Eligibility
- Benefits

17.2 Social Security Disability
- Qualifications for disability benefits
- Definition of disability
- Waiting period
- Disability income benefits

17.3 New York State Disability Benefits Law
- Purpose
- Definitions
- Employment covered
- Benefits

17.4 Medicaid
- Eligibility and benefits
- Child Health Plus
  - Eligibility and benefits

17.5 Medicare
- Nature, financing, and administration
  - Part A — Hospital Insurance
    - Individual eligibility requirements
    - Enrollment
    - Coverages and cost-sharing amounts
  - Part B — Medical Insurance
    - Individual eligibility requirements
Enrollment
Coverages and cost-sharing amounts
Exclusions
Part C — Medicare Advantage
Part D — Prescription Drug Insurance

17.6 Flexible Spending Accounts (FSAs) and Health Savings Accounts (HSAs)
Definition
Eligibility
Contribution limits

17.6 Healthy New York (4326)

18.0 Private Insurance for Senior Citizens and Special Needs Individuals 6%

18.1 Medicare supplements
Purpose
Open Enrollment (Reg 193, Part 58)
Standardized Medicare supplement plans
Core benefits
Additional benefits
New York regulations and required provisions
Standards for marketing (Reg 193, Part 58)
Permitted compensation arrangements (Reg 193, Part 58)
Appropriateness of recommended purchase or replacement (Reg 193, Part 58)
Replacement (Reg 193, Part 58)
Disclosure statement (Reg 193, Part 58)
Renewability (Reg 193, Part 58)

18.2 Other Medicare options for individuals
Disabled individuals
Individuals with kidney failure

Employer group health plans
Employees age 65 or older

New York Property and Casualty Insurance Consultant Examination Series 17-58
150 questions - 2.5-hour time limit
Live Date- September 20, 2018

1.0 Insurance Regulation 10%
1.1 Licensing
Process (2103(d-i))
Definitions
Producer definition (2101(k))
Who should be licensed (2101(k))
Home state (2101(l))
Negotiate (2101(m))
Sell (2101(n))
Solicit (2101(o))
Types of licensees
Agents (2101(a, k); 2103; Reg 6, Part 22.2; Reg 7, Part 23.2)
Brokers (2101(c, h, k); 2104)
Consultants (2107)
Adjusters (2101(g), 2108)
Nonresident (2101(d, e); 2103(g)(5, 11); 2136)
Business entities (2101(p), 2103(e))
Temporary (2109; Regs 9, 18, 29, Part 20.1)
Renewal (2103(j); Reg 5, Part 21.2)
Maintainance and duration
Continuing education (2108, 2132)

Assumed names (2102(f))
Change of address (all addresses, including email) (2134; Reg 5, Part 21.4; Reg 6, Part, 22.3; Reg 7, Part 23.4)
Reporting of actions (2110(i)(j))

Disciplinary actions
Hearings-Notice and Process (2405, 2406, Financial Services 305)
Suspension, revocation, and nonrenewal (2110)
Penalties (2127, 109)

1.2 State regulation
Superintendent’s general duties and powers (2404, Financial Services 201, 202, 301)
Company regulation
Certificate of authority (1102)
Solvency (307)
Unfair claim settlement practices (2601; Reg 64, Part 216.3-216.6)
Appointment of agent (2112(a–c))
Termination of agent appointment (2112(d); Regs 9, 18, 29, Part 20.2)
Unfair and prohibited practices
Misrepresentation (2123; Reg 64, Part 216.3)
False advertising (2603)
Defamation of insurer (2604)
Unfair discrimination (2606-2608, 2612)
Rebating (2324)

Licensee regulation
Controlled business (2103(i))
Sharing commissions (2121, 2128)
Fiduciary responsibility (2120; Regs 9, 18, 29, Parts 20.3, 20.4)
License display (Reg 125, Part 34.5)
Commissions and compensation (2102(e), 2114–2116, 2119; Regs 9, 18, 29, Part 20.6; Reg 194, Part 30)
Termination responsibilities of producer (2112(g))
Examination of books and records (2404; Reg 152, Parts 243.0 to 243.3)
Insurance Frauds Prevention Act (401-405, Financial Services 403-405)
Aiding Unauthorized Insurer (2117)
Prohibitions (403)
Reporting (405)
Consumer privacy regulation (Reg 169, Parts 420.0 to 420.24)
Producer Compensation Transparency (Reg 194, Parts 30.1 to 30.5)
Cyber Security Requirements for Financial Services Companies (Reg 23)

1.3 Federal regulation
Fair Credit Reporting Act (15 USC 1681a–1681d)
Fraud and false statements including 1033 waiver (18 USC 1033, 1034)

2.0 General Insurance 10%

2.1 Concepts
Risk management key terms
Risk (pure and speculative)
Exposure
Hazard (physical, moral, morale)
Peril
Loss

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

2.3 Agents and general rules of agency
Insurer as principal
Agent/insurer relationship
Authority and powers of agents
Express
Implied
Apparent
Responsibilities to the applicant/insured

2.4 Contracts
Elements of a legal contract
Offer and acceptance
Consideration
Competent parties
Legal purpose
Characteristics of insurance contracts
Contract of adhesion
Aleatory contract
Personal contract
Unilateral contract
Conditional contract
Legal concepts and interpretations affecting contracts
Reasonable expectations
Indemnity
Utmost good faith
Representations/misrepresentations (3105)
Warranties (3106)
Rescission
Concealment
Fraud
Waiver and estoppel

3.0 Property and Casualty Insurance Basics 16%

3.1 Principles and concepts
Insurable interest
Underwriting
Function
Prohibition of geographical redlining (3429, 3429-a, 3430, 3433; Reg 90, Parts 218.1 to 218.7)
Insurance Risk Score (credit scoring)
Rates
Types
Loss costs
Components
Negligence
Elements of a negligent act
Defenses against negligence
Damages
Compensatory — special versus general
Punitive
Absolute or Strict liability
Vicarious liability
Causes of loss (perils)
Proximate cause
Named perils versus special (open) perils
Direct loss
Consequential or indirect loss
Blanket versus specific insurance
Basic types of construction
Loss valuation
Actual cash value
Replacement cost
Guaranteed
Functional
Market value
Agreed value
Stated amount

3.2 Policy structure
Declarations
Definitions
Insuring agreement or clause
Additional/supplementary coverage
Conditions
Exclusions
Endorsements

3.3 Common policy provisions
Insureds — named, first named, additional, defined
Policy period
Policy territory
Cancellation and nonrenewal (3425, 3426)

Earned premium calculation
Pro rata, short rate, and flat cancellation
Deductibles
Self Insured Retention (SIR)
Other insurance
Primary
Excess
Pro rata share
Limits of liability
Per occurrence (accident)
Per person
Per project
Per location
Aggregate
Sublimit
Split
Combined single
Ordinance or law provision
Vacancy vs non-occupancy
First Named insured provisions
Duties after loss
Assignment
Abandonment
Insurer provisions
Liberalization
Subrogation
Salvage
Loss settlement options
Duty to defend
Coinsurance
Third-party provisions
Standard mortgage clause
Loss payable clause
No benefit to the Bailee

3.4 Terrorism Risk Insurance Act of 2002 and

Extension Act of 2015 (15 USC 6701; S467)

3.5 Certificates of Insurance (501-504)

4.0 Dwelling (2014) Policy 6%

4.1 Purpose and eligibility

4.2 Coverage forms — Perils insured against
Basic
Broad
Special

4.3 Property coverages
Coverage A — Dwelling
Coverage B — Other structures
Coverage C — Personal property
Coverage D — Fair rental value
Coverage E — Additional living expense
Other coverages

4.4 General exclusions

4.5 Conditions

4.6 Selected endorsements
Special provisions — New York (DP 01 31)
Broad theft endorsement (DP 04 83)
Dwelling under construction (DP 11 43)

4.7 Personal liability supplement

5.0 Homeowners (2011) Policy 15%

5.1 Purpose and eligibility

5.2 Coverage forms
HO-2 through HO-6, HO-8

5.3 Definitions

5.4 Section I — Property coverages
Coverage A — Dwelling
Coverage B — Other structures
Coverage C — Personal property
Coverage D — Loss of use
Additional coverages

5.5 Section II — Liability coverages
Coverage E — Personal liability
Coverage F — Medical payments to others
Additional coverages

5.6 Perils insured against

5.7 Exclusions

5.8 Conditions

5.9 Selected endorsements
Special provisions — New York (HO 01 31)
Earthquake (HO 04 54)
Identity fraud expense (HO 04 55)
Scheduled personal property (HO 04 61)
Personal property replacement cost (HO 04 90)
Home business (HO 07 01)
Personal injury — New York (HO 24 86)
Workers’ compensation — certain residence employees — New York (HO 24 93)
Water Back Up and Sump Discharge or Overflow (HO 23 85)

6.0 Auto Insurance 10%

6.1 Laws
New York Motor Vehicle Financial Responsibility Law

Insurance Information and Enforcement System (IIES)
termination to DMV (Veh & Traf 313(2))

Auto ID cards
New York Automobile Insurance Plan (Assigned Risk) (5301–5304)

Purpose
Eligibility
Coverage
Binding authority
Comprehensive Motor Vehicle Insurance Reparations Act (PIP) (5101–5108)

Notice of claim
Medical
Rehabilitation
Loss of earnings
Funeral
Substitution services
Tort limitation/verbal threshold
Optional coverages
OBEL
Additional PIP
Motor Vehicle Accident Indemnification Corporation Act (5201–5225)

Uninsured/Underinsured motorist (3420(f))

Definitions
Bodily injury only
Required limits
Mandatory coverage
Supplementary uninsured/underinsured motorist coverage (3420(f)(2)(A)(B); Reg 35-A, Parts 60-2.0 to 60-2.4)

Definitions
Optional
Nonstacking
Coverage limits

Mandatory inspection requirements for private passenger automobiles (Reg 79, Parts 67.0 to 67.11)
Cancellation/nonrenewal (3425)

Grounds
Notice
Choice of repair shop (2610)
Supplemental spousal liability (3420(g))

6.2 Personal (2005) auto policy
Purpose and eligibility
Definitions
Liability coverage
Bodily injury and property damage
Supplementary payments
Who is insured
Exclusions
Medical payments coverage
Coverage for damage to your auto

Collision
Other than collision/Comprehensive
Deductibles
Transportation expenses
Exclusions
Duties after an accident or loss

General provisions
Selected endorsements
Amendment of policy provisions — New York (PP 01 79)
Towing and labor costs (PP 03 03)
Miscellaneous type vehicle — New York (PP 03 29)
Named non-owner coverage — New York (PP 03 30)
Rental vehicle coverage — New York (PP 03 46)
Joint ownership coverage — New York (PP 03 78)
Out of state coverage

6.3 Commercial auto (2010)
Commercial auto coverage forms
Business auto
Garage
Motor carrier
Coverage form sections
Covered autos
Liability coverage
Garagekeepers coverage
Physical damage coverage
Exclusions
Conditions
Definitions
Hired auto and non-owned auto liability - New York

Selected endorsements
Lessor — additional insured and loss payee (CA 20 01)
Mobile equipment (CA 20 24)
Auto medical payments coverage (CA 99 03)
Drive other car coverage (CA 99 10)
Individual named insured (CA 99 17)
Employees as insureds (CA 99 33)

Commercial carrier regulations
The Motor Carrier Act of 1980
Endorsement for motor carrier policies of

Commercial property conditions (CP 00 90)

Coverage forms
Building and personal property
Condominium association
Condominium commercial unit-owners
Builders risk (CP 11 21)
Business income
Business Interruption/time element
Legal liability
Extra expense

Definitions
Causes of loss forms
Basic
Broad
Special
Selected endorsements
Ordinance or law (CP 04 05)
Spoilage (CP 04 40)
Earthquake and volcanic eruption (CP 10 40)
Flood coverage (CP 10 65)
Ordinance of law (CP 04 05)

7.4 Commercial crime (2013)
General definitions
Burglary
Theft
Robbery
Coverage trigger — discovery and loss sustained

Crime coverage forms
Commercial crime coverage forms

Coverages
Employee theft
Forgery or alteration
Inside the premises — theft of money and securities
Inside the premises — robbery or safe burglary of other property
Outside the premises
Computer fraud
Funds transfer fraud
Money orders and counterfeit money
Identity theft

7.5 Commercial inland marine
Nationwide marine definition
Commercial inland marine conditions forms
Commercial inland marine coverage forms
Contractors equipment floater
Electronic data processing
Motor truck cargo

7.6 Equipment breakdown protection coverage form (EB 00 20)

7.7 Farm coverage
Farm property coverage forms (2003)
Coverage A — Dwellings
Coverage B — Other private structures
Coverage C — Household personal property
Coverage D — Loss of use
Coverage E — Scheduled farm personal property
Coverage F — Unscheduled farm personal property
Coverage G — Other farm structures
Farm liability coverage forms (2006)

Coverage H — Bodily injury and property damage liability
Coverage I — Personal and advertising injury liability
Coverage J — Medical payments

8.0 Businessowners (2010) Policy 8%

8.1 Purpose and eligibility
8.2 Businessowners property coverage
Coverage
Causes of loss
Exclusions
Limits of insurance
Deductibles
Loss conditions
General conditions
Optional coverages
Additional coverages
Definitions

8.3 Businessowners liability coverage form
Coverages
Exclusions
Who is an insured
Limits of insurance
General conditions
Definitions

8.4 Businessowners common policy conditions form

8.5 Selected endorsements
Hired auto and non-owned auto liability — New York (BP 04 36)
Named Perils (BP 10 09)

8.6 Businessowners personal property coverage

8.7 Selected endorsements

8.8 Businessowners coverage forms (2003)

8.9 Businessowners selected endorsements

8.10 Businessowners general condition forms

8.11 Businessowners optional coverages form

8.12 Businessowners additional coverages form

8.13 Businessowners definitions form

9.0 Workers Compensation Insurance 8%

9.1 Workers compensation laws
Types of laws
Monopolistic versus competitive

Compulsory versus elective

New York Workers Compensation Law
Exclusive remedy (WC 11)
Employment covered (required, voluntary) (WC 2(3, 4, 5), 10)
Independent/Subcontractor
Covered injuries (WC 2(7), 10, 13, 18)
Grave injuries (WC 11)
Occupational disease (WC 3(2), 37–48)
Benefits provided (WC 12–16)
Claims reporting requirements (Workers’ Compensation Board Regulation Part 314.7)

Federal workers’ compensation laws
Federal Employers Liability Act (FELA) (45 USC 51–60)
U.S. Longshore and Harbor Workers’ Compensation Act (33 USC 904)
The Jones Act (46 USC 688)

9.2 Workers’ compensation and employers liability insurance policy

General section
Part One — Workers’ compensation insurance
Part Two — Employers liability insurance
Part Three — Other states insurance
Part Four — Your duties if injury occurs
Part Five — Premium
Part Six — Conditions
Selected endorsements
Waiver of subrogation

9.3 Volunteer
Firefighters/Ambulance endorsement (WC 31 00 01A, WC 31 00 03A)

9.4 Premium computation
Job classification-payroll and rates
Experience modification factor
Premium discounts
Participation (dividend) plans

9.5 Other sources of coverage
New York State Insurance Fund (WC 76–100)
Self-insured employers and employer groups (WC 50, 60–75-a; Workers’ Compensation Board Regulation, Parts 317.1 to 317.22)

9.6 New York State Disability Benefits Law
Purpose
Definitions
Employment covered
Benefits

9.7 Paid Family Leave
Purpose
Eligibility

10.0 Other Coverages and Options 7%

10.1 Umbrella/excess liability policies
Umbrella policies
Personal (DL 98 01)
Commercial (CU 00 01)
Underlying Limits
Excess coverage
Stand alone
Follow form

10.2 Specialty liability insurance
Errors and omissions
Professional liability
Directors and officers liability

Fiduciary liability
Liquor liability
Dram shop
Employment practices liability
Environmental liability
Cyber Liability

10.3 Excess lines (Reg 41, Part 27)
Definition of Excess Lines (nonadmitted market)
 Licensing requirements (2105)
Total cost form
Affidavit
Export list
Disclosure (no guaranty fund)

10.4 Surety bonds
Principal, obligee, surety
Types of obligations (bid bonds, performance bonds, payment bonds)
Bonds vs. Insurance

10.5 National Flood Insurance Program
Eligibility
Coverage
Flood definition
Forms
Dwelling
General
Residential Condominium Building Association Policy

10.8 Other policies
Watercraft

10.9 New York Property Insurance Underwriting Association (FAIR PLAN) (5401-5412)
Purpose
Coverage
Coastal Market Assistance Program (C-MAP)

New York Bail Bond Agent Examination Series 17-59
60 questions - 1-hour time limit
Live Date- September 20, 2018

1.0 Insurance Regulation 15%

1.1 Licensing
Superintendent’s general duties and powers (2404, 6802(c))
Process (6802(e–h))
Persons to be licensed (6801, 6802(a), 6805)
Requirements
Bond (6802(j))
Fingerprints (6802(g))
Maintenance and duration
Renewal (6802(f, m))
Change of address (Reg. 7 Part 23.4)
Disciplinary actions
Hearings-Notice and Process (2405, 2406, Financial Services 305)
Penalties (6802(l))
Denial of license (6802(e))
Suspension and revocation (6802(k))

1.2 Agent regulation
Employees (6802(b))
Record maintenance (Reg 42, Part 28.2)
Prohibited conduct
Misrepresentation (6802(k)(2))
Excessive fees (6802(k)(4), 6804)
Fraudulent or dishonest acts (6802(k)(3))
Referral of attorney (6802(k)(5))
Pre-arrest agreements
(Reg 42, Part 28.1)
Unfair discrimination
(2609)
Rebating (2324)
Charges (6804)
Consumer privacy regulation
(Reg 169, Parts 420.0–420.24)
Cyber Security Requirements for Financial Services Companies (Reg 23)

1.3 Federal regulation
Fraud and false statements including 1033 waiver (18 USC 1033, 1034)

2.0 The Legal Framework 24%

2.1 Authority
Express
Implied
Apparent

2.2 Contracts
Elements of a legal contract
Offer and acceptance
Consideration
Competent parties
Legal purpose
Concealment
Fraud

2.3 Jurisdiction
Original jurisdiction
Territorial
Subject matter
Personal
Appellate jurisdiction

2.4 Terminology
Acquit
Adjudicate
Capital offense
Conviction
Custody
Defendant
Disposition

3.0 Bail Bond Principles and Practices 61%

3.1 Parties to a surety bond (CPL 500.10)
Principal
Indemnitor for principal
Indemnity agreement
Obligee
Surety

3.2 Duties of bail bond agent
Premium receipt (Reg 42, Part 28.2)
Power of attorney
Collateral and trust obligations

3.3 Types of bonds
Criminal defendant bonds
Bail
Property bond
Nonsurety/cash
(520.10(1)(a))
Ten percent surety
(520.10(1)(e))
Extradition

3.4 Procedure
Application for bond
(surety/defendant contract)
Collateral security
Surety contract
Posting the bond (520.20(1))
Justifying affidavit (520.20(4))

3.5 Court procedures
Court appearances
Arraignment
Trial
Appeal
Conditions of release (520.30)
Prior to trial
After conviction — stay of execution
Pending appeal
Failure to appear
Revocation of the right to bail (CPL 530.80)

3.6 Release of surety

3.7 Surrender of principal (defendant)
Exoneration of bond
Return of premium
Return of collateral

3.8 Bond forfeiture (CPL 540)
Motion
Notice to defendant and sureties
Judgment
Dispersal of funds
Arrest after forfeiture
One year rule

New York Mortgage Guaranty Agent Examination Series 17-60
40 questions - 1-hour time limit
Live Date - September 20, 2018

1.0 Insurance Regulation 30%

1.1 Licensing
Process (6505, 2103(d–k,m,o))
## Definitions

<table>
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<th>Term</th>
<th>Regulation Details</th>
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<tbody>
<tr>
<td>Home state</td>
<td>(2101(l))</td>
</tr>
<tr>
<td>Negotiate</td>
<td>(2101(m))</td>
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<tr>
<td>Sell</td>
<td>(2101(n))</td>
</tr>
<tr>
<td>Solicit</td>
<td>(2101(o))</td>
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## Types of licensees

<table>
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<th>Type</th>
<th>Regulation Details</th>
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<tr>
<td>Agents</td>
<td>(2101(a), 2103)</td>
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<tr>
<td>Nonresident</td>
<td>(2101(d, e), 2103(g)(5, 11), 2136)</td>
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<tr>
<td>Business entities</td>
<td>(2101(p), 2103(i), 2139(b))</td>
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<td>Temporary</td>
<td>(2109; Regs 9, 18, 29, Part 20, 1)</td>
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## Maintenance and duration

<table>
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<th>Type</th>
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<td>Assumed names</td>
<td>(2102(f))</td>
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<tr>
<td>Change of address (all addresses, including email)</td>
<td>(2134; Reg 7, Part 23.4)</td>
</tr>
<tr>
<td>Reporting of actions</td>
<td>(2110(1)(j))</td>
</tr>
</tbody>
</table>

## Disciplinary actions

<table>
<thead>
<tr>
<th>Type</th>
<th>Regulation Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hearings-notice and process</td>
<td>(2405, 2506, Financial services 305)</td>
</tr>
<tr>
<td>Penalties</td>
<td>(2127)</td>
</tr>
</tbody>
</table>

### 1.2 State regulation

- Superintendent’s general duties and powers (2404, 6508 Financial services 201, 202, 301)

#### Company regulation

<table>
<thead>
<tr>
<th>Type</th>
<th>Regulation Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Certificate of authority</td>
<td>(6503)</td>
</tr>
<tr>
<td>Capital and surplus</td>
<td>requirements (6502)</td>
</tr>
<tr>
<td>Unfair claim settlement</td>
<td>practices (2601; Reg 64, Part 216.3 to 216.6)</td>
</tr>
<tr>
<td>Filing of rates and forms</td>
<td>(6504)</td>
</tr>
<tr>
<td>Appointment of agent</td>
<td>(2112(a-c))</td>
</tr>
<tr>
<td>Termination of agent</td>
<td>appointment (2112(d))</td>
</tr>
</tbody>
</table>

## Agent regulation

<table>
<thead>
<tr>
<th>Type</th>
<th>Regulation Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Controlled business</td>
<td>(2103(l))</td>
</tr>
<tr>
<td>Sharing commissions</td>
<td>(2121, 2128)</td>
</tr>
<tr>
<td>Representing an unauthorized insurer</td>
<td>(6505)</td>
</tr>
<tr>
<td>Fiduciary responsibility</td>
<td>(2120; regs 9, 18, 29, Parts 20.3 &amp; 20.4)</td>
</tr>
<tr>
<td>License display</td>
<td>(reg 125, part 34.5)</td>
</tr>
</tbody>
</table>

## Commissions and compensation

<table>
<thead>
<tr>
<th>Type</th>
<th>Regulation Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>(2102(e), 2119; Reg 9, 18, 29, Part 20.6; Reg 194, Part 30)</td>
<td></td>
</tr>
<tr>
<td>Termination responsibilities of producer</td>
<td>(2112(g))</td>
</tr>
</tbody>
</table>

## Unfair and prohibited practices

<table>
<thead>
<tr>
<th>Type</th>
<th>Regulation Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Misrepresentation</td>
<td>(2123; Reg 64, Part 216.3)</td>
</tr>
<tr>
<td>Illegal inducement</td>
<td>(6504(b, c))</td>
</tr>
<tr>
<td>False advertising</td>
<td>(2603)</td>
</tr>
<tr>
<td>Defamation of insurer</td>
<td>(2604)</td>
</tr>
<tr>
<td>Rebating</td>
<td>(2324)</td>
</tr>
<tr>
<td>Unfair discrimination</td>
<td>(2606-2608, 2612)</td>
</tr>
<tr>
<td>Examination of books and</td>
<td>records (2404; Reg 152, Part 243.0 to 243.3)</td>
</tr>
<tr>
<td>Insurance Frauds Prevention Act</td>
<td>(401-405, Financial Services 403-405)</td>
</tr>
<tr>
<td>Consumer privacy regulation</td>
<td>(Reg 169, Parts 420.0 to 420.24)</td>
</tr>
<tr>
<td>Aiding unauthorized insurer</td>
<td>(2117)</td>
</tr>
<tr>
<td>Prohibitions</td>
<td>(403)</td>
</tr>
<tr>
<td>Reporting</td>
<td>(405)</td>
</tr>
</tbody>
</table>

## Producer compensation transparency

<table>
<thead>
<tr>
<th>Type</th>
<th>Regulation Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>(Reg 194, Parts 30.1 to 30.5)</td>
<td></td>
</tr>
</tbody>
</table>

## Cyber Security Requirements for Financial Services Companies

<table>
<thead>
<tr>
<th>Type</th>
<th>Regulation Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>(Reg 23)</td>
<td></td>
</tr>
</tbody>
</table>

### 1.3 Federal regulation

- Fair Credit Reporting Act (15 USC 1681a–1681d)
- Fraud and false statements including 1033 waiver (18 USC 1033, 1034)
- RESPA
- Homeowners Protection Act
- Fair Lending

### 2.0 General Insurance 20%

#### 2.1 Concepts

- Risk management key terms
- Risk (pure and speculative)
- Exposure
- Hazard (physical, moral, morale)
- 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
- Private versus government insurers
- Admitted versus nonadmitted insurers
Domestic, foreign and alien insurers
Financial status (independent rating services)
Marketing (distribution) systems

2.3 **Agents and general rules of agency**

- **Insurer as principal**
- Authority and powers of agents
  - Express
  - Implied
  - Apparent
- Responsibilities to insurer

2.4 **Contracts**

- Elements of a legal contract
  - Offer and acceptance
  - Consideration
  - Competent parties
  - Legal purpose
- Characteristics of insurance contracts
  - Contract of adhesion
  - Aleatory contract
  - Personal contract
  - Unilateral contract
  - Conditional contract
- Legal concepts and interpretations affecting contracts
  - Indemnity
  - Utmost good faith
  - Representations/misrepresentations
  - Warranties
  - Concealment
  - Fraud

3.0 **Mortgage Guaranty Insurance**

3.1 **Types of mortgage guaranty insurance**

3.2 **Nature of mortgage guaranty insurance**

- Parties involved
  - Debtor
  - Creditor
  - Coverage assignment
  - Insurer

3.3 **Advantages and disadvantages to debtors and creditors**

3.4 **Underwriting**

- Insured creditor issues
- Debtor issues

3.5 **Policy conditions**

- Duties in the event of loss
- Amount payable
- Cancellation

3.6 **Limitations and restrictions**

- Limitations on risk concentration
- Conflict of interest

3.7 **Reinsurance (6507)**

### New York Public Adjuster Examination
Series 17-62

**60 questions - 1-hour time limit**

Live Date - September 20, 2018

1.0 **Insurance Regulation 8%**

1.1 **Licensing requirements**

- Qualifications (2108(c,g))
- Process (2108(d),(e))
- Bond (2108(l))
- Fingerprints (2108(d)(2))
- Superintendent's general duties and powers (2404, 2405, 2406)

1.2 **Maintenance and duration**

- Renewal (2108(i, j))
- Continuing education (2108(r))
- Assumed names (2102(f))
- Change of address (all addressed including email) (2134, Reg 10, Part 25.4)
- Reporting of actions (2110(i)(j))
- Contract requirements (2108(p); Reg 10, Part 25.6)
- Insured's right to cancel (Reg 10, Parts 25.8 to 25.10)
- Compensation agreement (Reg 10, Part 25.6)
- Maximum compensation (Reg 10, Part 25.7)
- Records (Reg 10, Part 25.11)
- Cyber Security Requirements for Financial Services Companies (Reg 23)

1.3 **Disciplinary actions**

- Cease and desist (2405)
- Suspension, revocation and nonrenewal (2110)
- Penalties (2127)

1.4 **Claim settlement laws and regulations (Reg 64, Part 216)**

- Unfair claim practices (2601)
- Misrepresentation (2108(o))
- Procedures for direction of payment (Reg 10, Part 25.12)
- Suit against insurer (3404)
- Prohibitions (Reg 10, Part 25.3)
- Consumer privacy regulation (Reg 169, Parts 420.0 to 420.4)

1.5 **Federal regulations**

- Fraud and false statements including 1033 waiver (18 USC 1033, 1034)
<table>
<thead>
<tr>
<th>2.0 Insurance Basics 13%</th>
</tr>
</thead>
<tbody>
<tr>
<td>2.1 Contract basics</td>
</tr>
<tr>
<td>Elements of a legal contract</td>
</tr>
<tr>
<td>Offer and acceptance</td>
</tr>
<tr>
<td>Consideration</td>
</tr>
<tr>
<td>Competent parties</td>
</tr>
<tr>
<td>Legal purpose</td>
</tr>
<tr>
<td>Distinct characteristics of an insurance contract</td>
</tr>
<tr>
<td>Contract of adhesion</td>
</tr>
<tr>
<td>Aleatory contract</td>
</tr>
<tr>
<td>Personal contract</td>
</tr>
<tr>
<td>Unilateral contract</td>
</tr>
<tr>
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</tr>
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</tr>
<tr>
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</tr>
<tr>
<td>Concealment</td>
</tr>
<tr>
<td>Fraud</td>
</tr>
<tr>
<td>Waiver and estoppel</td>
</tr>
<tr>
<td>2.2 Insurance principles and concepts</td>
</tr>
<tr>
<td>Insurable interest</td>
</tr>
<tr>
<td>Hazards</td>
</tr>
<tr>
<td>Physical</td>
</tr>
<tr>
<td>Moral</td>
</tr>
<tr>
<td>Morale</td>
</tr>
<tr>
<td>Causes of loss (perils)</td>
</tr>
<tr>
<td>Named perils versus open perils (All risk)</td>
</tr>
<tr>
<td>Direct loss</td>
</tr>
<tr>
<td>Consequential or indirect loss</td>
</tr>
<tr>
<td>Blanket versus specific insurance</td>
</tr>
<tr>
<td>Basic types of construction</td>
</tr>
<tr>
<td>Loss valuation</td>
</tr>
<tr>
<td>Actual cash value</td>
</tr>
<tr>
<td>Broad evidence rule</td>
</tr>
<tr>
<td>Replacement cost</td>
</tr>
<tr>
<td>Guaranteed</td>
</tr>
<tr>
<td>Functional</td>
</tr>
<tr>
<td>Market value</td>
</tr>
<tr>
<td>Agreed value</td>
</tr>
<tr>
<td>Stated amount</td>
</tr>
<tr>
<td>2.3 Policy structure</td>
</tr>
<tr>
<td>Declarations</td>
</tr>
<tr>
<td>Definitions</td>
</tr>
<tr>
<td>Insuring agreement or clause</td>
</tr>
<tr>
<td>Additional-supplementary coverage</td>
</tr>
<tr>
<td>Conditions</td>
</tr>
<tr>
<td>Exclusions</td>
</tr>
<tr>
<td>Endorsements</td>
</tr>
<tr>
<td>2.4 Common policy provisions</td>
</tr>
<tr>
<td>Insureds — named, first named, additional, defined</td>
</tr>
<tr>
<td>Policy period</td>
</tr>
<tr>
<td>Policy territory</td>
</tr>
<tr>
<td>Cancellation and nonrenewal</td>
</tr>
<tr>
<td>Deductibles</td>
</tr>
<tr>
<td>Other insurance</td>
</tr>
<tr>
<td>Nonconcurrency</td>
</tr>
<tr>
<td>Primary</td>
</tr>
<tr>
<td>Excess</td>
</tr>
<tr>
<td>Pro rata</td>
</tr>
<tr>
<td>Contribution by equal shares</td>
</tr>
<tr>
<td>Policy limits</td>
</tr>
<tr>
<td>Reinstatement of limits</td>
</tr>
<tr>
<td>Coinsurance</td>
</tr>
<tr>
<td>Vacancy or unoccupancy</td>
</tr>
<tr>
<td>Assignment</td>
</tr>
<tr>
<td>Liberalization</td>
</tr>
<tr>
<td>Liberalization</td>
</tr>
<tr>
<td>Third-party provisions</td>
</tr>
<tr>
<td>Standard mortgage clause</td>
</tr>
<tr>
<td>2.5 Certificate of insurance (501-504)</td>
</tr>
<tr>
<td>Loss payable clause</td>
</tr>
<tr>
<td>No benefit to Bailee</td>
</tr>
<tr>
<td>3.0 Adjusting Losses 22%</td>
</tr>
<tr>
<td>3.1 Role of the adjuster</td>
</tr>
<tr>
<td>Duties and responsibilities</td>
</tr>
<tr>
<td>Staff and independent adjuster versus public adjuster</td>
</tr>
<tr>
<td>Relationship to the legal professional</td>
</tr>
<tr>
<td>3.2 Property losses</td>
</tr>
<tr>
<td>Duties of insured after a loss</td>
</tr>
<tr>
<td>Notice to insurer</td>
</tr>
<tr>
<td>Mitigating the loss</td>
</tr>
<tr>
<td>Proof of loss</td>
</tr>
<tr>
<td>Special requirements</td>
</tr>
<tr>
<td>Produce books and records</td>
</tr>
<tr>
<td>Abandonment</td>
</tr>
<tr>
<td>Determining value and loss</td>
</tr>
<tr>
<td>Burden of proof of value and loss</td>
</tr>
<tr>
<td>Estimates</td>
</tr>
<tr>
<td>Depreciation</td>
</tr>
<tr>
<td>Salvage</td>
</tr>
<tr>
<td>Claim settlement options</td>
</tr>
<tr>
<td>Payment and discharge</td>
</tr>
<tr>
<td>3.3 Claims adjustment procedures</td>
</tr>
<tr>
<td>Settlement procedures</td>
</tr>
<tr>
<td>Advance payments</td>
</tr>
<tr>
<td>Draft authority</td>
</tr>
<tr>
<td>Subrogation procedures</td>
</tr>
<tr>
<td>Alternative dispute resolution</td>
</tr>
<tr>
<td>Appraisal</td>
</tr>
<tr>
<td>Competitive estimates</td>
</tr>
<tr>
<td>Negotiation</td>
</tr>
<tr>
<td>Releases</td>
</tr>
<tr>
<td>Mediator</td>
</tr>
<tr>
<td>Arbitrator</td>
</tr>
</tbody>
</table>
Coverage Problems
Reservation of Rights
Letter
Non-Waiver Agreement

4.0 Dwelling (2014) Policy 10%

4.1 Coverage forms — Perils insured against
Basic
Broad
Special

4.2 Property coverages
Coverage A — Dwelling
Coverage B — Other structures
Coverage C — Personal property
Coverage D — Fair rental value
Coverage E — Additional living expense
Other coverages

4.3 General exclusions

4.4 Conditions

4.5 Selected endorsements
Special provisions — New York (HO 01 31)
Automatic increase in insurance (DP 04 11)
Broad theft coverage (DP 04 83) (DP 04 72)
Dwelling under construction (DP 11 43)

4.6 Special provisions
— New York (DP 01 31)
Earthquake (HO 04 54)
Identity fraud expense (HO 04 55)
Scheduled personal property (HO 04 61)
Personal property replacement cost (HO 04 90)
Home business (HO 07 01)
Water Back Up and Sump Discharge or Overflow (HO 23 85)

6.0 Commercial Package Policy (CPP) 10%

6.1 Components of a commercial policy
Common policy declarations
Common policy conditions
Monoline versus package

6.2 Commercial property (2012)
Commercial property conditions form
Coverage forms
Building and personal property
Condominium association
Condominium commercial unit-owners
Builders risk
Business income/extra expense
Definitions
Causes of loss forms
Basic
Broad
Special
Selected endorsements
Ordinance or law (CP 04 05)
Spoilage (CP 04 40)
Earthquake and volcanic eruption (CP 10 40)
Flood coverage (CP 10 65)
Peak season limit of insurance (CP 12 30)
Value reporting form (CP 13 10)

6.3 Commercial inland marine
Nationwide marine definition
Commercial inland marine conditions form
Commercial inland marine coverage forms
Accounts receivable
Commercial articles
Contractors equipment floater
Electronic data processing
Equipment dealers
Installation floater
Jewelers block
Signs
Valuable papers and records
Transportation coverages
Common carrier legal liability
Motor truck cargo
Transit coverage

6.4 Boiler and machinery (2001)
Equipment breakdown protection coverage form (EB 00 20)
Selected endorsements
Business income — Report of values (BM 15 31)
Actual cash value (BM 99 59)

6.5 Farm coverage
Farm property coverage forms (2003)
- Coverage A — Dwellings
- Coverage B — Other private structures
- Coverage C — Household personal property
- Coverage D — Loss of use
- Coverage E — Scheduled farm personal property
- Coverage F — Unscheduled farm personal property
- Coverage G — Other farm structures

Mobile agricultural machinery and equipment coverage form

Livestock coverage form
Definitions
Cause of loss (basic, broad, and special)
Conditions
Exclusions
Limits
Additional coverages
Animals other than "livestock"

8.0 Other Coverages 10%

8.1 National Flood Insurance Program
"Write your own" versus direct
Eligibility
Coverage
Flood definition
Limits
Deductibles
Increased cost of compliance
Proof of loss requirement
Forms
Dwelling
General
Residential Condominium Building Association Policy

8.2 Ocean marine insurance
Major coverages
Hull insurance
Cargo Insurance
Freight insurance
Implied warranties
Perils
General and particular average

8.3 Other policies
Aircraft hull
Watercraft
Difference in conditions

7.0 Businessowners (2010) Policy 14%

7.1 Characteristics and purpose

7.2 Businessowners property coverage forms (standard and special)
Coverage
Causes of loss
Exclusions
Who is an insured
Limits of insurance
Deductibles
Loss conditions
General conditions
Optional coverages

7.3 Businessowners common policy conditions form

7.4 Selected endorsements
Protective safeguards (BP 04 30)
Utility services — direct damage (BP 04 56)
Utility services — time element (BP 04 57)

New York Independent Accident and Health Insurance Adjuster Examination Series 17-63
60 questions - 1-hour time limit
Live Date - September 20, 2018

1.0 Insurance Regulation 10%

1.1 Licensing requirements
Qualifications (2108(c, g))
Process (2108(d, f))
Bond (2108(l))
Fingerprints (2108(d)(2))
Temporary adjuster permit (2108(h, n))
Superintendent's general duties and powers (2404, Financial Services 201, 202, 301)

1.2 Maintenance and duration
Renewal (2108(i, j))
Assumed names (2102(f))
Change of address (all addresses including email) (2134, Reg 25, Part 26.6)
Reporting of actions (2110(i)(j))
Cyber Security Requirements for Financial Services Companies (Reg 23)

1.3 Disciplinary actions
Suspension, revocation, and nonrenewal (2110)
Hearings-notice and process (2405, 2406, Financial services 305)
Penalties (2127)

1.4 Claim settlement laws and regulations (Reg 64, Part 216)
Unfair claim practices (2601)
Misrepresentation (2108(o))
2.6 Accident and health insurance claims
   - Insured’s notice
   - Standard claim forms
   - Insurers’ responsibility to provide claim forms
   - Insured’s submission of proof of loss
   - Insurer’s investigations/verification of loss
   - Insurer’s payment of claim
   - Physical examination and autopsy
   - Legal actions

3.0 Understanding the Language of Medical Reports 10%

3.1 Medical terminology and abbreviations
   - Location terms
   - Movement terms
   - Prefixes, suffixes and root words
   - Abbreviations used in medical reports
   - Medical specialties

3.2 Basic human anatomy
   - Skeletal structure
   - Nervous system
   - Respiratory system
   - Cardiovascular system
   - Abdominal organs

3.3 Common injuries and diseases
   - Strains and sprains
   - Dislocations
   - Fractures
   - Soft tissue injuries
   - Brain injuries
   - Burn classifications
   - Cumulative trauma
   - Repetitive motion injuries
   - Lung disease
   - Diabetes mellitus
   - Glaucoma
   - Hypertension
   - Arthritis
   - Osteomyelitis
   - Stroke
   - Tachycardia
   - Atherosclerosis
   - Coronary thrombosis
   - Mental wellness

4.0 Individual Health Insurance Policy General Provisions 7%

4.1 Required provisions
   - Entire contract; changes (3216(d)(1)(A))
   - Time limit on certain defenses (3216(d)(1)(B))
   - Grace Period (3216(d)(1)(C))
   - Reinstatement (3216(d)(1)(D))

4.2 Other provisions
   - Coordination of benefits
   - Other benefits (3216(d)(2)(E))
   - Unpaid premium (3216(d)(2)(G))
   - Cancellation (3216(d)(2)(H))
   - Conformity with state statutes (3216(d)(2)(I))
   - Illegal occupation (3216(d)(2)(J))
Intoxicants and narcotics (3216(d)(2)(K))

**4.3 Other general provisions**

- Right to examine (free look)
- Insuring clause
- Consideration clause
- Renewability clause (3216(g))
  - Noncancelable
  - Guaranteed renewable

**5.0 Disability Income and Related Insurance 8%**

**5.1 Qualifying for disability benefits**

- Inability to perform duties
  - Own occupation
  - Any occupation
  - Presumptive disability
  - Proof of loss

**5.2 Individual disability income insurance**

- Basic total disability plan
- Income benefits
- Elimination and benefit periods
- Waiver of premium feature
- Coordination of benefits

**5.3 Group disability income insurance**

- Group versus individual plans
- Short-term disability (STD)
- Long-term disability (LTD)

**5.4 Business disability insurance**

- Key person disability income
- Disability buy-sell policy
- Business overhead expense policy

**6.0 Medical Plans 8%**

**6.1 Medical plan concepts**

- Fee-for-service basis versus prepaid basis
- Specified coverages versus comprehensive care
- Benefit schedule versus usual/reasonable/customary charges
- Any provider versus limited choice of providers
- Insureds versus subscribers/participants

**6.2 Types of plans**

- Major medical insurance (indemnity plans)
  - Characteristics
  - Common limitations

**6.3 Cost containment in health care delivery**

- Utilization review
- Prospective review
- Concurrent review
- Retrospective review

**6.4 New York dependent requirements (individual and/or group)**

- Dependent child age limit (3216(a)(4); 4235(f)(1)(2))
- Policy extension for handicapped children (3216(c)(4)(A))
- Newborn child coverage (3216(c)(4)(C))

**6.5 New York required benefits (individual and/or group)**

- Exclusions from coverage
- Provisions affecting cost to insureds
- Health Maintenance Organizations (HMOs)
  - General characteristics
  - Preventive care services (4303(J))
  - Primary care physician (PCP)
  - Referral (specialty) physician
- Emergency care
- Hospital services
- Other basic services
- Preferred provider organizations (PPOs), point-of-service (POS) plans and
  Exclusion Provider Organizations (EPOs)
  - General characteristics
  - In-network and out-of-network provider access
  - Primary care physician (PCP) referral
  - Indemnity plan features
  - Catastrophic

- Utilization review
  - Prospective review
  - Concurrent review
  - Retrospective review

- Dependent child age limit (3216(a)(4); 4235(f)(1)(2))
- Policy extension for handicapped children (3216(c)(4)(A))
- Newborn child coverage (3216(c)(4)(C))

- Exclusions from coverage
- Provisions affecting cost to insureds
6.6 New York mandated offers (individual and / or group)

6.7 HIPAA (Health Insurance Portability and Accountability Act) requirements
- Eligibility
- Guaranteed issue
- Renewability
- Privacy protections

7.0 Federal Patient Protection and Affordable Care Act 9%

7.1 Affordable Care Act
- Preexisting conditions
- Insurance exchanges
  - Eligibility (individual and small employer)
  - APTC (Advance Premium Tax Credit)
  - Cost share reduction
  - Benchmark plan
  - State vs. federal
  - Metal levels
- Catastrophic
- Medical loss ratio
- Actuarial value
- Enrollment period
- Individual mandate
- Employer shared responsibility
- Annual and lifetime dollar limits
- 10 Essential benefits

8.0 Long-term Care (LTC) Insurance 8%

8.1 Benefits
- LTC, Medicare and Medicaid compared
- Eligibility for benefits
- Levels of care
  - Skilled care
  - Intermediate care
  - Custodial care
- Types of care
  - Home health care
  - Adult day care
  - Respite care
  - Assisted living
- Benefit periods
- Benefit amounts
- Optional benefits
  - Reimbursement versus indemnity/cash
  - Inflation protection (COLA) (Reg 62, Part 52.25(c)(3))
  - Nonforfeiture benefit (Reg 62, Part 52.25(c)(7))
  - Guarantee of insurability
  - Return of premium
  - Shared care
  - Individual, group and association plans
- Hybrid plans
- Exclusions (Reg 62, Part 52.25(b)(2))

9.0 Group Health and Blanket Insurance 8%

9.1 Characteristics of group insurance
- Group contract
- Certificate of coverage
- Experience rating versus community rating
- Definition of eligible group (4235(b))

9.2 Types of eligible groups (4235 & 4237)
- Employment-related groups
  - Individual employer groups
  - Professional Employer organizations
- Associations (alumni, professional and other)
- Customer groups (depositors, creditor-debtor and others)
- Blanket customer groups (teams, passengers, and others)

9.3 Regulation of employer group insurance plans
- Employee Retirement Income Security Act (ERISA)
  - Applicability
  - Fiduciary responsibilities
  - Reporting and disclosure / compliance
- Family Medical Leave Act (FMLA)
- Relationship with Medicare
- Medicare secondary rules
- Medicare carve-outs and supplements
- Nondiscrimination rules (highly-compensated)

9.4 Employer group health insurance
- Eligibility for coverage
  - Annual open enrollment
  - Employee eligibility
  - Probationary period
  - Dependent eligibility
- Coordination of benefits provision (Reg 62, Part 52.23)
- Change of insurers or loss of coverage
  - Events that terminate coverage
  - Extension of benefits
  - Continuation of coverage under COBRA and New York continuations
  - Conversion privilege (3221(e))

9.5 Small employer medical plans
- Definition of small employer (Reg 145, Part 360.2(f))
- Benefit plans offered
- Availability of coverage (Reg 145, Part 360.2(e) & 360.3)
Renewability (Reg 145, Part 360.2 (e))

10.0 Dental Insurance  5%

10.1 Types of dental treatment
- Diagnostic and preventive
- Restorative
- Oral surgery
- Endodontics
- Periodontics
- Prosthodontics
- Orthodontics

10.2 Indemnity plans
- Choice of providers
- Scheduled versus nonscheduled plans
- Benefit categories
  - Diagnostic/preventive services
  - Basic services
  - Major services
- Deductibles and coinsurance
- Combination plans
- Exclusions
- Limitations
- Predetermination of benefits

10.3 Employer group dental expense
- Integrated deductibles versus stand-alone plans
- Minimizing adverse selection

11.0 Government Health Insurance Plans  5%

11.1 Workers compensation
- Eligibility
- Benefits

11.2 Social Security Disability
- Qualifications for disability benefits
- Definition of disability
- Waiting period
- Disability income benefits

11.3 New York State Disability Benefits Law

Purpose
Definitions
Employment covered
Benefits

11.4 Medicaid
- Eligibility and benefits
- Child Health Plus
  - Eligibility and benefits

11.5 Medicare
- Nature, financing, and administration
  - Part A — Hospital Insurance
    - Individual eligibility requirements
    - Enrollment
    - Coverages and cost-sharing amounts
  - Part B — Medical Insurance
    - Individual eligibility requirements
    - Enrollment
    - Coverages and cost-sharing amounts
    - Exclusions
  - Part C — Medicare Advantage
  - Part D — Prescription Drug Insurance
- Healthy New York (4326)

11.6 Medical Savings Accounts (MSAs), Flexible Accounts and Health Savings Accounts
- Definition
- Eligibility
- Contribution line

11.7 Healthy New York (4326)

12.0 Private Insurance for Senior Citizens and Special Needs Individuals  5%

12.1 Medicare supplements
- Purpose
- Open Enrollment (Reg 193, Part 58)

Standardized Medicare supplement plans
- Core benefits
- Additional benefits
- New York regulations and required provisions (Reg 193, Part 58)
- Standards for marketing (Reg 193, Part 58)
- Permitted compensation arrangements (Reg 193, Part 58)
- Appropriateness of recommended purchase or replacement (Reg 193, Part 58)
- Replacement (Reg 193, Part 58)
- Disclosure statement (Reg 193, Part 58)
- Renewability (Reg 193, Part 58)

12.2 Other Medicare options for individuals
- Disabled individuals
- Individuals with kidney failure
- Employer group health plans
  - Employees age 65 or older

New York Independent Fire Adjuster Examination
Series 17-64
60 questions - 1-hour time limit
Live Date- September 20, 2018

1.0 Insurance Regulation  10%

1.1 Licensing requirements
- Qualifications (2108(c, g))
- Process (2108(d), (f))
- Bond (2108(l))
- Fingerprint (2108(d)(2))
- Temporary adjuster permit (2108(h, n))
Superintendent's general duties and powers (2404, Financial Services 201, 202, 301)

1.2 Maintenance and duration

- Renewal (2108(i, j))
- Assumed names (2102(f))
- Change of address (Reg 25, Part 26.6)
- Reporting of actions (2110(i))
- Cyber Security Requirements for Financial Services Companies (Reg 23)

1.3 Disciplinary actions

- Cease and desist (2405)
- Suspension, revocation, and nonrenewal (2110)
- Penalties (2127)

1.4 Claim settlement laws and regulations (Reg 64, Part 216)

- Unfair claim practices (2601)
- Misrepresentation (2108(o))
- Suit against insurer (3404)
- Prohibitions (Reg 25, Part 26.5)
- Consumer privacy regulation (Reg 169, Parts 420.0 to 420.4)

1.5 Federal regulation

- Fraud and false statements including 1033 waiver (18 USC 1033, 1034)
- Terrorism Risk Insurance Act of 2002 and Extension Act of 2015 (15 USC 6701; S467)

2.0 Insurance Basics 10%

2.1 Contract basics

- 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
  - Indemnity
  - Utmost good faith
  - Representations/misrepresentations
  - Warranties
  - Concealment
  - Fraud
  - Waiver and estoppel

2.2 Insurance principles and concepts

- Insurable interest
- Hazards
  - Physical
  - Moral
  - Morale
- Causes of loss (perils)
- Named perils versus special (open) perils
- Direct loss
- Consequential or indirect loss
- Blanket versus specific insurance
- Basic types of construction
- Loss valuation
  - Actual cash value
  - Broad evidence rule
  - Replacement cost
  - Guaranteed
  - Functional
  - Market value
  - Agreed value
  - Stated amount

2.3 Policy structure

- Declarations

2.4 Common policy provisions

- Insureds — named, first named, additional, defined
- Policy period
- Policy territory
- Cancellation and nonrenewal
- Deductibles
- Policy limits
- Other insurance
  - Nonconcurrency
  - Primary
  - Excess
  - Pro rata
  - Contribution by equal shares
  - Policy limits
  - Reinstatement of limits
  - Coinsurance
  - Vacancy or unoccupancy
- Named insured provisions
  - Assignment
  - Abandonment
  - Duties after loss
- Insurer provisions
  - Liberalization
  - Subrogation
  - Salvage
  - Loss settlement options
  - Duty to defend
- Third-party provisions
  - Standard mortgage clause
  - Loss payable clause
  - No benefit to the Bailee
### 3.0 Adjusting Losses 14%

#### 3.1 Role of the adjuster
- **Duties and responsibilities**
- **Staff and independent adjuster versus public adjuster**
- **Relationship to the legal profession**

#### 3.2 Claim reporting
- **Claim investigation**
- **Claim file documentation of events**
- **Types of reports**
  - Initial or first field
  - Interim or status
  - Full formal

#### 3.3 Property losses
- **Duties of insured after a loss**
  - Notice to insurer
  - Mitigating the loss
  - Proof of loss
  - Special requirements
  - Produce books and records
  - Abandonment
- **Determining value and loss**
  - Burden of proof of value and loss
  - Estimates
  - Depreciation
  - Salvage
- **Claim settlement options**
  - Payment and discharge

#### 3.4 Coverage problems
- **Dealing with coverage disputes**
  - Reservation of rights letter
  - Nonwaiver agreement
  - Declaratory judgment action

#### 3.5 Claims adjustment procedures
- Settlement procedures
  - Advance payments
  - Draft authority
  - Execution of releases
- Subrogation procedures
- Alternative dispute resolution
  - Appraisal
  - Competitive estimates
  - Negotiation
  - Releases
  - Mediator
  - Arbitrator
- Coverage Problems
  - Reservation of Rights Letter
  - Non-Waiver Agreement

### 4.0 Dwelling (2014) Policy 10%

#### 4.1 Coverage forms — Perils insured against
- **Basic**
- **Broad**
- **Special**

#### 4.2 Property coverages
- **Coverage A — Dwelling**
- **Coverage B — Other structures**
- **Coverage C — Personal property**
- **Coverage D — Fair rental value**
- **Coverage E — Additional living expense**
- **Other coverages**

#### 4.3 General exclusions

#### 4.4 Conditions

#### 4.5 Selected endorsements
- **Special provisions — New York (DP 01 31)**
- **Automatic increase in insurance (DP 04 11)**
- **Broad theft coverage (DP 04 83)**

### 5.0 Homeowners (2011) Policy 18%

#### 5.1 Coverage forms
- HO-2 through HO-6, HO-8

#### 5.2 Definitions

#### 5.3 Section I — Property coverages
- **Coverage A — Dwelling**
- **Coverage B — Other structures**
- **Coverage C — Personal property**
- **Coverage D — Loss of use**
- **Additional coverages**

#### 5.4 Perils insured against

#### 5.5 Exclusions

#### 5.6 Conditions

#### 5.7 Selected endorsements
- **Special provisions — New York (HO 01 31)**
- **Earthquake (HO 04 54)**
- **Identity fraud expense (HO 04 55)**
- **Scheduled personal property (HO 04 61)**
- **Personal property replacement cost (HO 04 90)**
- **Home business (HO 07 01)**
- **Water Back Up and Sump Discharge or Overflow (HO 23 85)**

### 6.0 Commercial Package Policy (CPP) 16%

#### 6.1 Components of a commercial policy
- **Common policy declarations**
- **Common policy conditions**
- **Monoline versus package**

#### 6.2 Commercial property (2012)
- **Commercial property conditions form (CP 00 90)**
  - **Coverage forms**
Building and personal property
Condominium association
Condominium commercial unit-owners
Builders risk
Business income/extra expense
Business Interruption
Definitions
Causes of loss forms
Basic
Broad
Special
Selected endorsements
Ordinance or law (CP 04 05)
Spoilage (CP 04 40)
Earthquake and volcanic eruption (CP 10 40)
Flood coverage (CP 10 65)
Peak season limit of insurance (CP 12 30)
Value reporting form (CP 13 10)

6.3 Boiler and machinery (2001)
Equipment breakdown protection coverage form (EB 00 20)
Selected endorsements
Business income — Report of values (BM 15 31)
Actual cash value (BM 99 59)

6.4 Farm coverage (2003)
Farm property coverage forms
Coverage A — Dwellings
Coverage B — Other private structures
Coverage C — Household personal property
Coverage D — Loss of use
Coverage E — Scheduled farm personal property
Coverage F — Unscheduled farm personal property
Coverage G — Other farm structures
Mobile agricultural machinery and equipment coverage form
Livestock coverage form
Definitions
Cause of loss (basic, broad and special)
Conditions
Exclusions
Limits
Additional coverages
Animals other than "livestock"

7.0 Businessowners (2010) Policy

7.1 Characteristics and purpose

7.2 Businessowners property coverage forms (standard and special)
Coverage
Causes of loss
Exclusions
Limits of insurance
Deductibles
Loss conditions
General conditions
Optional coverages
Additional Coverages
Definitions

7.3 Businessowners common policy conditions form

7.4 Selected endorsements
Protective safeguards (BP 04 30)
Utility services — direct damage (BP 04 56)

8.0 Other coverages and options

8.1 National Flood Insurance Program
"Write your own" versus direct
Eligibility
Coverage
Flood definition
Limits
Deductibles
Increased cost of compliance
Proof of loss requirement
Forms
Dwelling
General
Residential Condominium building association policy

8.2 Ocean marine insurance
Major coverages
Hull insurance
Cargo insurance
Freight insurance
Implied warranties
Perils
General and particular average

8.3 Other Policies
Watercraft
Differences in conditions
Personal recreational vehicles (ATVs, snowmobiles)

8.4 Crop Insurance
Eligibility
Application
Term of coverage
Covered perils
Limits of coverage
8.5 Federal multi-peril crop insurance

Basic crop insurance
- Eligibility
- Coverage level
- Covered causes of loss
- Application
- Life of policy

Multiple peril policy options
- Levels of coverage
- Price election
- Optional units

Other provisions
- Individual crop
- Small grain
- Coarse Grain

1.3 Disciplinary actions

Cease and desist (2405)
Suspension, revocation, and nonrenewal (2110)
Penalties (2127)

1.4 Claim settlement laws and regulations (Reg 64, Part 216)

Unfair claim practices (2601)
Misrepresentation (2108(o))
Prohibitions (Reg 25, Part 26.5)
Consumer privacy regulation (Reg 169, Parts 420.0 to 420.4)

1.5 Federal regulation

Fraud and false statements including 1033 waiver (18 USC 1033, 1034)
Terrorism Risk Insurance Act of 2002 and Extension Act of 2015 (15 USC 6701; S467)

2.0 Insurance Basics 10%

2.1 Contract basics

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
- Indemnity
- Utmost good faith

2.2 Insurance principles and concepts

Insurable interest
- Hazards
  - Physical
  - Moral
  - Morale

Negligence
- Elements of a negligent act
- Defenses against negligence

Damages
- Compensatory — special versus general
- Punitive
- Absolute liability
- Vicarious liability

Causes of loss (perils)
- Named perils versus special (open) perils

Direct loss
Consequential or indirect loss
Loss valuation
- Actual cash value
- Broad evidence rule
- Replacement cost
- Guaranteed
- Functional

2.3 Policy structure

Declarations
Definitions
Insuring agreement or clause
2.4 Common policy provisions

- Insureds — named, first named, additional, defined
- Policy period
- Policy territory
- Cancellation and nonrenewal
- Deductibles
- Other insurance
  - Nonconcurrency
  - Primary and excess
  - Pro rata
  - Contribution by equal shares
- Limits of liability
  - Per occurrence (accident)
  - Per person
- Aggregate — general versus products/completed operations
- Single/Split
- Combined single
- Coninsurance
- Named insured provisions
  - Assignment
  - Abandonment
  - Duties after loss
- Insurer provisions
  - Liberalization
  - Loss settlement options
  - Subrogation
  - Salvage
  - Duty to defend
- Third-party provisions
  - Standard mortgage clause
  - Loss payable clause
- Additional/supplementary coverage
- Conditions
- Exclusions
- Endorsements

3.0 Adjusting Losses 14%

3.1 Role of the adjuster
- Duties and responsibilities
- Staff and independent adjuster versus public adjuster
- Relationship to the legal profession

3.2 Claim reporting
- Claim investigation
- Claim file documentation of events
- Types of reports
  - Initial or first field
  - Interim or status
  - Full formal

3.3 Liability losses
- Investigation procedures
- Verify coverage
- Determine liability
- Gathering evidence
  - Physical evidence
  - Witness statements
- Determining value of intangible damages

3.4 Coverage problems
- Dealing with coverage disputes
  - Reservation of rights letter
  - Nonwaiver agreement
  - Declaratory judgment action

3.5 Claims adjustment procedures
- Settlement procedures
  - Advance payments
  - Draft authority
  - Execution of releases
- Subrogation procedures
- Alternative dispute resolution
- Appraisal
- No benefit to Bailee

4.0 Homeowners (2011) Policy 16%

4.1 Coverage forms
- HO-2 through HO-6, HO-8

4.2 Definitions

4.3 Section II — Liability coverages
- Coverage E — Personal liability
- Coverage F — Medical liability
- Additional coverages

4.4 Exclusions

4.5 Conditions

4.6 Selected endorsements
- Special provisions — New York (HO 01 31)
- Identity fraud expense (HO 04 55)
- Home business (HO 07 01)
- Personal injury — New York (HO 24 86)
- Workers' compensation — certain residence employees — New York (HO 24 93)

5.0 Auto Insurance 10%

5.1 Laws
- New York Motor Vehicle Financial Responsibility Law
  - Required limits of liability (RL Veh & Traf 333)
  - Required proof of insurance (RL Veh & Traf 311(3))
- Insurance information and enforcement (IIES)
### 5.2 Personal (2005) auto policy

**Definitions**
- Liability coverage
- Bodily injury and property damage
- Supplementary payments
- Who is an insured
- Exclusions
- Medical payments coverage

**Coverage for damage to your auto**
- Collision
- Other than collision/Comprehensive
- Deductibles
- Transportation expenses
- Exclusions

**Duties after an accident or loss**
- General provisions

**Selected endorsements**
- Amendment of policy provisions — New York (PP 01 79)
- Towing and labor costs (PP 03 03)
- Miscellaneous type vehicle — New York (PP 03 29)
- Named non-owner coverage — New York (PP 03 30)
- Rental vehicle coverage — New York (PP 03 46)
- Joint ownership coverage — New York (PP 03 78)

### 5.3 Commercial auto (2010)

**Commercial auto coverage forms**
- Business auto
- Garage
- Truckers
- Motor carrier

**Coverage form sections**
- Covered autos
- Liability coverage
- Garagekeepers coverage
- Physical damage coverage
- Exclusions
- Conditions
- Hired auto and non-owned auto liability - New York

**Selected endorsements**
- Lessor — additional insured and loss payee (CA 20 01)
- Mobile equipment (CA 20 24)
- Auto medical payments coverage (CA 99 03)
- Drive other car coverage (CA 99 10)
- Individual named insured (CA 99 17)
- Employees as insureds (CA 99 33)

**Commercial carrier regulations**
- The Motor Carrier Act of 1980
- Endorsement for motor carrier policies of insurance for public liability (MCS-90)

### 6.0 Commercial Package Policy (CPP) 14%

#### 6.1 Components of a commercial policy
- Common policy declarations
- Common policy conditions
6.2 Commercial general liability (2013)

Monoline versus package

Commercial general liability coverage forms
- Bodily injury and property damage liability
- Personal and advertising injury liability
- Medical payments
- Exclusions
- Supplementary payments
- Who is an insured
- Limits of insurance
- Conditions
- Definitions

Occurrence versus claims-made

Claims-made and reported

Claims made features (Reg 121 Part 73)
- Trigger
- Retroactive date
- Extended reporting periods — basic versus supplemental
- Claim information
- Premises and operations
- Products and completed operations
- Insured contract
- Owners and contractors protective liability

6.3 Commercial crime (2013)

General definitions
- Burglary
- Theft
- Robbery

Crime coverage forms
- Commercial crime coverage forms (discovery/loss sustained)

Coverages
- Employee theft
- Forgery or alteration
- Inside the premises — theft of money and securities
- Inside the premises — robbery or safe burglary of other property
- Outside the premises
- Computer fraud
- Funds transfer fraud
- Money orders and counterfeit money
- Identity theft

6.4 Farm coverage (2006)

Farm liability coverage forms
- Coverage H — Bodily injury and property damage liability
- Coverage I — Personal and advertising injury liability
- Coverage J — Medical payments
- Livestock coverage form

Definitions

Conditions

Exclusions

Limits

Additional coverages

Animals other than livestock

7.0 Businessowners (2010) Policy

7.1 Characteristics and purpose

7.2 Businessowners liability coverage form

Coverages

Exclusions

Who is an insured

Limits of insurance

General conditions

Definitions

7.3 Businessowners common policy conditions

7.4 Selected endorsements

8.0 Workers Compensation Insurance 6%

8.1 Workers compensation laws

Types of laws
- Monopolistic versus competitive
- Compulsory versus elective

New York Workers’ Compensation Law
- Exclusive remedy (RL WC 11)
- Employment covered (required, voluntary) (RL WC 2(3, 4, 5), 10)
- Covered injuries (RL WC 2(7), 10, 13, 18)
- Grave injuries (RL WC 11)
- Occupational illness and diseases (RL WC 3(2), 37–48)
- Benefits provided (RL WC 12–16)
- Special disability fund (RL WC 15(8)(h))
- Claims reporting requirements (RR 314.7)
- Volunteer Firefighters Rescue (or ambulance)

Federal workers’ compensation laws
- Federal Employers Liability Act (FELA) (45 USC 51–60)
- U.S. Longshore and Harbor Workers’ Compensation Act (33 USC 904)
- The Jones Act (46 USC 688)
8.2 Workers compensation and employers liability insurance policy
General section
Part One — Workers’ compensation insurance
Part Two — Employers liability insurance
Part Three — Other states insurance
Part Four — Your duties if injury occurs
Part Five — Premium
Part Six — Conditions
Selected endorsements
Voluntary compensation
Foreign coverage endorsement

8.3 Other sources of coverage
New York State Insurance Fund (RL WC 76–100)
Self-insured employers and employer groups (RL WC 50, 60–75–a; RR 317.1–.22)

1.0 Insurance Regulation 10%
1.1 Licensing requirements
Qualifications (2108(c, g))
Process (2108(d), (f))
Bond (2108(j))
Fingerprints (2108(d)(2))
Temporary adjuster permit (2108(h, n))
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1.2 Maintenance and duration
Renewal (2108(i, j))
Assumed names (2102(f))
Change of address (Reg 25, Part 26.6)
Reporting of actions (2110((1)(j))
Cyber Security Requirements for Financial Services Companies (Reg 23)

1.3 Disciplinary actions
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Conditional contract
Legal interpretations affecting contracts
Indemnity
Utmost good faith
Representations/misrepresentations
Warranties
Concealment
Fraud
Waiver and estoppel

9.0 Other Coverages and Options 11%
9.1 Umbrella/excess liability policies
Personal (DL 98 01)
Commercial (CU 00 01)
9.2 Specialty liability insurance
Errors and omissions
Professional liability
Directors and officers liability
Fiduciary liability
Liquor liability
Dram shop
Employment practices liability
Environmental liability
Cyber Liability

9.3 Excess lines (Reg 41, Part 27)
Definitions and markets
Licensing requirements (2105)
2.2 Insurance principles and concepts

- Insurable interest
- Hazards
  - Physical
  - Moral
- Negligence
  - Elements of a negligent act
- Defenses against negligence

Damages
- Compensatory — special versus general
- Punitive

Absolute liability

Strict liability

Vicarious liability

Direct loss

Consequential or indirect loss

Blanket versus specific insurance

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2.3 Policy structure

- Declarations
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- Limits of liability
  - Per occurrence (accident)
  - Per person
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  - Single/Split
  - Combined single
- Named insured provisions
  - Assignment
  - Abandonment
- Insurer provisions
  - Liberalization
  - Subrogation
  - Salvage
  - Loss settlement options
  - Duty to defend
- Third-party provisions
  - Loss payable clause
  - No benefit to the Bailee

3.0 Adjusting Losses 25%

3.1 Role of the adjuster

- Duties and responsibilities
- Staff and independent adjuster versus public adjuster
- Relationship to the legal profession

3.2 Claim reporting

- Claim investigation
- Claim file documentation of events

3.3 Property losses

- Duties of insured after a loss
- Notice to insurer
- Mitigating the loss
- Proof of loss
- Special requirements
- Produce books and records
- Abandonment
- Determining value and loss
  - Burden of proof of value and loss
  - Estimates
  - Depreciation
  - Salvage
- Total Loss Valuation Methods (Reg 64, Part 216.7(c)(1))
- Claim settlement options
- Payment and discharge

3.4 Liability losses

- Investigation procedures
- Verify coverage
- Determine liability
- Gathering evidence
  - Physical evidence
  - Witness statements
- Determining value of intangible damages

3.5 Coverage problems

- Dealing with coverage disputes
  - Reservation of rights letter
  - Nonwaiver agreement
  - Declaratory judgment action

3.6 Claims adjustment procedures
Settlement procedures
Advance payments
Draft authority
Execution of releases
Subrogation procedures
Alternative dispute resolution
Appraisal
Competitive estimates
Negotiation
Releases
Mediator
Arbitrator

Coverage Problems
Reservation of Rights Letter
Non-Waiver Agreement

4.0 Auto Insurance 55%

4.1 Laws

New York Motor Vehicle Financial Responsibility Law
Required limits of liability (RL Veh & Traf 333)
Required proof of insurance (RL Veh & Traf 311(3))

New York Automobile Insurance Plan (Assigned Risk) (5301–5304)

Comprehensive Motor Vehicle Insurance Reparations Act (PIP) (5101–5108)
Notice of claim
Medical
Rehabilitation
Loss of earnings
Funeral
Substitution services
Tort limitation/verbal threshold

Optional coverages
OBEL
Additional PIP
Uninsured/Underinsured motorist (3420(f))

Motor vehicle accident indemnification
Corporation Act (5201-5225)
Definitions
Bodily injury only
Required limits
Mandatory coverage
Supplementary uninsured/underinsured motorist coverage (3420(f)(2)(A)(B); Reg 35-A, Parts 60-2.0 to 60-2.4)
Definitions
Optional
Nonstacking
Coverage limits

Mandatory inspection requirements for private passenger automobiles (Reg 79, Parts 67.0 to 67.11)
Cancellation/nonrenewal (3425)
Grounds
Notice
Choice of repair shop (2610)
Supplemental spousal liability (3420(g))

4.2 Personal (2005) auto policy
Definitions
Liability coverage
Bodily injury and property damage
Supplementary payments
Who is an insured
Exclusions
Conditions
Definitions

4.3 Commercial auto (2010)
Commercial auto coverage forms
Business auto
Garage
Truckers
Motor carrier

Coverage form sections
Covered autos
Liability coverage
Garagekeepers coverage
Physical damage coverage
Exclusions
Conditions
Definitions

Hired auto and non-owned auto liability - New York

Selected endorsements
Lessor — additional insured and loss payee (CA 20 01)
Mobile equipment (CA 20 15)
### New York Independent Aviation Insurance Adjuster Examination Series 17-67

**60 questions - 1-hour time limit**

**Live Date** - September 20, 2018

<table>
<thead>
<tr>
<th>1.0 Insurance Regulation 10%</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1.1 Licensing requirements</strong></td>
</tr>
<tr>
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</tr>
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</tr>
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<th>2.2 Insurance principles and concepts</th>
</tr>
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<tbody>
<tr>
<td><strong>Insurable interest</strong></td>
</tr>
<tr>
<td><strong>Hazard</strong></td>
</tr>
<tr>
<td>Physical</td>
</tr>
<tr>
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</tr>
<tr>
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</tr>
<tr>
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</tr>
<tr>
<td><strong>Damages</strong></td>
</tr>
<tr>
<td>Compensatory — special versus general</td>
</tr>
<tr>
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</tr>
<tr>
<td>Absolute liability</td>
</tr>
<tr>
<td>Strict liability</td>
</tr>
<tr>
<td>Vicarious liability</td>
</tr>
<tr>
<td>Named perils versus special (open) perils</td>
</tr>
<tr>
<td><strong>Defenses against negligence</strong></td>
</tr>
<tr>
<td><strong>Loss valuation</strong></td>
</tr>
<tr>
<td>Actual cash value</td>
</tr>
<tr>
<td>Broad evidence rule</td>
</tr>
<tr>
<td>Replacement cost</td>
</tr>
<tr>
<td>Guaranteed Functional</td>
</tr>
<tr>
<td>Market value</td>
</tr>
<tr>
<td>Agreed value</td>
</tr>
<tr>
<td>Stated amount</td>
</tr>
</tbody>
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<thead>
<tr>
<th>2.3 Cyber Security Requirements for Financial Services Companies (Reg 23)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Representations/misrepresentations</td>
</tr>
<tr>
<td>Warranties</td>
</tr>
<tr>
<td>Concealment</td>
</tr>
<tr>
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</tr>
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### Medical Payments Coverage (CA 99 03)

- Drive other car coverage (CA 99 10)
- Individual named insured (CA 99 17)
- Employees as insureds (CA 99 33)

### Commercial carrier regulations

- The Motor Carrier Act of 1980
- Endorsement for motor carrier policies of insurance for public liability (MCS-90)

### 1.0 Insurance Regulation 10%

- 1.1 Licensing requirements
  - Qualifications (2108(c, g))
  - Process (2108(d), (f))
  - Bond (2108(l))
  - Fingerprints (2108(d)(2))
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### 2.0 Insurance Basics 10%

- 2.1 Contract basics
  - 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
  - Indemnity
  - Utmost good faith

- 2.2 Insurance principles and concepts
  - Insurable interest
  - Hazard
  - Physical
  - Moral
  - Negligence
  - Elements of a negligent act
  - Defenses against negligence

- 2.3 Cyber Security Requirements for Financial Services Companies (Reg 23)
  - Representations/misrepresentations
  - Warranties
  - Concealment
  - Fraud
  - Waiver and estoppel
2.3 Policy structure
- Declarations
- Definitions
- Insuring agreement or clause
- Additional/supplementary coverage
- Conditions
- Exclusions
- Endorsements

2.4 Common policy provisions
- Insureds — named, first named, additional, defined
- Policy period
- Policy territory
- Cancellation and nonrenewal
- Deductibles
- Policy limits
- Other insurance
  - Nonconcurrency
  - Primary
  - Excess
  - Pro rata
- Contribution by equal shares
- Limits of liability
  - Per occurrence (accident)
  - Per person
  - Aggregate
  - Split
  - Combined single
- Reinstatement of limits
- Coinsurance
- Vacancy or unoccupancy
- Named insured provisions
  - Duties after loss
  - Assignment
  - Abandonment
- Insurer provisions
  - Liberalization
  - Subrogation
  - Salvage

3.0 Adjusting Losses 18%

3.1 Role of the adjuster
- Duties and responsibilities
- Staff and independent adjuster versus public adjuster
- Relationship to the legal profession

3.2 Claim reporting
- Claim investigation
- Claim file documentation of events
- Types of reports
  - Initial or first field
  - Interim or status
  - Full formal

3.3 Property losses
- Duties of insured after a loss
  - Notice to insurer
  - Mitigating the loss
  - Proof of loss
  - Special requirements
  - Produce books and records
  - Abandonment
- Determining value and loss
  - Burden of proof of value and loss
  - Estimates
  - Depreciation
  - Salvage
  - Claim settlement options
  - Payment and discharge

3.4 Liability losses
- Investigation procedures
  - Verify coverage
  - Determine liability

3.5 Coverage problems
- Dealing with coverage disputes
  - Reservation of rights letter
  - Nonwaiver agreement
  - Declaratory judgment action

3.6 Claims adjustment procedures
- Settlement procedures
  - Advance payments
  - Draft authority
  - Execution of releases
- Subrogation procedures
- Alternative dispute resolution
  - Appraisal
  - Competitive estimates
  - Negotiation
  - Releases
  - Mediator
  - Arbitrator
- Coverage Problems
- Reservation of Rights Letter
- Non-Waiver Agreement

4.0 General Principles and Definitions 20%

4.1 In flight

4.2 Not in flight

4.3 Use of airplane

4.4 Conversion

4.5 Loss of use

4.6 Proximate cause

4.7 General average

5.0 Aviation Hull Coverages 9%

5.1 Comprehensive
5.2 Named perils
5.3 Deductibles

6.0 Aircraft Liability Coverages 23%
6.1 Bodily injury liability (excluding passengers)
6.2 Property damage liability
6.3 Passenger bodily injury liability
6.4 Medical payments
6.5 Admitted liability

7.0 Airport and Hangarkeepers Liability 10%
7.1 Airport liability
7.2 Hangarkeepers liability

New York Independent Fidelity and Surety Adjuster Examination Series 17-68
60 questions - 1-hour time limit
Live Date - September 20, 2018

1.0 Insurance Regulation 10%
1.1 Licensing requirements
Qualifications (2108(c, g))
Process (2108(d), (f))
Bond (2108(l))
Fingerprints (2108(d)(2))
Temporary adjuster permit (2108(h, n))
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1.2 Maintenance and duration
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Assumed names (2102(f))
Change of address (Reg 25, Part 26.6)
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1.3 Disciplinary actions
Cease and desist (2405)
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1.4 Claim settlement laws and regulations (Reg 64, Part 216)
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2.0 Insurance Basics 10%
2.1 Contract basics
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Consideration
Competent parties
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Aleatory contract
Personal contract
Unilateral contract
Conditional contract
Legal interpretations affecting contracts
Indemnity
Utmost good faith

2.2 Insurance principles and concepts
Insurable interest
Hazards
Physical
Moral
Morale
Negligence
Elements of a negligent act
Defense against negligence

2.3 Policy structure
Declarations
Definitions
Insuring agreement or clause
Additional/supplementary coverage
Conditions
Exclusions
Endorsements

2.4 Common policy provisions
Insureds — named, first named, additional, defined
Policy period
Policy territory
Cancellation and nonrenewal
Deductibles
Policy limits
Other insurance
Primary
Excess
Pro rata
Noncurrency
Contribution of equal shares

Cyber Security Requirements for Financial Services Companies (Reg 23)
Representations/misrepresentations
Warranties
Concealment
Fraud
Waiver and estoppel
3.0 Adjusting Losses 18%

3.1 Role of the adjuster
- Duties and responsibilities
- Staff and independent adjuster versus public adjuster
- Relationship to the legal profession

3.2 Claim reporting
- Claim investigation
- Claim file documentation of events
- Types of reports:
  - Initial or first field
  - Interim or status
  - Full formal

3.3 Fidelity and surety
- Duties of an insured after a loss
- Determining value and loss
- Burden of proof of value and loss
- Claim settlement options
- Payment and discharge

3.4 Coverage problems
- Dealing with coverage disputes
- Reservation of rights letter
- Nonwaiver agreement
- Declaratory judgment action

3.5 Claims adjustment procedures
- Settlement procedures
  - Advance payments
  - Draft authority
  - Execution of releases
- Subrogation procedures
- Alternative dispute resolution
  - Appraisal

Competitive estimates
Negotiation
Releases
Mediator

Coverage Problems
- Reservation of Rights Letter
- Non-Waiver Agreement

4.0 Surety Bonds 31%

4.1 Nature of surety bonds
- Surety bonds versus insurance
- Parties of a surety bond
- Principal
- Obligee
- Surety

4.2 Types of surety bonds
- Contract bonds
  - Bid
  - Performance
  - Payment
  - Maintenance
- Miscellaneous contracts
- Small Business Administration (SBA) Surety Bond Guaranty Program
- Purpose of license and permit bonds
  - Types of guarantees
  - Financial
  - Indemnity
- Public official bond
  - Statutory, common law, or voluntary
  - Individual
  - Name schedule
  - Position schedule
- Judicial bonds
  - Attachment
  - Garnishment
  - Replevin

Counter-replevin
Release attachment
Bail
Appeal
Cost
Injunction
Dissolve injunction
Discharge mechanics lien

Fiduciary bonds
- Probate
- Equity
- Federal bankruptcy court
- Federal
  - Bureau of Alcohol, Tobacco and Firearms
  - Customs
  - Immigrant
- Miscellaneous surety bonds
  - Indemnity
  - Financial guarantee
  - Lost instrument
  - Reclamation
  - Self-insurance workers' compensation

5.0 Fidelity Coverages 31%

5.1 Nature of fidelity bonds
- Insuring agreement
- Discovery versus loss sustained forms
- Bond period
- Discovery period
- Limit of liability
  - Aggregate
  - Single loss
- Termination of coverage

5.2 Employee dishonesty coverage
- Individual bonds
- Blanket
- Scheduled
  - Named employee
Specified position
Pension plan, ERISA compliance

5.3 Financial institution bonds
Form 14 Securities dealers
Form 15 Finance companies
Form 23 Credit unions
Form 24 Banks and thrifts
Form 25 Insurance companies
A — Fidelity
B — On premises
C — In transit
D — Forgery or alteration
E — Securities (forgery)

Coverage riders
Automated teller machine (ATM)
Computer systems
Extortion coverage
Fraudulent real property mortgages
Insurers of registered checks or personal money orders
Pension plans, ERISA compliance
Servicing contractors
Trading loss
Voice initiated electronic funds transfer (VIT)

5.4 Public employee bonds
Coverage Form O — Public employee dishonesty

5.5 Commercial crime (2013)
General definitions
Burglary
Theft
Robbery
Crime coverage forms
Commercial crime coverage forms
Coverages
Employee theft

Forgery or alteration
Inside the premises — theft of money and securities
Inside the premises — robbery or safe burglary of other property
Outside the premises
Computer fraud
Funds transfer fraud
Money orders and counterfeit money

New York Independent Inland Marine Adjuster Examination
Series 17-69
60 questions - 1-hour time limit
Live Date- September 20, 2018

1.0 Insurance Regulation 11%

1.1 Licensing requirements
Qualifications (2108(c, g))
Process (2108(d), (f))
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Warranties
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- Hazards
  - Physical
  - Moral
  - Morale
- Negligence
  - Elements of a negligent act
  - Defenses against negligence
- Damages
  - Compensatory — special versus general
  - Punitive
  - Absolute liability
  - Strict liability
  - Vicarious liability
  - Named perils versus open perils (All risk)
- Direct loss
- Consequential or indirect loss
- Blanket versus specific insurance
- Basic types of construction

2.3 Policy structure

- Declarations
  - Definitions
  - Insuring agreement or clause
  - Additional/supplementary coverage
  - Conditions
  - Exclusions
  - Endorsements

2.4 Common policy provisions

- Insureds — named, first named, additional, defined
- Policy period
- Policy territory
- Cancellation and nonrenewal
- Deductibles
- Policy limits
- Other insurance
  - Nonconcurrency
  - Primary
  - Excess
  - Pro rata
  - Contribution by equal shares
- Limits of liability
  - Per occurrence (accident)
  - Per person
  - Aggregate — general versus products/completed operations
- Split
- Combined single
- Reinstatement of limits
- Coinsurance
- Vacancy or unoccupancy
- Named insured provisions
  - Assignment
  - Abandonment
  - Duties after loss
- Insurer provisions
  - Liberalization
  - Subrogation
  - Salvage

3.0 Adjusting Losses 27%

3.1 Role of the adjuster

- Duties and responsibilities
- Staff and independent adjuster versus public adjuster
- Relationship to the legal profession

3.2 Claim reporting

- Claim investigation
- Claim file documentation of events
  - Types of reports
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    - Interim or status
    - Full formal

3.3 Property losses

- Duties of insured after a loss
- Notice to insurer
- Mitigating the loss
- Proof of loss
- Special requirements
- Produce books and records
- Abandonment
- Determining value and loss
  - Burden of proof of value and loss
  - Estimates
  - Depreciation
  - Salvage
- Claim settlement options
- Payment and discharge

3.4 Liability losses

- Investigation procedures
- Verify coverage
- Determine liability
Gathering evidence
Physical evidence
Witness statements
Determining value of intangible damages

3.5 Coverage problems
Dealing with coverage disputes
Reservation of rights letter
Nonwaiver agreement
Declaratory judgment action

3.6 Claims adjustment procedures
Settlement procedures
Advance payments
Draft authority
Execution of releases
Subrogation procedures
Alternative dispute resolution
Appraisal
Competitive estimates
Negotiation
Releases
Mediator
Arbitrator

4.0 Commercial Package Policy (CPP) 38%

4.1 Components of a commercial policy
Common policy declarations
Common policy conditions
Monoline versus package

4.2 Commercial inland marine
Bailee insurance
Nationwide marine definition
Commercial inland marine conditions forms

Commercial inland marine coverage forms
Accounts receivable
Commercial articles
Contractors equipment floater
Electronic data processing
Equipment dealers
Installation floater
Jewelers block
Signs
Valuable papers and records
Transportation coverages
Common carrier legal liability
Motor truck cargo
Transit coverage

5.0 Personal Inland Marine 13%

5.1 Personal property floater
5.2 Personal effects floater
5.3 Personal articles floater

New York Independent General Adjuster Examination
Series 17-70
100 questions - 2-hour time limit
Live Date- September 20, 2018

1.0 Insurance Regulation 6%

1.1 Licensing requirements
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Per person
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Split
Combined single
Reinstatement of limits
Coinsurance
Vacancy or unoccupancy
Named insured provisions
Assignment

3.0 Adjusting Losses  11%

3.1 Role of the adjuster
Duties and responsibilities
Staff and independent adjuster versus public adjuster
Relationship to the legal profession

3.2 Claim reporting
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Claim file documentation of events
Types of reports
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Interim or status
Full formal

3.3 Property losses
Duties of insured after a loss
Notice to insurer
Mitigating the loss
Proof of loss
Special requirements
Produce books and records
Abandonment
Determining value and loss
Burden of proof of value and loss
Estimates
### 3.4 Liability losses

- Investigation procedures
- Verify coverage
- Determine liability
- Gathering evidence
- Physical evidence
- Witness statements
- Determining value of intangible damages

### 3.5 Coverage problems

- Dealing with coverage disputes
  - Reservation of rights letter
  - Nonwaiver agreement
  - Declaratory judgment action

### 3.6 Claims adjustment procedures

- Settlement procedures
  - Advance payments
  - Draft authority
  - Execution of releases
- Subrogation procedures
- Alternative dispute resolution
  - Appraisal
  - Competitive estimates
  - Negotiation
- Arbitrator
- Mediator
- Coverage Problems
- Reservation of Rights Letter
- Non-Waiver Agreement

### 4.0 Accident and Health Insurance Basics 6%

<table>
<thead>
<tr>
<th>Section</th>
<th>Content</th>
</tr>
</thead>
<tbody>
<tr>
<td>4.1</td>
<td>Definition of potential claims</td>
</tr>
<tr>
<td>4.2</td>
<td>Principal types of claims and benefits</td>
</tr>
<tr>
<td>4.3</td>
<td>Classes of accident and health insurance policies</td>
</tr>
<tr>
<td>4.4</td>
<td>Limited policies</td>
</tr>
<tr>
<td>4.5</td>
<td>Common exclusions from coverage</td>
</tr>
<tr>
<td>4.6</td>
<td>Accident and health insurance claims</td>
</tr>
</tbody>
</table>

### 5.0 Understanding the Language of Medical Reports 4%

<table>
<thead>
<tr>
<th>Section</th>
<th>Content</th>
</tr>
</thead>
<tbody>
<tr>
<td>5.1</td>
<td>Medical terminology and abbreviations</td>
</tr>
<tr>
<td>5.2</td>
<td>Basic human anatomy</td>
</tr>
<tr>
<td>5.3</td>
<td>Common injuries and diseases</td>
</tr>
</tbody>
</table>
Coronary thrombosis
Mental wellness

5.4 Medical tests
Laboratory
Radiography (X-ray)
Magnetic resonance imaging (MRI)
Computerized tomography (CT or CAT)
Electromyography (EMG)
Nerve conduction studies
Myelography
Arthroscopy
Electrocardiogram (EKG or ECG)
Electroencephalography (EEG)

6.0 Dwelling (2014) Policy 6%

6.1 Coverage forms — Perils insured against
Basic
Broad
Special

6.2 Property coverages
Coverage A — Dwelling
Coverage B — Other structures
Coverage C — Personal property
Coverage D — Fair rental value
Coverage E — Additional living expense
Other coverages

6.3 General exclusions

6.4 Conditions

6.5 Selected endorsements
Special provisions — New York (DP 01 31)
Broad theft coverage (DP 04 83)
Dwelling under construction (DP 11 43)

6.6 Personal liability supplement

7.0 Homeowners (2011) Policy 10%

7.1 Coverage forms
HO-2 through HO-6, HO-8

7.2 Definitions

7.3 Section I — Property coverages
Coverage A — Dwelling
Coverage B — Other structures
Coverage C — Personal property
Coverage D — Loss of use
Additional coverages

7.4 Section II — Liability coverages
Coverage E — Personal liability
Coverage F — Medical payments to others
Additional coverages

7.5 Perils insured against

7.6 Exclusions

7.7 Conditions

7.8 Selected endorsements
Special provisions — New York (HO 01 31)
Earthquake (HO 04 54)
Identity fraud expense (HO 04 55)
Scheduled personal property (HO 04 61)
Personal property replacement cost (HO 04 90)
Home business (HO 07 01)
Personal injury — New York (HO 24 86)
Workers’ compensation — certain residence employees — New York (HO 24 93)
Water Back Up and Sump Discharge or Overflow (HO 23 85)

8.0 Auto Insurance 9%

8.1 Laws

New York Motor Vehicle Financial Responsibility Law
Required limits of liability (Veh & Traf 333)
Required proof of insurance (Veh & Traf 311(3))

New York Automobile Insurance Plan (Assigned Risk) (5301–5304)
Comprehensive Motor Vehicle Insurance Reparations Act (PIP) (5101–5108)
Notice of claim
Medical
Rehabilitation
Loss of earnings
Funeral
Substitution services
Tort limitation/verbal threshold
Optional coverages
OBEL
Additional PIP

Motor vehicle accident indemnification
Corporation Act (5201–5225)
Uninsured/Underinsured motorist (3420(f))
Definitions
Bodily injury only
Required limits
Mandatory coverage

Supplementary uninsured/underinsured motorist coverage (3420(f)(2)(A)(B); Reg 35-D, Parts 60-2.0 to 60-2.4)
Definitions
Optional
Nonstacking
Coverage limits
Mandatory inspection requirements for private passenger automobiles (Reg 79, Parts 67.0 to 67.11)
### 8.2 Vehicle parts and construction

- **Body**
  - Front end
  - Rear body
  - Quarter panels
  - Doors
  - Roof
  - Bumpers/urethane repairs
  - Lamps
  - Cowl
  - Floor pan
  - Rocker panels
  - Pillars

- **Substructure**
  - Frame
  - Unibody

- **Mechanical**
  - Engine
  - Cooling system
  - Electrical system/computers
  - Exhaust system
  - Fuel system
  - Heating and air conditioning systems
  - Brakes/ABS
  - Steering
  - Suspension
  - Transmission
  - Air bags/SRS (seat belts)

- **Glass**
- **Interior**
- **Paint**

### 8.3 Personal (2005) auto policy

- **Definitions**
- **Liability coverage**
  - Bodily injury and property damage
  - Supplementary payments
  - Who is insured
  - Exclusions
  - Medical payments coverage

- **Coverage for damage to your auto**
  - Collision
  - Other than collision/Comprehensive
  - Deductibles
  - Transportation expenses
  - Exclusions
  - Duties after an accident or loss

- **Selected endorsements**
  - Amendment of policy provisions — New York (PP 01 79)
  - Towing and labor costs (PP 03 03)
  - Miscellaneous type vehicle — New York (PP 03 29)
  - Named non-owner coverage — New York (PP 03 30)
  - Rental vehicle coverage — New York (PP 03 46)
  - Joint ownership coverage — New York (PP 03 78)
  - Out of state coverage
  - Personal injury protection coverage - New York (PP 05 87)
  - Additional personal injury protection coverage - New York (PP 05 88)
  - Personal injury protection coverage (motorcycles) - New York (PP 05 89)

### 8.4 Commercial auto (2010)

- **Commercial auto coverage forms**
  - Business auto
  - Garage
  - Motor carrier

- **Coverage form sections**
  - Covered autos
  - Liability coverage
  - Garagekeepers coverage
  - Physical damage coverage
  - Exclusions
  - Conditions
  - Definitions
  - Hired auto and non-owned auto liability - New York

- **Selected endorsements**
  - Lessor — additional insured and loss payee (CA 20 01)
  - Mobile equipment (CA 20 24)
  - Auto medical payments coverage (CA 99 03)
  - Drive other car coverage (CA 99 10)
  - Individual named insured (CA 99 17)
  - Employees as insureds (CA 99 33)
  - New York mandatory personal injury protection (CA 22 32)
  - Additional personal injury protection - New York (CA 22 33)
  - New York mandatory personal injury protection - motorcycles (CA 22 48)
New York exclusion of medical expense from mandatory personal injury protection (CA 22 49)
New York optional basic economic loss coverage (CA 22 60)
Commercial carrier regulations
The Motor Carrier Act of 1980
Endorsement for motor carrier policies of insurance for public liability (MCS-90)

9.0 Commercial Package Policy (CPP) 9%

9.1 Components of a commercial policy
Common policy declarations
Common policy conditions
First named insured
Monoline versus package

9.2 Commercial general liability (2013)
Commercial general liability coverage forms
Bodily injury and property damage liability
Personal and advertising injury liability
Medical payments
Exclusions
Supplementary payments
Who is an insured
Limits of insurance
Conditions
Definitions
Occurrence versus claim-made (Reg 121, Part 73)
Claims-made and reported
Claims made features (Reg 121, Part 73)
Trigger
Retroactive date
Extended reporting periods — basic versus supplemental
Claim information
Premises and operations
Products and completed operations
Insured contract
Owners and contractors protective liability

9.3 Commercial property (2012)
Commercial property conditions form
Coverage forms
Building and personal property
Condominium association
Condominium commercial unit-owners
Builders risk
Business income/extra expense
Business Interruption
Legal liability
Definitions
Causes of loss forms
Basic
Broad
Special
Selected endorsements
Ordinance or law (CP 04 05)
Spoilage (CP 04 40)
Earthquake and volcanic eruption (CP 10 40)
Flood coverage (CP 10 65)
Peak season limit of insurance (CP 12 30)
Value reporting form (CP 13 10)
Protective safeguard

9.4 Commercial crime (2013)
General definitions
Burglary
Theft
Robbery
Crime coverage forms
Commercial crime coverage forms (discovery/loss sustained)

Coverages
Employee theft
Forgery or alteration
Inside the premises — theft of money and securities
Inside the premises — robbery or safe burglary of other property
Outside the premises
Computer fraud
Funds transfer fraud
Money orders and counterfeit money
Identity theft

9.5 Commercial inland marine
Bailee insurance
Nationwide marine definition
Commercial inland marine conditions forms
Commercial Inland marine coverage forms
Accounts receivable
Commercial articles
Contractors equipment floater
Electronic data processing
Equipment dealers
Installation floater
Jewelers block
Signs
Valuable papers and records
Transportation coverages
Common carrier legal liability
Motor truck cargo
Transit coverage

9.6 Boiler and machinery (2001)
Equipment breakdown protection coverage form
(EB 00 20)
Selected endorsements
Business income — Report of values (BM 15 31)
Actual cash value (BM 99 59)

9.7 Farm coverage
Farm property coverage forms (2003)
Coverage A — Dwellings
Coverage B — Other private structures
Coverage C — Household personal property
Coverage D — Loss of use
Coverage E — Scheduled farm personal property
Coverage F — Unscheduled farm personal property
Coverage G — Other farm structures
Farm liability coverage forms (2006)
Coverage H — Bodily injury and property damage liability
Coverage I — Personal and advertising injury liability
Coverage J — Medical payments
Mobile agricultural machinery and equipment coverage form
Livestock coverage form
Definitions
Cause of loss (basic, broad and special)
Conditions
Exclusions
Limits
Additional coverages
Animals other than “livestock”

10.0 Businessowners (2010) Policy 8%

10.1 Characteristics and purpose

10.2 Businessowners property coverage forms (standard and special)
Coverage
Causes of loss
Exclusions
Who is insured
Limits of insurance
Deductibles
Loss conditions
General conditions
Optional coverages
Additional coverages
Definitions

10.3 Businessowners liability coverage form
Coverages
Exclusions
Who is an insured
Limits of insurance
General conditions
Definitions

10.4 Businessowners common policy conditions

10.5 Selected endorsements
Protective safeguards (BP 04 30)
Hired auto and non-owned auto liability — New York
(BP 04 36)
Utility services — direct damage (BP 04 56)
Utility services — time element (BP 04 57)

11.0 Workers Compensation Insurance 6%

11.1 Workers compensation laws
Types of laws
Monopolistic versus competitive
Compulsory versus elective
New York Workers’ Compensation Law
Exclusive remedy (RL WC 11)
Employment covered (required, voluntary) (RL WC 2(3, 4, 5), 10)
Covered injuries (RL WC 2(7), 10, 13, 18)
Grave injuries (RL WC 11)
Occupational illness and diseases (RL WC 3(2), 37–48)
Benefits provided (RL WC 12–16)
Special disability fund (RL WC 15(8)(h))
Claims reporting requirements (RR 314.7)
Volunteer Firefighters’ and Volunteer Ambulance Workers’ Benefit
Federal workers’ compensation laws
Federal Employers Liability Act (FELA) (45 USC 51–60)
U.S. Longshore and Harbor Workers’ Compensation Act (33 USC 904)
The Jones Act (46 USC 688)

11.2 Workers compensation and employers liability insurance policy
General section
Part One — Workers’ compensation insurance
Part Two — Employers liability insurance

Part Three — Other states insurance

Part Four — Your duties if injury occurs

Part Five — Premium

Part Six — Conditions

Selected endorsements

Voluntary compensation

Foreign coverage endorsement

11.3 Other sources of coverage

New York State Insurance Fund (RL WC 76–100)

Self-insured employers and employer groups (RL WC 50, 60–75-a; RR 317.1–317.22)

12.0 Surety Bonds 2%

12.1 Nature of surety bonds

Surety bonds versus insurance

Parties of a surety bond

Principal

Obligee

Surety

12.2 Types of surety bonds

Contract bonds

Bid

Performance

Public official bond

Judicial bonds

Fiduciary bonds

Miscellaneous surety bonds

Indemnity

Financial guarantee

Lost instrument

Reclamation

Self-insurance workers compensation

13.0 Fidelity Coverages 3%

13.1 Nature of fidelity bonds

Insuring agreement

Discovery versus loss sustained forms

Bond period

Discovery period

Limit of liability

Aggregate

Single loss

Termination of coverage

13.2 Employee dishonesty coverage

Individual bonds

Blanket

Scheduled

Named employee

Specified position

Pension plan, ERISA compliance

13.3 Financial institution bonds

Form 14 Securities dealers

Form 15 Finance companies

Form 23 Credit unions

Form 24 Banks and thrifts

Form 25 Insurance companies

A — Fidelity

B — On premises

C — In transit

D — Forgery or alteration

E — Securities (forgery)

13.4 Public employee bonds

Coverage Form O — Public employee dishonesty

14.0 Aviation Hull Coverages 3%

14.1 Comprehensive

14.2 Named perils

14.3 Deductibles

15.0 Aircraft Liability Coverages 3%

15.1 Bodily injury liability (excluding passengers)

15.2 Property damage liability
16.5 Ocean marine insurance
Major coverages
- Hull insurance
- Cargo insurance
- Freight insurance
Protection and indemnity
Implied warranties
Perils
General and particular average

16.6 Other policies
Watercraft
Difference in conditions
Aircraft Hull
Identity theft
Personal recreational vehicles (ATVs, snowmobiles)

16.7 Crop insurance
Eligibility
Application
Term of coverage
Covered perils
Limits of coverage

16.8 Federal multi-peril crop insurance
Basic crop insurance
Eligibility
Coverage level
Covered causes of loss
Application
Life of policy
Multiple peril policy options
Levels of coverage
Price election
Optional units
Other provisions
- Individual crop
- Small grain
- Coarse Grain

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New York Independent Auto Damage and Theft Appraisal Adjuster Series 17-71
60 questions - 1-hour time limit
Live Date- September 20, 2018

1.0 Insurance Regulation 10%

1.1 Licensing requirements
- Qualifications (2108(c, g))
- Process (2108(d), (f))
- Bond (2108(j))
- Fingerprints (2108(d)(2))
- Temporary adjuster permit (2108(h, n))
- Superintendent’s general duties and powers (2404, Financial Services 201, 202, 301)

1.2 Maintenance and duration
- Renewal (2108(i, j))
- Assumed names (2102(f))
- Change of address (Reg 25, Part 26.6)
- Reporting of actions (2110)(i)(j))
- Cyber Security Requirements for Financial Services Companies (Reg 23)

1.3 Disciplinary actions
- Cease and desist (2405)
- Suspension, revocation, and nonrenewal (2110)
- Penalties (2127)

1.4 Claim settlement laws and regulations (Reg 64, Part 216)
- Unfair claim practices (2601)
- Misrepresentation (2108(o))
- Suit against insurer (3404)
- Prohibitions (Reg 25, Part 26.5)
- Consumer privacy regulation (Reg 169, Parts 420.0 to 420.4)

1.5 Federal regulation
- Fraud and false statements including 1033 waiver (18 USC 1033, 1034)
- Terrorism Risk Insurance Act of 2002 and Extension Act of 2015 (15 USC 6701; S467)

2.0 Insurance Basics 10%

2.1 Insurable interest and concepts
- Insurable interest
- Causes of loss (perils)
- Direct loss
- Consequential or indirect loss
- Loss valuation
  - Actual cash value
  - Replacement cost
  - Guaranteed
  - Functional

3.0 Appraising Auto Physical Damage Claims 80%

3.1 Role of the appraiser
- Duties and responsibilities
- Relationship to adjusters

3.2 Duties of insured after a loss
- Notice to insurer
- Mitigating the loss
- Inspection and appraisal of vehicle
- Special requirements

3.3 Determining value and loss
- Adjustment procedures
- Salvage
- Appraisal (3408)
- Depreciation
- Repair or replacement
  - Repair options and procedures
  - "Like kind and quality"
- Aftermarket parts
- Total Loss Valuation Methods (Reg 64, Part 216.7 (c) (1))
Partial loss versus total loss
Constructive total loss

3.4 Vehicle inspection
Proper vehicle identification and options ID
Evaluate with regard to circumstances of accident
Estimate of repairs form
Mandatory inspection requirements for private passenger automobiles (Reg 79, Parts 67.0 to 67.11)

3.5 Vehicle parts and construction
Body
- Front end
- Rear body
- Quarter panels
- Doors
- Roof
- Bumpers/urethane repairs
Lamps
Cowl
Floor pan
Rocker panels
Pillars
Advanced body materials
Substructure
- Frame
- Unibody
Mechanical
- Engine
- Cooling system
- Electrical system/computers
- Exhaust system
- Fuel system
- Heating and air conditioning systems
- Brakes/ABS
- Steering

Suspension
Transmission
Air bags/SRS (seat belts)
Glass
Interior
Paint

3.6 Handling auto theft losses
3.7 Auto arson and fraud

New York Independent Motor Vehicle No-Fault and Workers Compensation Health Services Adjuster Series 17-72

60 questions - 1-hour time limit
Live Date- September 20, 2018

1.0 Insurance Regulation 10%

1.1 Licensing requirements
Qualifications (2108(c, g))
Process (2108(d), (f))
Bond (2108(l))
Fingerprints (2108(d)(2))
Temporary adjuster permit (2108(h, n))
Superintendent's general duties and powers (2404, Financial Services 201, 202, 301)

1.2 Maintenance and duration
Renewal (2108(i, j))
Assumed names (2102(f))
Change of address (Reg 25, Part 26.6)
Reporting of actions (2110(1)(j))
Cyber Security Requirements for Financial Services Companies (Reg 23)

1.3 Disciplinary actions
Cease and desist (2405)
Suspension, revocation, and nonrenewal (2110)

Penalties (2127)

1.4 Claim settlement laws and regulations (Reg 64, Part 216)
Unfair claim practices (2601)
Misrepresentation (2108(o))
Prohibitions (Reg 25, Part 26.5)
Consumer privacy regulation (Reg 169, Parts 420.0 to 420.4)

1.5 Federal regulation
Fraud and false statements including 1033 waiver (18 USC 1033, 1034)
Terrorism Risk Insurance Act of 2002 and Extension Act of 2015 (15 USC 6701; S467)

2.0 Insurance Basics 10%

2.1 Contract basics
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
  - Reasonable expectations
  - Indemnity
  - Utmost good faith
  - Representations/misrepresentation
  - Warranties
  - Concealment
  - Fraud
  - Waiver and estoppel
2.2 Insurance principles and concepts
Hazards
Physical
Moral
Moral
2.3 Policy structure
Declarations
Definitions
Insuring agreement or clause
Additional/supplementary coverage
Conditions
Exclusions
Endorsements
2.4 Common policy provisions
Insureds — named, first
named, additional, defined
Policy period
Policy territory
Cancellation and nonrenewal
Deductibles
Other insurance
Primary and excess
Limits of liability
Per occurrence (accident)
Per person
Single/Split
Named insured provisions
Assignment
Insurer provisions
Liberalization
Subrogation
Duty to defend
3.0 Adjusting Losses
3.1 Role of the adjuster
Duties and responsibilities
Staff and independent adjuster versus public adjuster
Relationship to the legal profession
3.2 Claim reporting
Claim investigation
Claim file documentation of events
Types of reports
Initial or first field
Interim or status
Full formal
3.3 Coverage problems
Dealing with coverage disputes
Nonwaiver agreement
Declaratory judgement action
3.4 Controlling medical costs
Managed care
Utilization review
Inpatient services
Outpatient services
Hospital bill auditing
Designated provider
3.5 Investigation and evaluation
Workers compensation compensability
Employee/non-employee
Arising out of employment
Arising in the course of employment
No-fault
Eligible persons
Documentation
First report of injury
Claimant statement
Insured’s records
Witness statements
Current activity reports
3.6 Claims reserves
Components
Indemnity/work loss
Medical
Expense
Factors affecting reserves
Reserving techniques
Individual case method
Formula method
Round-table technique
3.7 Claims management
Analysis
On-site inspections
Selecting an evaluating physician
Physician evaluation
Disposition
Arbitration
Management of rehabilitation programs
Facilities
Coordination of treatment
Discharge procedure
4.0 Auto Insurance
4.1 Laws
Comprehensive Motor Vehicle Insurance Reparations Act (PIP) (5101-5108)
Notice of claim
Medical
Rehabilitation
Loss of earnings
Funeral
Substitution services
Tort limitation/verbal threshold
Mandatory inspection requirements for private passenger automobiles
(Reg 79, Parts 67.0 to 67.11)
4.2 Personal (2005) auto policy
Definitions
Duties after an accident or loss
Selected endorsements
Personal injury protection coverage — New York (PP 05 87)
Additional personal injury protection coverage — New York (PP 05 88)
Personal injury protection coverage (motorcycles) — New York (PP 05 89)
Exclusion of medical expense from personal injury protection coverage — New York (PP 05 92)

4.3 Commercial auto (2010)
Commercial auto coverage forms
Business auto
Garage
Motor carrier
Coverage form sections
Covered autos
Exclusions
Conditions
Definitions
Selected endorsements
New York mandatory personal injury protection (CA 22 32)
Additional personal injury protection — New York (CA 22 33)
New York mandatory personal injury protection — motorcycles (CA 22 48)
New York exclusion of medical expense from mandatory personal injury protection (CA 22 49)
New York optional basic economic loss coverage (CA 22 60)

5.0 Workers Compensation Insurance 20%

5.1 Workers compensation laws
Types of laws

5.2 Workers compensation and employers liability insurance policy
General section
Part One — Workers’ compensation insurance
Part Two — Employers liability insurance
Part Three — Other states insurance
Part Four — Your duties if injury occurs

5.3 Other sources of coverage
New York State Insurance Fund (RL WC 76–100)
Self-insured employers and employer groups (RL WC 50, 60–75-a; RR 317.1–317.22)

6.0 Understanding the Language of Medical Reports 20%

6.1 Medical terminology and abbreviations
Location terms
Movement terms
Prefixes, suffixes and root words
Abbreviations used in medical reports
Medical specialties

6.2 Basic human anatomy
Skeletal structure
Nervous system
Respiratory system
Cardiovascular system
Abdominal organs

6.3 Common injuries and diseases
Strains and sprains
Dislocations
Fractures
Soft tissue injuries
Brain injuries
Burn classifications
Cumulative trauma
Repetitive motion injuries
Lung disease
Diabetes mellitus
Glaucoma
Hypertension
Arthritis
Osteomyelitis
Stroke
Tachycardia
Atherosclerosis
Coronary thrombosis
Mental wellness

6.4 Medical tests
Laboratory
Radiography (X-ray)
Magnetic resonance imaging (MRI)
Computerized tomography (CT or CAT)
Electromyography (EMG)
Nerve conduction studies
Myelography
Arthroscopy
Electrocardiogram (EKG or ECG)
Electroencephalography (EEG)

New York Examination for Life, Accident and Health Insurance Laws and Regulations
Series 17-73

50 questions - 1-hour time limit
Live Date- September 20, 2018

1.0 Insurance Regulation 15%

1.1 Licensing
Process (2103(d–l))
Definitions
Producer definition (2101(k))
Who should be licensed (2101(k))
Home state (2101(l))
Negotiate (2101(m))

7.4 Medical tests
Laboratory
Radiography (X-ray)
Magnetic resonance imaging (MRI)
Computerized tomography (CT or CAT)
Electromyography (EMG)
Nerve conduction studies
Myelography
Arthroscopy
Electrocardiogram (EKG or ECG)
Electroencephalography (EEG)

New York Examination for Life, Accident and Health Insurance Laws and Regulations
Series 17-73

50 questions - 1-hour time limit
Live Date- September 20, 2018

1.0 Insurance Regulation 15%

1.1 Licensing
Process (2103(d–l))
Definitions
Producer definition (2101(k))
Who should be licensed (2101(k))
Home state (2101(l))
Negotiate (2101(m))

Types of licensees
Agents (2101(a, k);
2103; Reg 6, Part 22.2;
Reg 7, Part 23.2)
Brokers (2101(c, h, k);
2104)
Consultants (2107)
Adjusters (2101(g),
2108)
Nonresident (2101(d, e);
2103(g)(5, 11); 2136)
Business entities (2101(p), 2103(i)(2))
Temporary (2109; Regs
9, 18, 29, Part 20.1)

Maintenance and duration
Renewal (2103(j); Reg 5,
Part 21.2)
Continuing education (2132)
Assumed names (2102(f))
Change of address (all
addresses, including e-
mail) (2134; Reg 5,
Part 21.4; Reg 6, Part
22.3; Reg 7, Part 23.4)
Reporting of actions (2110(i)(j))

Disciplinary actions
Hearings - Notice and
Process (2405, 2406,
Financial Services 305)
Suspension, revocation,
and nonrenewal (2110)
Penalties (2127, 109)

1.2 State regulation
Superintendent’s general
duties and powers (2404,
Financial Services 201, 202,
301)
Company regulation
Certificate of authority
(1102(a-b))
Solvency (307)

Unfair claim settlement practices (2601; Reg 64, Parts 216.3-216.6)
Appointment of agent (2112(a–c))
Termination of agent appointment (2112(d);
Reg 9, 18, 29, Part 20.2)

Unfair and prohibited practices
Misrepresentation (2123;
Reg 64, Part 216.3)
False advertising (2603)
Defamation of insurer (2604)
Unfair discrimination (2606-2608, 2612)
Rebating (2324, 4224)

Licensee regulation
Controlled business (2103(i))
Sharing commissions (2121, 2128)
Fiduciary responsibility (2120; Regs 9, 18, 29,
Parts 20.3, 20.4)
License display (Reg 125,
Part 34.5)
Commissions and compensation (2102(e), 2114–2116,
2119; Regs 9, 18, 29,
Part 20.6; Reg 194,
Part 30)
Termination responsibilities of producer (2112(g))

Examination of books and records (2404; Reg 152,
Parts 243.0 to 243.3)
Insurance Frauds Prevention Act (401-405, Financial
Services 403-405)
Aiding Unauthorized Insurer (2117)
Prohibitions (403)
Reporting (405)
Consumer privacy regulation (Reg 169, Parts 420.0 to 420.24)

Producer Compensation Transparency (Reg 194, Parts 30.1 to 30.5)

Cyber Security Requirements for Financial Services Companies (Reg 23)

1.3 Federal regulation

Fair Credit Reporting Act (15 USC 1681a–1681d)

Fraud and false statements including 1033 waiver (18 USC 1033, 1034)

2.0 New York Laws and Regulations Pertaining to Life Insurance and Annuities 40%

2.1 Licensee responsibilities

Solicitation and sales presentations

Advertising (2122)

Life Insurance Company Guaranty Corporation (7718)

Policy summary (3209; Reg 74, Part 53-2.2)

Buyer’s guide (3209; Reg 74, Part 53-2.6)

Illustrations (Reg 74, Parts 53-3.1 to 53-3.6)

Replacement (2123(a)(2, 3); Reg 60, Parts 51.1 to 51.8)

Use of Senior-Specific Certifications and Professional Designations in the Sale of Life Insurance and Annuities (Reg 199, Parts 225.0 to 225.3)

Field underwriting

Application procedures including backdating of policies (3208)

2.2 Individual underwriting by the insurer

Insurable interest (3205)

Life insurance on minors (3207)

Medical examinations and lab tests including HIV (2611)

2.3 Required provisions (3203)

Life insurance

Entire contract (3203(a)(4), 3204)

Right to examine (free look) (3203(a)(11))

Grace period (3203(a)(1))

Reinstatement (3203(a)(10))

Incontestability (3203(a)(3))

Misstatement of age (3203(a)(5))

Exclusions (3203(b, c))

Statements of the applicant (3204)

2.4 Accelerated (living) benefit provisions/riders (3230)

2.5 Regulation of variable products (SEC, NASD and New York (4240; Reg 47, Part 50.3; Reg 77, Part 54.3))

2.6 Group life insurance

Conversion to individual policy (3220)

2.7 Life Settlement Broker

Definitions (7802)

Broker License Requirements (2137; 2102(a) (1))

Intermediary Registration Requirements (7804(a); 7804(b) (2))

Provider License Requirements (7803 (b))

Fingerprinting Requirements (2137(d)(2); 7803(a))

Advertising (7809)

Privacy (7810)

Disclosure to owners and insureds (7811)

Life Insurance Applications (7812)

Prohibited Practices (7814)

3.0 New York Laws and Regulations Pertaining to Accident and Health Insurance 40%

3.1 Licensee responsibilities in individual health insurance

Marketing requirements

Advertising (Reg 34, Parts 215.1 to 215.18)

3.2 Individual health insurance provisions

Required provisions

Entire contract; changes (3216(d)(1)(A))

Time limit on certain defenses (3216(d)(1)(B))

Grace period (3216(d)(1)(C))

Reinstatement (3216(d)(1)(D))

Other provisions

Other benefits ((3216(d)(2)(E))

Unpaid premium (3216(d)(2)(G))

Cancellation (3216(d)(2)(H))

Conformity with state statutes (3216(d)(2)(I))

Illegal occupation (3216(d)(2)(J))

Intoxicants and narcotics (3216(d)(2)(K))

Stranger-originated life insurance (7815)

Penalties and civil remedies (7816)

Applicability and choice of law (7819)

General Rules (7813)

2.8 Annuities

Required provisions (3219, 4220, 4223)

2.9 Suitability in Life Insurance and Annuities (Reg 187 224.2- 224.4)

3.3 New York Laws and Regulations Pertaining to Accident and Health Insurance 40%
3.3 Medical plans
Preventative care services (4303(j))
New York dependent requirements (individual and/or group)
  Dependent child age limit (3216(a)(4); 4235(f)(1)(2))
  Policy extension for handicapped children (3216(c)(4)(A))
  Newborn child coverage (3216(c)(4)(C))

3.4 Group health insurance
Coordination of benefits provision (Reg 62, Part 52.23)
Conversion privilege (3221(e))
Types of eligible groups (4235)
Definition of eligible group (4235(b))

3.5 Small employer medical plans
Definition of small employer (Reg 145, Part 360.2(f))
Availability of coverage (Reg 145, Part 360.2(e), .3)
Renewability (Reg 145, Part 360.2(e))

3.6 Long-term care (LTC) insurance
Benefits
  Exclusions (Reg 62, Part 52.25(b)(2))
  Inflation protection (COLA) (Reg 62, Part 52.25 (c)(3)
  Nonforfeiture benefit (Reg 62, Part 52.25 (c)(7)
Required provisions
  Renewability (Reg 62, Part 52.25(b)(1))

3.7 Medicare supplements
Open enrollment (Reg 193, Part 58)
New York regulations and required provisions (Reg 193, Part 58)
  Standards for marketing
  Permitted compensation arrangements
  Appropriateness of recommended purchase or replacement
  Replacement
  Disclosure statement
  Renewability

3.8 Community rating of policies (4317; Reg 145, Part 360)
Definition of small group

4.0 Federal Patient Protection and Affordable Care Act 5%

4.1 Affordable Care Act
Preexisting conditions
Insurable exchanges
  Eligibility (individual and small employers)
  APTC (Advance Premium Tax Credit)
Cost share reduction
Benchmark plan
State vs. Federal
Metal levels
Catastrophic
Medical loss ratio
Actuarial value

Enrollment period
Individual mandate
Employer shared responsibility
Annual and lifetime dollar limits
10 Essential benefits

New York Examination for Property and Casualty Insurance Laws and Regulations
Series 17-74
50 questions - 1-hour time limit
Live Date- September 20, 2018

1.0 Insurance Regulation 33%

1.1 Licensing
  Process (2103(d–i))
Definitions
  Producer definition (2101(k))
  Who should be licensed (2101(k))
  Home state (2101(l))
  Negotiate (2101(m))
  Sell (2101(n))
  Solicit (2101(o))
Types of licensees
  Agents (2101(a, k); 2103; Reg 6, Part 22.2, Reg 7, Part 23.2)
  Brokers (2101(c, h, k); 2104)
  Consultants (2107)
  Adjusters (2101(g), 2108)
  Nonresident (2101(d, e); 2103(g)(5, 11); 2136)
  Business entities (2101(p), 2103(e))
  Temporary (2109; Regs 9, 18, 29, Part 20.1)
  Maintenance and duration
1.2 State regulation

- Superintendent's general duties and powers (2404, Financial Services 201, 202, 301)
- Company regulation
  - Certificate of authority (1102)
  - Solvency (307)
- Unfair claim settlement practices (2601; Reg 64, Part 216.3-216.6)
- Appointment of agent (2112(a-c))
- Termination of agent appointment (2112(d); Regs 9, 18, 29, Part 20.2)

- Unfair and prohibited practices
- Misrepresentation (2123; Reg 64, Part 216.3)
- False advertising (2603)
- Defamation of insurer (2604)
- Unfair discrimination (2606-2608, 2612)
- Rebating (2324)

2.0 New York Laws and Regulations Pertaining to Property and Casualty Insurance 67%

2.1 Property and casualty underwriting

- Prohibition of geographical redlining (3429, 3430, 3433; Reg 90, Parts 218.1 to .7)
- Cancellation and nonrenewal (3425, 3426)

2.2 Auto insurance laws

- New York Motor Vehicle Financial Responsibility Law
  - Required limits of liability (Veh & Traf 333)
  - Transportation Network Companies (Ridesharing) (Veh & Traf Article 44-B)
  - Required proof of insurance (Veh & Traf 311(3))
- Insurance Information and Enforcement System (IIES) notification to DMV (Veh & Traf 313(2))
- Auto ID cards
- New York Automobile Insurance Plan (Assigned Risk) (5301-5304)
  - Purpose
  - Eligibility
  - Coverage
  - Binding authority
- Comprehensive Motor Vehicle Insurance Reparations Act (PIP) (5101-5108)
  - Notice of claim
  - Medical
  - Rehabilitation
  - Loss of earnings
  - Funeral
  - Substitution services
  - Tort limitation/verbal threshold
  - Optional coverages
    - OBEL
    - Additional PIP
Motor Vehicle Accident Indemnification Corporation Act (5201–5225)

Uninsured/Underinsured motorist (3420(f))

Definitions
Bodily injury only
Required limits
Mandatory coverage

Supplementary uninsured/underinsured motorist coverage (3420(f)(2)(A)(B); Reg 35-A, Parts 60-2.0 to 60-2.4)

Definitions
Optional
Nonstacking
Coverage limits

Mandatory inspection requirements for private passenger automobiles (Reg 79, Parts 67.0 to 67.11)

Cancellation/nonrenewal (3425)

Grounds
Notice
Choice of repair shop (2610)

Supplemental spousal liability (3420(g))

Commercial carrier regulations
The Motor Carrier Act of 1980
Endorsement for motor carrier policies of insurance for public liability (MCS-90)

2.3 Workers’ Compensation Law

Types of laws
Monopolistic versus competitive
Compulsory versus elective
New York Worker’s Compensation Law

Exclusive remedy (WC 11)
Employment covered (required, voluntary) (WC 2(3, 4, 5, 10)
Covered injuries (WC 2(7), 10, 13, 18)
Grave injuries (WC 11)
Occupational disease (WC 3(2), 37–48)
Benefits provided (WC 12–16)
Special disability fund (WC 15(8)(h))
Claims reporting requirements (RR 314.7)

Federal workers compensation laws
Federal Employers Liability Act (FELA) (45 USC 51–60)
U.S. Longshore and Harbor Workers’ Compensation Act (33 USC 904)
The Jones Act (46 USC 688)

Other sources of coverage
New York State Insurance Fund (WC 76–100)
Self-insured employers and employer groups (WC 50, 60–75-a; RR 317.1–317.22)

New York State Disability Benefits Law

Purpose
Definitions
Employment covered
Benefits
Paid Family Leave

Purpose
Eligibility

2.4 New York Property Insurance Underwriting Association (FAIR PLAN) (5401–5412)

Purpose
Coverage
Coastal Market Assistance Program (C-MAP)

2.5 National Flood Insurance Program

"Write your own" versus direct
Eligibility
Coverage
Flood definition
Limits
Deductibles
Increased cost of compliance
Forms
Dwelling
General
Residential Condominium Building Association Policy

New York Life Insurance Life Settlement Broker Examination Series 17-80

100 questions - 2-hour time limit
Live Date- September 20, 2018

1.0 Insurance Regulation 9%

1.1 Licensing

Process (2103(d–i))
Definitions
Producer definition (2101(k))
Who should be licensed (2101(k))
Home state (2101(l))
Negotiate (2101(m))
Sell (2101(n))
Solicit (2101(o))
Types of licensees
Agents (2101(a, k); 2103; Reg 6, Part 22.2; Reg 7, Part 23.2)
Brokers (2101(c, h, k); 2104)
Consultants (2107)
Adjusters (2101(g), 2108)
Nonresident (2101(d, e); 2103(g)(5, 11); 2136)
Business entities (2101(p), 2103(i)(2))
Temporary (2109; Regs 9, 18, 29, Part 20.1)

Maintenance and duration
Renewal (2103(j); Reg 5, Part 21.2)
Continuing education (2132)
Assumed names (2102(f))
Change of address (all addresses, including email) (2134; Reg 5, Part 21.4; Reg 6, Part 22.3; Reg 7, Part 23.4)
Reporting of actions (2110((j)))

Disciplinary actions
Hearings-Notice and Process (2405, 2406, Financial Services 305)
Suspension, revocation, and nonrenewal (2110)
Penalties (2127, 109)

1.2 State regulation
Superintendent’s general duties and powers (2404, Financial Services 201, 202, 301)
Company regulation
Certificate of authority (1102(a-b))
Solvency (307)
Unfair claim settlement practices (2601; Reg 64, Part 216.3-216.6)
Appointment of agent (2112(a-c))

Termination of agent appointment (2112(d); Regs 9, 18, 29, Part 20.2)
Unfair and prohibited practices
Misrepresentation (2123; Reg 64, Part 216.3)
False advertising (2603)
Defamation of insurer (2604)
Unfair discrimination (2606–2608, 2612)
Rebating (2324, 4224)

Licensee regulation
Controlled business (2103(i))
Sharing commissions (2121, 2128)
Fiduciary responsibility (2120; Regs 9, 18, 29, Parts 20.3, 20.4)
License display (Reg 125, Part 34.5)
Commissions and compensation (2102(e), 2114–2116, 2119; Reg 9, 18, 29, Part 20.6; Reg 194, Part 30)
Termination responsibilities of producer (2112(g))

Examination of books and records (2404; Reg 152, Parts 243.0 to 243.3)
Aiding Unauthorized Insurer (2117)
Prohibitions (403)
Reporting (405)
Consumer privacy regulation (Reg 169, Parts 420.0 to 420.4)
Insurance Frauds Prevention Act (401-405, Financial Services 403-405)
Producer Compensation Transparency (Reg 194, Parts 30.1 to 30.5)

Cyber Security Requirements for Financial Services Companies (Reg 23)

1.3 Federal regulation
Fair Credit Reporting Act (15 USC 1681a–1681d)
Fraud and false statements including 1033 waiver (18 USC 1033, 1034)

2.0 General Insurance 9%

2.1 Concepts
Risk management key terms
Risk (pure and speculative)
Exposure
Hazard (physical, moral, morale)
Peril
Loss

Methods of handling risk
Avoidance
Retention
Sharing
Reduction
Transfer (by contractual liability or insurance contract)

Elements of insurable risks
Adverse selection
Law of large numbers
Reinsurance

2.2 Insurers
Types of insurers
Stock companies
Mutual companies
Fraternal benefit societies

Private versus government insurers
Admitted versus nonadmitted insurers
Domestic, foreign and alien insurers

Financial status (independent rating services)
# NEW YORK DEPARTMENT OF FINANCIAL SERVICE

**Marketing (distribution) systems**

### 2.3 Agents and general rules of agency
- Insurer as principal
- Agent/insurer relationship
- Authority and powers of agents
  - Express
  - Implied
  - Apparent
- Responsibilities to the applicant/insured

### 2.4 Contracts
- Elements of a legal contract
  - Offer and acceptance
  - Consideration
  - Competent parties
  - Legal purpose
- Characteristics of insurance contracts
  - Contract of adhesion
  - Aleatory contract
  - Personal contract
  - Unilateral contract
  - Conditional contract
- Legal concepts and interpretations affecting contracts
  - Indemnity
  - Utmost good faith
- Representations/misrepresentations (3105)
- Warranties (3106)
- Rescission
- Concealment
- Fraud
- Waiver and estoppel

**3.0 Life Insurance Basics 14%**

### 3.1 Insurable interest (3205)

### 3.2 Personal uses of life insurance
- Survivor protection
- Estate creation
- Cash accumulation
- Liquidity
- Estate conservation

### 3.3 Determining amount of personal life insurance
- Human life value approach
- Needs approach
  - Types of information gathered
  - Determining lump-sum needs
  - Planning for income needs

### 3.4 Business uses of life insurance
- Buy-sell funding
- Key person
- Business continuation

### 3.5 Differences in life insurance policies
- Group versus individual
- Permanent versus term
- Participating versus nonparticipating
- Fixed versus variable life
- Regulation of variable products (SEC, NASD and New York) (4240; Reg 47, Part 50.3; Reg 77, Part 54.3)

### 3.6 Factors in premium determination
- Mortality, Investment Return, and Expense
- Mode of premium

**4.0 Life Insurance Policies 14%**

### 4.1 Term life insurance
- Level term
- Renewable term
- Convertible term
- Level premium term

### 4.2 Whole life insurance
- Continuous premium (straight life)

### 4.3 Flexible premium policies
- Single premium

### 4.4 Specialized policies
- Universal life
- Joint life (first-to-die)
- Survivorship life (second-to-die)
- Life insurance on minors (3207(b))
- Fixed (equity) indexed life

### 4.5 Group life insurance
- Characteristics of group plans
- Types of plan sponsors
- Group underwriting requirements
- Conversion to individual policy (3220)

### 4.6 Credit life insurance (individual versus group)

**5.0 Life Insurance Policy Provisions, Options and Riders 14%**

### 5.1 Required provisions (3203)
- Ownership
- Assignment
- Entire contract (3203(a)(4), 3204)
- Right to examine (free look) (3203(a)(11))
- Payment of premiums
- Grace period (3203(a)(1))
- Reinstatement (3203(a)(10))
- Incontestability (3203(a)(3))
- Misstatement of age (3203(a)(5))
- Exclusions (3203(b, c))
- Statements of the applicant (3204)
- Proof of Death

### 5.2 Beneficiaries
- Designation options
  - Individuals
  - Classes (per stirpes/per capita)
5.3 Settlement options
Cash payment
Interest only
Fixed-period installments
Fixed-amount installments
Life income
Single life
Joint and survivor
Spendthrift clause

5.4 Nonforfeiture options
Cash surrender value
Extended term
Reduced paid-up insurance

5.5 Policy loan and withdrawal options
Policy loans
Automatic premium loans
Withdrawals or partial surrenders

5.6 Dividend options
Cash payment
Reduction of premium payments
Accumulation at interest
One-year term option
Paid-up additions

5.7 Disability riders
Waiver of premium
Waiver of cost of insurance
Disability income benefit
Payor benefit life/disability (juvenile insurance)

5.8 Accelerated (living) benefit provisions/riders (3230)
Conditions for payment

Effect on death benefit

5.9 Riders covering additional insureds
Spouse/other-insured term rider
Children's term rider
Family term rider

5.10 Riders affecting the death benefit amount
Accidental death
Guaranteed insurability
Cost of living
Return of premium
Term rider

6.0 Life Settlement 40%

6.1 Definitions (7802)
Life Settlement Contract (7802(k)(1)(2)(3))
Life Settlement Broker (7802(j), 2101(v))
Life Settlement Intermediary (7802(l))
Life Settlement Provider (7802(m))
Business of Life Settlement (7802(c)(1))
Compensation (7802(d)(1))
Financing entity (7802(e)(1) & (2))
Financing transaction (7802(f))
Owner (7802(n))
Qualified Institutional Buyer (7802(r))
Life expectancy (7802(i))

6.2 Broker License Requirements (2137; 2102(a)(1))

6.3 Intermediary Registration Requirements (7804(a); 7804(b)(2))

6.4 Provider License Requirements (7803(b))

6.5 Fingerprinting Requirements (2137(d)(2); 7803(a))

6.6 Advertising (7809)

6.7 Privacy (7810)
HIPAA
Personal & Financial information privacy

6.8 Disclosure to owners and insureds (7811)
Owners disclosures (7811(a))
Brokers’ Commissions and other Compensations disclosures (2119(e))
Broker disclosure of offers, counteroffers, acceptances & rejections (7811(c))
Insured disclosures (7811(b))
Right of Rescission Disclosure (7811, 7813)

6.9 Life Insurance Applications (7812)

6.10 Prohibited Practices (7814)

6.11 Stranger-originated life insurance (7815)
Insurable interest provisions
Trust owned policies

6.12 Penalties and civil remedies (7816)

6.13 Applicability and choice of law (7819)

6.14 General Rules (7813)
Two Year Prohibition
Exceptions to the Two Year Prohibition
Contacts with the insured

New York Agent's Examination for Title Insurance Series 17-81

60 questions - 1-hour time limit
Live Date- September 20, 2018

1.0 Insurance Regulation 10%
1.1 Licensing
1.2 State regulation

Superintendent’s general duties and powers (2404, Financial Services 201,202,301)

1.3 Federal regulation

Fair Credit Reporting Act (15 USC 1681a–1681d)
Fraud and false statements including 1033 waiver (18 USC 1033, 1034)

2.0 General Insurance 10%

2.1 Concepts

Reinsurance vs. coinsurance

2.2 Agents and general rules of agency

Insurer as principal
Agent/insurer relationship
Authority and powers of agents
Express
Implied
Apparent
Responsibilities to the insurer

3.0 Real Property 15%

3.1 Concepts, principles and practices

Definition of real property
Types of real property
Title to real property

NYS sales tax
Prohibitions (403)
Reporting (405)
Consumer privacy regulation (Reg 169 Part 420.0 to 420.24)
Insurance Frauds Prevention Act (401–409)
Producer Compensation Transparency (Reg 194, Parts 30.1 to 30.5)
Cyber Security Requirements for Financial Services Companies (Reg 23)
Title Insurance Agents, affiliated Relationships and Required Disclosures (Reg 206)
Title Insurance Rates, Expenses and Charges (Reg 208)
Insurable Title/ Marketable
Title

3.2 Acquisition and transfer of real property
Chain of Title
Conveyances
Encumbrances
Adverse possession
Condemnation/eminent domain
Leases
Riparian Rights
Involuntary transfer
Abandonment
Judicial sales
Decedents’ estates
Intestate
Testate
Trusts
Types of joint ownership
Tenants in common
Joint tenancy
Tenants by the entirety
Divorce
Effects on Tenants by the entirety
Letters patent

3.3 Legal capacity of parties
Individuals
Corporations
General partnerships
Limited partnerships
Fictitious names
Trust agreements
Limited Liability Company (LLC)
Fiduciaries (executing trustees)
Power of attorney/attorney in fact

3.4 Legal descriptions
Types of legal descriptions
Types of measurements used
Language of real descriptions
Structure and format
Interpretation

4.0 Title Insurance 25%

4.1 Title insurance principles
Risks covered by title insurance
Error searching public record
Hidden off-record title risks
Entities that can be insured; need for insurance
Individual
Business entities
Municipality/government
Trusted estates
Interests that can be insured
Fee simple estate
Leasehold estate
Life estate
Easements
Public Utility
Mortgagee
Cooperative apartment interests

5.0 Title Exceptions and Procedures for Clearing Title 25%

5.1 Principles and concepts
General exceptions
Recording and race notice
Subdivision/filed maps
Easements as exceptions to title
Lien periods
Voluntary and involuntary liens
Federal liens
Tax lien
Judgement
Mortgage
Judgments
Taxes and assessments
Super lien priority
In rem vs. tax lien sale
Tax maps
Condominiums
Mineral rights
Oil and gas leases
Equitable interests
Executions
Covenants
Conditions
Restrictions
Cooperatives
Homeowners' associations
Planned unit development

5.2 Special problem areas and concerns
Acknowledgments
Mechanic's lien
Bankruptcy
Probate/administrations fraud
Good faith
Forfeitures
Foreclosure
  Mortgage
  Tax lien
  Deeds in lieu
  Common charge liens
Claims against the title
Lis pendens

Mobile homes

5.3 Principles of clearing title
Releases
Role of title closer
Assignments
Subordinations
Affidavits
Omissions
Statutory lien period vs. passage of time
Mutual indemnification agreement
NYSTLA best practices

5.4 Escrow deposit principles
Purpose of escrow
Fiduciary responsibilities

6.0 Real Estate Transactions 15%

6.1 Document review
Deeds
  Warranty
  Bargain and sale
  With covenants
  Without covenants
  Quitclaim
  Deeds by fiduciaries

6.2 Real Estate Transactions 15%

6.3 Closing Procedures
Role of title closer
Acknowledgment and execution of instruments
Scheduling of closing
Closing continuation practices
NY state transfer tax/TP 584
NY state mortgage tax
RP 5217/equalization and assessment form

6.4 Recording
Types of records
Requirements to record
Presumptions
Exam Registration Form
New York Insurance Examinations

To conveniently register online, please go to www.prometric.com/newyork/insurance.
Print or type clearly and neatly. Incomplete or illegible forms will not be processed.

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Employer (insurance company, if known) | Gender: ☐ Male ☐ Female

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<td><strong>Total Fee</strong></td>
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By filing this registration, you assume full responsibility for exam selection. If you are unsure about which exam you need for the license you are seeking, resolve this question before you register. Fees for these exams are non-refundable and non-transferable. Exam fees are valid for 90 days from receipt at Prometric.

Please allow 7-10 business days for receipt and processing of your application. An authorized Prometric Client Service Representative will contact you by phone to obtain your social security number to complete the registration process. Once you have registered for your exam, you can schedule your exam appointment online or by phone.

Registration fees are not refundable. Fees may be paid by cashier’s check, company check, money order, MasterCard, Visa or American Express. Make company checks, cashier’s checks and money orders payable to Prometric. Please put your phone number on the check. Personal checks and cash are not accepted. To pay by credit card (when registering by mail or fax), please complete the Credit Card Payment Form on the next page and fax to 800.347.9242, or send this completed form along with the appropriate fee to:

Prometric
ATTN: NY Insurance Exam Registration
7941 Corporate Drive
Nottingham, MD 21236
Credit Card Payment Form

*Print or type clearly and neatly. Incomplete or illegible forms will not be processed.*

Card Type (Check One)
- ☐ MasterCard
- ☐ Visa
- ☐ American Express

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