

1997-98 SESSION  
COMMITTEE HEARING  
RECORDS

Committee Name:

Joint Committee For  
Review of Administrative  
Rules (JCR-AR)

Sample:

Record of Comm. Proceedings ... RCP

- 05hrAC-EdR\_RCP\_pt01a
- 05hrAC-EdR\_RCP\_pt01b
- 05hrAC-EdR\_RCP\_pt02

➤ Appointments ... Appt

➤ \*\*

➤ Clearinghouse Rules ... CRule

➤ 97hrJCR-AR\_Crule\_98-079

➤ Committee Hearings ... CH

➤ \*\*

➤ Committee Reports ... CR

➤ \*\*

➤ Executive Sessions ... ES

➤ \*\*

➤ Hearing Records ... HR

➤ \*\*

➤ Miscellaneous ... Misc

➤ \*\*

➤ Record of Comm. Proceedings ... RCP

➤ \*\*

98-079-INS. 6 f. 26 - PRELICENSING EDUC.  
FOR INS. AGENTS.

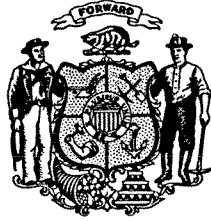
WISCONSIN LEGISLATIVE COUNCIL STAFF

LCRC  
FORM 2

***RULES CLEARINGHOUSE***

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**CLEARINGHOUSE REPORT TO AGENCY**

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[THIS REPORT HAS BEEN PREPARED PURSUANT TO S. 227.15, STATS. THIS IS A REPORT ON A RULE AS ORIGINALLY PROPOSED BY THE AGENCY; THE REPORT MAY NOT REFLECT THE FINAL CONTENT OF THE RULE IN FINAL DRAFT FORM AS IT WILL BE SUBMITTED TO THE LEGISLATURE. THIS REPORT CONSTITUTES A REVIEW OF, BUT NOT APPROVAL OR DISAPPROVAL OF, THE SUBSTANTIVE CONTENT AND TECHNICAL ACCURACY OF THE RULE.]

**CLEARINGHOUSE RULE 98-079**

AN ORDER to repeal Ins 26.06 (2) (b) 3; to amend Ins 6.59 (4) (a) and (as), 6.61 (15), 26.06 (2) (b) 3., 26.07 (2) and Appendices 1, 2, 3, 4 and 6; and to create Ins 26.05 (5), relating to the application process and requirements of prelicensing education for insurance agents.

Submitted by **OFFICE OF THE COMMISSIONER OF INSURANCE**

05-28-98      RECEIVED BY LEGISLATIVE COUNCIL.  
06-22-98      REPORT SENT TO AGENCY.

RS:JLK:jt;kjf

**LEGISLATIVE COUNCIL RULES CLEARINGHOUSE REPORT**

This rule has been reviewed by the Rules Clearinghouse. Based on that review, comments are reported as noted below:

1. STATUTORY AUTHORITY [s. 227.15 (2) (a)]

Comment Attached      YES       NO

2. FORM, STYLE AND PLACEMENT IN ADMINISTRATIVE CODE [s. 227.15 (2) (c)]

Comment Attached      YES       NO

3. CONFLICT WITH OR DUPLICATION OF EXISTING RULES [s. 227.15 (2) (d)]

Comment Attached      YES       NO

4. ADEQUACY OF REFERENCES TO RELATED STATUTES, RULES AND FORMS  
[s. 227.15 (2) (e)]

Comment Attached      YES       NO

5. CLARITY, GRAMMAR, PUNCTUATION AND USE OF PLAIN LANGUAGE [s. 227.15 (2) (f)]

Comment Attached      YES       NO

6. POTENTIAL CONFLICTS WITH, AND COMPARABILITY TO, RELATED FEDERAL  
REGULATIONS [s. 227.15 (2) (g)]

Comment Attached      YES       NO

7. COMPLIANCE WITH PERMIT ACTION DEADLINE REQUIREMENTS [s. 227.15 (2) (h)]

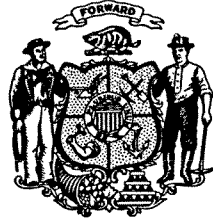
Comment Attached      YES       NO

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## CLEARINGHOUSE RULE 98-079

### Comments

**[NOTE: All citations to "Manual" in the comments below are to the Administrative Rules Procedures Manual, prepared by the Revisor of Statutes Bureau and the Legislative Council Staff, dated October 1994.]**

#### 2. Form, Style and Placement in Administrative Code

a. The treatment clause in SECTION 1 should read as follows: "Ins 6.59 (4) (a) and (as) are amended to read:". Section Ins 6.61 (15) should be dealt with in a separate SECTION since it does not consecutively follow s. Ins 6.59 (4) (a) and (as). [See s. 1.04 (2) (a) 3., Manual.]

b. In s. Ins 6.59 (4) (a), the title of s. Ins 6.59 (4) should be shown in solid capital letters, that is, "PROCEDURE." [See s. 1.05 (2) (c) and (3) (d), Manual.] Also, the titles of s. Ins 6.59 (4) (a) and (as) should be shown with an initial capital letter and underscored, rather than with italics. [See s. 1.05 (2) (d), Manual.]

c. In s. Ins 6.61 (15), the title of s. Ins 6.61, that is, "Intermediary records," should not be shown. [See s. 1.05 (3) (d), Manual.] Also, the revised title of s. Ins 6.61 (15) should not be shown with underscoring because the title to a section or a lower subunit should be amended by showing the title as it would appear, without strike-throughs or underscores. [See s. 1.05 (3) (c), Manual.] In addition, the notation "(title)" should be included in the treatment clause to notify the reader that the title has been amended. [See s. 1.05 (3) (a), Manual.] Also, the phrase "name business" should be replaced by the phrase "business name."

d. A title should be included in s. Ins 26.05 (5) since all of the other subsections in s. Ins 26.05 currently have titles. [See s. 1.05 (1), Manual.] The text of s. Ins 26.05 (5) should not be underscored because the introductory clause indicates that the subsection is being created.

e. In s. Ins 26.05 (5), the phrase "Certificates of Prelicensing Education" should not be capitalized. [See s. 1.01 (4) (a), Manual.] This comment also applies to s. Ins 26.07 (2).

In addition, as a general comment, the appendices to ch. Ins 26 use inappropriate capitalization in many places. (See, e.g., Appendix 1, Section A. I. E., which inappropriately capitalizes the phrase "Insurance Companies.") Moreover, there typically is an inconsistency with inserted material often being capitalized while existing material is uncapitalized. All of these appendices should be carefully reviewed for inappropriate capitalization.

f. In s. Ins 26.07 (2), "~~ten~~ five days" should be changed to "~~ten~~ 5 days" in order to use numerals. [See s. 1.01 (5), Manual.]

g. In all of the appendices to ch. Ins 26, "SECTION A" and "SECTION B" should not be underscored since they are not being amended.

h. In Appendix 1, Section A. I.; Appendix 2, Section A. I.; Appendix 3, Section A. II.; and Appendix 4, Section A. I, "~~FJ.~~" should be changed to "~~J.~~ F." since the language to be removed should be stricken-through and the new underscored material should immediately follow the stricken material. Also, in Appendix 2, Section B. IV. new A., the old numbers 4. to 10., should first be stricken-through, with the new underscored number immediately following the number that is stricken-through. [See s. 1.06 (1), Manual.] A similar problem exists throughout the appendices.

i. In Appendix 1, Section A. II. J., the phrase "Home/telephone" should be changed to "Home and telephone" in order to avoid using slashed alternatives. [See s. 1.01 (9) (a), Manual.] This comment also applies to Appendix 2, Section A. II. J.; Appendix 3, Section A. II. J.; and Appendix 4, Section A. II. J.

j. In Appendix 1, Section B. IV., current item B. is changed to item A., current item C. is changed to item B. and current item A. is changed to item C. In order to accomplish this, the previous item numbers are not only shown as stricken-through and the new item numbers as underscored, but the text of these items has been moved. A similar approach is used for many other parts of this and other appendices. Because this is material in an appendix rather than in the text of an administrative rule, it is difficult to indicate that these provisions have been renumbered. However, it seems more appropriate to follow drafting protocol and leave the text in the sequence in which it currently appears while showing the changes in numbering. [See s. 1.04 (2) (c), Manual.] As an alternative, because there are so many changes to Appendices 1 to 4, it may be more appropriate to repeal and recreate these appendices so that the text is shown as it will appear.

k. In Appendix 1, Section B. IV. new C. new 1. old c., part of the word "Underinsured" is shown as both stricken-through and underscored. The underscoring should be eliminated.

l. In Appendix 1, Section B. IV. new C. new 2., the new underscored material should immediately follow the material that is stricken-through, rather than preceding it. [See s. 1.06 (1), Manual.]

m. In Appendix 2, Section B. IV. new A. old 3., the subdivisions are both underscored and stricken-through. They should be one or the other, not both.

n. In Appendix 2, Section B. IV. new A, the old numbers 11. to 25. should be completely stricken-through, with the new underscored number immediately following, for example, "~~12.~~ 11.", rather than "112."

### **3. Conflict With or Duplication of Existing Rules**

a. Section Ins 6.59 (4) (a) eliminates the requirement that an application for an agent license include an original certificate of prelicensing education if an exemption form required in ch. Ins 26 is not submitted. This is inconsistent with s. Ins 26.04 (1) which continues to require that a certificate of preliminary education be submitted with the application. This inconsistency should be eliminated.

b. The initial applicability provision in SECTION 7 indicates that the rule applies to an applicant who seeks a license or is tested for a license after January 1, 1999. However, it appears that this initial applicability provision should not apply to all provisions in the rule-making order. For example, if the intent is to have the requirement in s. Ins 6.61 (15) regarding notification to the Office of Commissioner of Insurance (OCI) of a change in name apply to all intermediaries, including intermediaries who were licensed before January 1, 1999, then there should be no initial applicability date which affects this particular provision. The initial applicability provision should be carefully crafted to refer to the appropriate provisions in the rule-making order, not the order as a whole unless that is the intent.

Also, is it the intent to have all individuals who apply for a license or who are tested for a license after January 1, 1999, take courses which fulfill the requirements set forth in the revised Appendices 1 to 4 of ch. Ins 26? If so, this would appear to conflict with s. Ins 26.05 (2) which requires that accredited institutions of higher education submit an application form for course approval to OCI and that, if granted, course approval expires on August 30 of odd-numbered years. It appears that the initial applicability provision should address when accredited institutions are required to submit applications for revised course approval, rather than having the initial applicability provision apply to applicants or individuals who are tested for a license on or after January 1, 1999.

### **4. Adequacy of References to Related Statutes, Rules and Forms**

a. The notice of submittal and the notice of rule-making hearing should indicate that there will be changes in ch. Ins 26, rather than "s. Ins 26." In addition, there should be a reference to changes in ch. Ins 6.

b. In the introductory clause of the order, the reference to Appendices 1, 2, 3, 4 and 6 should specify that they are appendices of ch. Ins 26. This comment also applies to the treatment clause in SECTION 6.

c. In the third bullet point in the analysis, the reference to "form DJ-LG-250" should be changed to "form DJ-LE-250."

d. Section Ins 6.59 (4) (a) refers to "an original exemption form as required in ch. Ins 26 (if required)." It would be helpful if a more specific reference to the latter requirement were specified, for example, by referring to "an original exemption form as required ~~in~~ under ch. Ins 26, if required by s. Ins 26.04 (3)."

e. The effective date provision provides that the rule will take effect on January 1, 1999, as provided in s. 227.22 (2) (intro.), Stats. However, the reference should be to s. 227.22 (2) (b), Stats.

## 5. Clarity, Grammar, Punctuation and Use of Plain Language

a. Because s. Ins 6.59 (4) (a) refers to “an original certificate of prelicensing education,” the first bullet point in the analysis should be changed to refer to this, rather than to “an original certificate of prelicensing *data*” (emphasis added).

b. Section Ins 6.59 (4) (a) specifies the application process for resident intermediary agents and adds a requirement for submission of “an original letter of clearance, if previously licensed in another state.” Presumably this would apply to anyone who had been licensed in another state, regardless of whether the individual is or is not a current resident of Wisconsin. However, the second bullet point in the analysis indicates that an original letter of clearance must be submitted for nonresident applicants. Either the rule or the analysis should be changed to eliminate this inconsistency.

c. The third bullet point in the analysis indicates that a particular form must be “submitted not more than 180 days prior to the submission of an application rather than the original requirement of 90 days prior to the test date.” This is inconsistent with s. Ins 6.59 (4) (a) which indicates that that form must be dated not more than 180 days prior to the *test date*. Either the rule or the analysis should be changed to eliminate this discrepancy, for example, either by specifying in the analysis that this change applies only to applications for a reinsurance intermediary broker or manager license (which is addressed in s. Ins 6.59 (4) (as)) or by changing s. Ins 6.59 (4) (a) to make it consistent with the analysis.

d. The fourth bullet point in the analysis also should indicate that the rule eliminates the requirement that OCI be notified of a change in business address.

e. In the fourth and fifth bullet points in the analysis, the introductory words “mandates” and “requires” should be changed to “mandate” and “require,” respectively.

f. A comma should be inserted at the end of the fifth bullet point in the analysis.

g. The fifth bullet point in the analysis uses the word “non-credit” whereas the sixth bullet point uses the word “noncredit.” The inconsistency in hyphenation should be eliminated.

h. In the seventh bullet point in the analysis, the comma should precede, rather than follow, the word “and.”

i. Because of the repeal of s. Ins 26.06 (2) (b) 4., s. Ins 26.06 (2) (b) 2. also should be amended to insert the conjunction “or” at the end to explain the relationship between s. Ins 26.06 (2) (b) 1., 2. and 3.

j. In the treatment clauses of SECTIONS 3 and 4, a period should be inserted following the subdivision number. Also, a period should be inserted at the end of SECTION 4.

k. In Appendix 1, Section A. II. D., the phrase “including change of address” should be changed to “including change of name or address.” This comment also applies to Appendix 2, Section A. II. D.; Appendix 3, Section A. II. D.; and Appendix 4, Section A. II. D.



l. In Appendix 1, Section A. II. N. 11., it appears that the phrase “Contracting Parties Choice” should be changed to “contracting party’s choice.” This comment also applies to Appendix 2, Section A. II. N. 11.; Appendix 3, Section A. II. N. 11; and Appendix 4, Section A. II. N. 11.

m. In Appendix 1, Section B. IV. new A. 6., items a. and b. should be capitalized.

n. In Appendix 1, Section B. IV. new C. new 1. c., the subsequent items are shown as “1. Split” and “2. Single.” To be consistent with other provisions, these could be shown as “(1) Split” and “(2) Single.” (See, e.g., Appendix 1, Section B. IV. new C. new 2. a.) However, it is also noted that in Appendix 2, Section B. IV. new 6. a. and d. and in Appendix 4, Section B. IV. E. 8. d., a single open parenthesis is used. The appendices should use a consistent format for numbering these items.

o. In Appendix 1, Section B. V. E. 2., the term “Uninsured motorist” is used twice. The first use, which is not underscored, should be deleted.

p. In Appendix 2, Section B. IV. new A. new 8., the word “principal” should be changed to “principle.”

q. In Appendix 2, Section B. IV. new B. new 15., the words “affirmative” and “promissory” should be capitalized. Also, it appears that it would be more appropriate to include new 15., 16. and 17. as subdivisions under new 14.

r. In Appendix 2, Section B. IV. new C. new 6. a. 5), the phrase “Business owners Policy” is not identified as item 6). It appears that it should have been.

s. In Appendix 4, Section A. III. A., the comma should be deleted.

t. In Appendix 4, Section B. IV., there are two items labeled B.: a newly created item B. entitled, “Types of Policies” and an existing item B. entitled, “Policy provisions, clauses, and riders” which was not renumbered. This inconsistency should be eliminated.

u. In Appendix 4, Section B. IV. C. 1. a. and b., the word “primary” should be capitalized.

v. In Appendix 4, Section B. V. B., there are two items labeled I. This inconsistency should be eliminated.

ORDER OF THE COMMISSIONER OF INSURANCE

REPEALING, RENUMBERING, AMENDING AND CREATING A RULE

The office of the commissioner of insurance proposes an order to repeal s. Ins 26.06 (2) (b) 3; to amend ss. Ins 6.59 (4) (a) and (as), 6.61 (15), 26.06 (2) (b) 3, 26.07 (2) and Appendices 1, 2, 3, 4, and 6; and to create s. Ins 26.05 (5), Wis. Adm. Code, relating to the application process and requirements of prelicensing education for insurance agents.

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ANALYSIS PREPARED BY THE COMMISSIONER OF INSURANCE

Statutory Authority: ss. 600.01 (1) (b) 5, 601.41 (3), and 628.04. 191

Statutes interpreted: s. 628.04 (3), Stats.

This order amends the prelicensing education and application requirements for individuals seeking to become licensed insurance agents in the four major lines in Wisconsin. These changes do the following:

- Eliminate the requirement of an original certificate of prelicensing data from the requirements necessary to submit a "complete" application,
- add the requirement of an original letter of clearance to the documents which must be submitted in a complete application for nonresident applicants,
- require that the form DJ-LG-250 from the department of justice be submitted not more than 180 days prior to the submission of an application rather than the original requirement of 90 days prior to the test date,
- mandates that intermediaries notify the commissioner of insurance of any change of name, and eliminate the requirement that intermediaries notify the commissioner of changes in the location of their records,
- requires credit and non-credit course providers to submit a computerized list of individuals completing prelicensing education programs in an electronic format

- rescind the provision permitting an approved noncredit program to be taught by an individual found to be qualified by demonstrating exemplary education or experience in the line of insurance being taught,
- modify the course requirements for prelicensing education and,
- eliminate the exemption from prelicensing education requirement from the prelicensing exemption form for nonresident agents seeking a nonresident license in Wisconsin. ?

SECTION 1. Ins 6.59(4)(a) and (as)<sup>X</sup> and 6.61 (15) are amended; <sup>to read:</sup>

Ins 6.59 (4) Procedure. (a) *Applicant for resident intermediary agents.* Application for a permanent resident agent license, an enlargement of authority or managing general agent authority shall be made on form OCI 11-041 (rev) at the time of examination. A completed application consists of a completed OCI 11-041 (rev.) giving the current address for the residence of the applicant; ~~an original certificate of prelicensing education dated not more than one year prior to the test date or~~ an original exemption form as required in ch. Ins 26 if required; an original Form DJ-LE-250 provided from the Wisconsin department of justice, crime information bureau, dated not more than 180 days prior to the test date; payment of the fees to the testing vendor, a photograph of the applicant taken by the test service at the time of testing; an original letter of clearance, if previously licensed in another state; and any documentation required in answer to questions on the application.

(as) *Application for reinsurance intermediary-broker or reinsurance intermediary-manager.* Application for a reinsurance intermediary broker or manager license shall be made on form OCI 11-040 and filed with the office of the commissioner of insurance. A completed application consists of a completed application form; an original certificate of licensing from the state of residence, if other than Wisconsin, dated not more than 60 days prior to the application date; an original form DJ-LE-250, if a Wisconsin resident, provided from the Wisconsin department of justice, crime information bureau, dated not

more than ~~90~~ 180 days prior to ~~the test date~~ submission of the application; and any documentation required in answer to questions on the application.

Ins 6.61 Intermediary records. (15) CHANGE OF NAME OR ADDRESS. Each intermediary shall, within 30 days, notify the commissioner of insurance in writing of any change in the intermediary's (name business) or residence address ~~or any change of address of location of the intermediary's records.~~

SECTION 2. Ins 26.05 (5) is created to read:

Ins 26.05 (5) A credit program shall submit to the commissioner a computerized list giving the name, home address, date of completion, type of class and date of birth in an electronic format specified by the commissioner of all persons satisfactorily completing credit prelicensing education programs. Accompanying the submission shall be a letter signed by a person authorized to sign certificates of prelicensing education certifying that the students listed personally attended the minimum required statutory class room instruction. The computerized list shall be furnished to the commissioner within five days following the date of completion of credit prelicensing education programs.

NO  
under SE

SECTION 3. Ins 26.06 (2)(b) 3 is amended to read:

26.06 (2) (b) 3. A member of the state bar in at least one state or the District of Columbia who is engaged in the field of insurance-related law; ~~or~~ and

SECTION 4. Ins 26.06 (2) (b) 4 is repealed

SECTION 5. Ins 26.07 (2) is amended to read:

Ins 26.07 (2) A noncredit program shall submit to the commissioner a computerized list giving the name, home address, date of ~~certificate completion~~, type of class, and date of birth ~~and social security number~~ in an electronic format specified by the commissioner of all persons satisfactorily completing noncredit ~~continuing~~ prelicensing education programs. Accompanying the ~~diskette~~ submission shall be a letter signed by a person authorized to sign certificates of prelicensing education certifying that the students listed personally attended the minimum required statutory class room instruction. The

computerized list shall be furnished to the commissioner within ~~ten~~ five days following the date of completion of noncredit prelicensing education programs.

SECTION 6. Appendices 1, 2, 3, 4 and 6 are amended to read:

APPENDIX 1 - CASUALTY INSURANCE COURSE REQUIREMENTS

SECTION A

- I. Principles of Insurance -- ~~2~~ 1 Hours
- A. ~~Nature~~ Definition of risk
  - B. Risk management
  - C. Insurable and noninsurable risk
  - D. Pooling concept--law of large numbers
  - E. ~~Government as insurer~~ Types of Insurance Companies
  - ~~F. Forms of ownership~~
  - ~~G. Marketing systems~~
  - ~~H. Competition in the industry~~
  - ~~I. Functions of insurers~~
  - (RJ) Reinsurance
- II. General Wisconsin Insurance Laws -- ~~3~~ 4 Hours
- A. Duties and powers of Insurance Commissioner--statutory and rule-making
  - B. Knowledge of administrative action process, including hearings and penalties
  - C. Purpose of licensing, including procedures and who must be licensed
  - D. Record keeping and changes in agent status, including change of address
  - E. Agent license expiration, revocation, suspension, and limitation
  - F. General regulations regarding misrepresentation, knowledge of acts of agent, rebating
  - G. Regulation of specific insurance contract changes regarding cancellation, nonrenewal, notice of proof of loss, and payment of claims
  - H. Unfair claims methods and practices--timely payment of claims
  - I. Fair rating practices
  - J. Home/telephone solicitation requirements

K. Section 628.32, Wis. Stat., written disclosure of fees other than commissions

L. Controlled Business

M. Proper Exchange of Business

N. Unfair Marketing Practices

1. Misrepresentation
2. Unfair Inducement
3. Unfair Discrimination
4. Extra Charges
5. Influencing Employers
6. Unfair Use of Official Position
7. Returning Indicia of Agency
8. Churning
9. Twisting
10. Restraint of Competition
11. Unfair Restriction of Contracting Parties Choice of Insurer

O. Insurance Contracts in Wisconsin

III. Ethics -- 3 Hours

- A. Fiduciary duties, and responsibilities
- B. Conflict of interest
- C. Ethical marketing practices, including fair and ethical treatment of policyholders
- D. Appropriate claims practices
- E. Suitability of product to client
- F. Social responsibility of insurance agent
- G. Agent/company relationships
- H. Maintaining appropriate insurance expertise
- ~~I. Education of policyholders~~
- ~~J. Understanding of client needs~~

SECTION B

IV. ~~Policies, Terms, and Concepts~~ Terms, Concepts and Policies -- 6 10  
Hours

BA. Insurance terms and related concepts

1. Risks
2. Hazards
3. Indemnity
4. Insurable interest
5. Actual cash value
6. Negligence
  - a. contributory
  - b. comparative
7. Liability
8. Accident
9. Occurrence
10. Burglary
11. Robbery
12. Theft
13. Mysterious disappearance
14. Fidelity (employe dishonesty)
15. Warranties
16. Representations
17. Concealment
18. Bodily injury liability
19. Property damage liability
20. Personal injury liability
21. Limits of liability
22. Deductibles
23. Incidental contracts
24. Binders
25. Custodian
26. Messenger

27. Guard or Watchperson

CB. Policy provisions

1. Declarations
2. Insuring Agreement
3. Conditions
4. Exclusions
5. Definition of the Insured
6. Duties of the Insured
7. Cancellation and Nonrenewal Provisions
8. Supplementary Payment (Additional Coverages)
9. Proof of Loss
10. Notice of Claim
11. Arbitration
12. Pro Rata Liability (Other Insurance)
13. Subrogation
14. Compliance with Provisions of Fair Credit Reporting Act
15. Claims Made Policy Form
16. Salvage
17. Consent to Settle a Loss
18. Limitations

AC. Types of policies, bonds, and related terms

21. Automobile Insurance - personal & family auto and business & commercial auto

- ~~a. Physical damage (collision and comprehensive)~~
- ~~b. Uninsured motorists~~
- ~~c. Underinsured motorists~~
- ~~d. Named insureds~~
- ~~e. Insureds~~
- ~~f. Owned automobile~~
- ~~g. Nonowned automobile~~
- ~~h. Temporary substitute auto~~

- a. Bodily Injury
- b. Property Damage
- c. Limits
  1. Split
  2. Single
- d. Medical payments
- e. Supplementary payments



- f. Physical damage
  - 1. Collision
  - 2. Comprehensive
- g. Uninsured motorist
- h. Underinsured motorist
- i. Named insureds
- j. Insureds
- k. Owned automobile
- l. Nonowned automobile
- m. Temporary substitute auto
- n. Hired auto
- o. Cancellation and nonrenewal
- p. Towing and labor
- q. Personal auto policy
- r. Family auto policy
- s. Business auto policy
- t. Garage liability policy

12. General liability

- a. Exposures (hazards)
  - (1) Premises and operations
  - (2) Products and completed operations
  - (3) Contractual liability
  - (4) Vicarious liability/independent contractors
- b. Coverage forms
  - (1) Commercial General Liability (CGL)
    - (a) Occurrence form
    - (b) Claims made form
  - (2) Owners and Contractors Protective Liability

- ~~a. Owners, landlords, and tenants liability~~
- ~~b. Manufacturers and contractors liability~~
- ~~c. Products and completed operations liability~~
- ~~d. Contractual liability~~
- ~~e. Comprehensive general liability~~
- ~~f. Premises/operations liability~~
- ~~g. Owners and contractors protective liability~~

3. Commercial General Liability

4. Bonding and Commercial Crime Insurance

- a. Theft, disappearance and destruction form
- b. Robbery and safe burglary form
- c. Premises burglary coverage form
- d. Fidelity bonds
- e. Surety bonds
- f. Other miscellaneous bonds

35. Worker's compensation

46. Professional liability

- a. Errors and Omissions
- b. Directors and Officers

57. Umbrella/excess liability

V. Wisconsin Casualty Insurance Law -- 62 Hours

A. General rate standards

B. Prohibited classification of risks

C. Surplus lines

1. Definition
2. Prohibitions and restrictions
3. Responsibilities of agents and brokers

D. Oral contracts

E. Automobile liability

1. Financial responsibility
  - a. Definition
  - b. Persons required to show proof
2. Required coverages and prohibited exclusions  
Uninsured motorist
  - a. Uninsured motorist
3. Cancellation or nonrenewal
4. Responsibility for minors operating motor vehicles
5. Wisconsin Automobile Insurance Plan

F. Worker's compensation

1. Purpose
2. Definitions
3. Wisconsin worker's compensation insurance pool

APPENDIX 2 - PROPERTY INSURANCE COURSE REQUIREMENTS

SECTION A

I. Principles of Insurance -- 2 1 Hours

- A. Nature Definition of risk
- B. Risk management
- C. Insurable and noninsurable risk
- D. Pooling concept--law of large numbers
- E. ~~Government as insurer~~Types of Insurance Companies
- ~~F. Forms of ownership~~
- ~~G. Marketing systems~~
- ~~H. Competition in the industry~~
- ~~I. Functions of insurers~~
- F. Reinsurance

II. General Wisconsin Insurance Laws -- 3 4 Hours

- A. Duties and powers of Insurance Commissioner--statutory and rule-making
- B. Knowledge of administrative action process, including hearings and penalties
- C. Purpose of licensing, including procedures and who must be licensed
- D. Record keeping and changes in agent status, including change of address
- E. Agent license expiration, revocation, suspension, and limitation
- F. General regulations regarding misrepresentation, knowledge of acts of agent, rebating
- G. Regulation of specific insurance contract changes regarding cancellation, nonrenewal, notice of proof of loss, and payment of claims
- H. Unfair claims methods and practices--timely payment of claims
- I. Fair rating practices
- J. Home/telephone solicitation requirements
- K. Section 628.32, Wis. Stat., written disclosure of fees other than commissions
- L. Controlled Business
- M. Proper Exchange of Business

N. Unfair Marketing Practices

1. Misrepresentation
2. Unfair Inducement
3. Unfair Discrimination
4. Extra Charges
5. Influencing Employers
6. Unfair Use of Official Position
7. Returning Indicia of Agency
8. Churning
9. Twisting
10. Restraint of Competition
11. Unfair Restriction of Contracting Parties Choice of Insurer

O. Insurance Contracts in Wisconsin

III. Ethics -- 3 Hours

- A. Fiduciary duties, and responsibilities
- B. Conflict of interest
- C. Ethical marketing practices, including fair and ethical treatment of policyholders
- D. Appropriate claims practices
- E. Suitability of product to client
- F. Social responsibility of insurance agent
- G. Agent/company relationships
- H. Maintaining appropriate insurance expertise
- ~~I. Education of policyholders~~
- ~~J. Understanding of client needs~~

SECTION B

IV. ~~Policies, Terms, and Concepts~~ Terms, Concepts, and Policies -- 610  
Hours

BA. Insurance terms and related concepts

1. Insurance
2. Insurable interest
3. ~~Risk~~

- 
- ~~a. Pure risk~~
  - ~~b. Speculative~~

34. Hazard

- a. Physical
- b. Moral
- c. Morale

45. Peril (causes of loss)

- a. Specified (named) perils
  - 1) Standard fire
  - 2) Extended coverage
  - 3) Broad form

b. ~~All-risk~~ Open Perils (all physical loss)

56. Loss

- a. Direct
- b. Indirect

67. Proximate cause

78. Deductible

89. Principal of Indemnity

910. Actual cash value

110. Replacement cost

112. Limits of liability

123. Coinsurance

134. Pair and set clause

145. Extensions of coverage

156. Additional coverages

167. Accident

178. Occurrence

- 189. Cancellation
- ~~20~~19. Nonrenewal
- ~~20~~1. Vacancy and unoccupancy
- ~~21~~2. Right of Salvage
- ~~22~~3. Abandonment
- ~~23~~4. Liability
- ~~24~~5. Negligence
- EB. Policy provisions and contract law
  - 1. Parts of a Policy
    - a1. Declarations
    - b2. Insuring agreement
    - c3. Conditions
    - d4. Exclusions
  - 25. Definition of the insured
  - 36. Duties of the insured
  - 47. Obligations of the insurance company
  - 58. Mortgagee rights
  - 69. Proof of loss
  - 7~~10~~. Notice of claim
  - 8~~11~~. Appraisal
  - 9~~12~~. Pro rata liability (other insurance)
  - 10~~13~~. Assignment
  - 11~~14~~. Subrogation
  - 12~~15~~. Arbitration
  - 13~~16~~. Elements of a contract
  - 14~~17~~. Warranties, Representations, and Concealment
    - 15. Warranty
      - a. affirmative
      - b. promissory
    - 16. Breach of warranty
    - 17. Concealment
    - 18. Binders
    - 19. Sources of insurability information

20. Fair Credit Reporting Act

AC. Types of policies

1. Standard fire

2. Personal lines

a. ~~Dwelling and contents (DP Forms)~~

~~b. CPL (comprehensive personal liability)~~

b. Homeowners (HO) Forms

c. Mobile Homes

e3. Homeowners policy

4. Watercraft

5. Flood insurance

36. Commercial Lines

a. General property Commercial Package Policy (CPP)

1) Building and Personal Property Coverage Form

2) Causes of Loss Forms

3) Business Income Coverage Form

4) Extra Expense Coverage Form

5) Boiler and Machinery Coverage Form

~~b. Special multi peril Business owners Policy~~

~~c. Business owner policy~~

~~d. Business interruption~~

~~1) Gross earnings~~

~~2) Earnings~~

~~3) Extra expense~~

47. Inland marine

a. Personal floaters

b. Commercial floaters

5. Others policies

a. Flood insurance

b. Personal Watercraft

c. Farm and ranch insurance

d. Commercial ocean marine

e. Earthquake insurance

V. Wisconsin Property Insurance Law -- 6 2 Hours

A. General rate standards - use and file provisions

B. Prohibited classification of risks

C. Surplus lines

1. Definitions

2. Prohibitions and restrictions

3. Responsibilities of agents and brokers

D. Oral contracts

- E. Content of forms
- F. Definition of loss
- G. Wisconsin Insurance Plan
- H. Valued policy law
- I. Vacancy rule
- J. Time period for filing claim



APPENDIX 3 - LIFE INSURANCE COURSE REQUIREMENTS

SECTION A

- I. Principles of Insurance -- 2 1 Hours
- A. Nature Definition of risk
  - B. Risk management
  - C. Insurable and noninsurable risk
  - D. Pooling concept--law of large numbers
  - E. ~~Government as insurer~~Types of Insurance Companies
  - F. ~~Forms of ownership~~
  - ~~G. Marketing systems~~
  - ~~H. Competition in the industry~~
  - ~~I. Functions of insurers~~
  - FJ. Reinsurance
- II. General Wisconsin Insurance Laws -- 3 4 Hours
- A. Duties and powers of Insurance Commissioner--statutory and rule-making
  - B. Knowledge of administrative action process, including hearings and penalties
  - C. Purpose of licensing, including procedures and who must be licensed
  - D. Record keeping and changes in agent status, including change of address
  - E. Agent license expiration, revocation, suspension, and limitation
  - F. General regulations regarding misrepresentation, knowledge of acts of agent, rebating
  - G. Regulation of specific insurance contract changes regarding cancellation, nonrenewal, notice of proof of loss, and payment of claims
  - H. Unfair claims methods and practices--timely payment of claims
  - I. Fair rating practices
  - J. Home/telephone solicitation requirements
  - K. Section 628.32, Wis. Stat., written disclosure of fees other than commissions
  - L. Controlled Business
  - M. Proper Exchange of Business

N. Unfair Marketing Practices

1. Misrepresentation
2. Unfair Inducement
3. Unfair Discrimination
4. Extra Charges
5. Influencing Employers
6. Unfair Use of Official Position
7. Returning Indicia of Agency
8. Churning
9. Twisting
10. Restraint of Competition
11. Unfair Restriction of Contracting Parties Choice of Insurer

O. Insurance Contracts in Wisconsin

III. Ethics -- 3 Hours

- A. Fiduciary duties, and responsibilities
- B. Conflict of interest
- C. Ethical marketing practices, including fair and ethical treatment of policyholders
- D. Appropriate claims practices
- E. Suitability of product to client
- F. Social responsibility of insurance agent
- G. Agent/company relationships
- H. Maintaining appropriate insurance expertise
- ~~I. Education of policyholders~~
- ~~J. Understanding of client needs~~

SECTION B

IV. ~~Policies, Terms, and Concepts~~ Life Insurance -- 69 Hours

A. ~~Types of policies~~ Purpose of Life Insurance

~~1. Traditional whole life products~~

- ~~a. Ordinary (straight) life~~
- ~~b. Limited pay and single premium life~~
- ~~c. Modified and graded premium whole life~~
- ~~d. Adjustable life~~

~~2. Interest sensitive whole life products~~

- ~~a. Universal life~~
- ~~b. Variable whole life~~
- ~~c. Variable universal life~~

~~3. Term life~~

- ~~a. Level, decreasing, and increasing term~~
- ~~b. Renewable term~~
- ~~c. Convertible term~~

~~4. Annuities~~

- ~~a. Single, level, and flexible premium~~
- ~~b. Immediate and deferred~~
- ~~c. Fixed and variable requirement of security license~~

~~5. Endowment~~

~~6. Combination plans~~

- ~~a. Family policy~~
- ~~b. Family income policy~~
- ~~c. Family maintenance policy~~

B. ~~Policy riders, provisions, options, and exclusions~~ Types of Policies

1. Term Life

- a. Level Term
- b. Decreasing Term
- c. Increasing Term
- d. Special Features

- 1) Renewable
- 2) Convertible

2. Whole Life

- a. Ordinary Life
- b. Limited Pay Policies
- c. Single Pay Policy
- d. Modified and Graded Premium Whole Life
- e. Adjustable Life

3. Interest-Sensitive Life Products

- a. Variable Life
- b. Universal Life
- c. Variable Universal Life
- d. Interest-sensitive Whole Life

4. Endowment

5. Combination Plans

- a. Family Policy
- b. Family Income Policy
- c. Family Maintenance Policy
- d. Joint Life
- e. Survivorship Life

6. Annuities - Non-Qualified

- a. Single, Level, and Flexible Premium
- b. Immediate and Deferred
- c. Fixed and Variable

7. Retirement Plans - Qualified

- a. Individual Retirement Account (IRA)
- b. 403(b) Plan - Tax Sheltered Annuity (TSA)
- c. Simplified Employee Pension (SEP)
- d. Self-employed Keogh (HR-10) Plans
- e. 401 (k) Plans
- f. Defined Contribution Plan
- g. Defined benefit plan

8. Group Life Insurance

~~1. Policy riders~~

- ~~a. Waiver of premium~~
- ~~b. Guaranteed insurability~~
- ~~c. Payer benefit~~
- ~~d. Accidental death and/or accident death, and dismemberment~~
- ~~e. Term riders~~
- ~~f. Other insureds (e.g., spouse, children, nonfamily)~~

~~2. Policy provisions and options~~

- ~~a. Entire contract~~
- ~~b. Insuring clause~~
- ~~c. Free look~~
- ~~d. Consideration clause~~
- ~~e. Owner's rights~~
- ~~f. Primary and contingent beneficiaries~~
- ~~g. Revocable and irrevocable beneficiaries~~
- ~~h. Change of beneficiary~~
- ~~i. Modes of premium payment~~
- ~~j. Grace period~~
- ~~k. Automatic premium loan~~
- ~~l. Reinstatement~~
- ~~m. Policy loan~~
- ~~n. Nonforfeiture options~~
- ~~o. Dividends and dividend options~~
- ~~p. Incontestability~~
- ~~q. Assignment~~

- ~~\_\_\_\_\_~~ r. Suicide
- ~~\_\_\_\_\_~~ s. Misstatement of age
- ~~\_\_\_\_\_~~ t. Settlement options
- ~~\_\_\_\_\_~~ u. Conversion options (individual policy)

~~\_\_\_\_\_~~ 3. Policy exclusions

9. Life Insurance Sold to Fund Prearranged Funeral Plans

10. Viatical Settlements

C. ~~\_\_\_\_\_~~ Completing the application, underwriting, and delivering the policy  
Other Insurance Concepts

1. Business Insurance

- a. Key Employee Life
- b. Buy and Sell Agreement
- c. Split Dollar Plan

2. Third-Party Ownership

3. Accelerated Death Benefits - Living Benefits

~~\_\_\_\_\_~~ 1. Completing the application

- ~~\_\_\_\_\_~~ a. Requiring signatures
- ~~\_\_\_\_\_~~ b. Changes in the application
- ~~\_\_\_\_\_~~ c. Consequences of incomplete applications
- ~~\_\_\_\_\_~~ d. Warranties and representations
- ~~\_\_\_\_\_~~ e. Collecting the initial premium and issuing the receipt

~~\_\_\_\_\_~~ 2. Underwriting

- ~~\_\_\_\_\_~~ a. Insurable interest
- ~~\_\_\_\_\_~~ b. Medical information and consumer reports
- ~~\_\_\_\_\_~~ c. Fair Credit Reporting Act
- ~~\_\_\_\_\_~~ d. Risk classification

~~\_\_\_\_\_~~ 3. Delivering the policy

- ~~\_\_\_\_\_~~ a. When coverage begins
- ~~\_\_\_\_\_~~ b. Obtaining a statement of good health
- ~~\_\_\_\_\_~~ c. Explaining the policy and its provisions, riders, exclusions, and ratings to the client

D. ~~\_\_\_\_\_~~ Taxes, Retirement, and Other Insurance Concepts Social Security  
Benefits and Taxes

1. Retirement Benefits

2. Survivorship Benefits

3. Disability Benefits

4. Tax Treatment of Insurance Premiums, Proceeds, Dividends

- a. Individual Life
- b. Group Life
- c. 1035 Exchange Form

- ~~1. Third party ownership~~
- ~~2. Group life insurance~~
- ~~3. Retirement plans~~
- ~~4. Business insurance (e.g., key employee, buy and sell agreement, split dollar, etc.)~~
- ~~5. Social security benefits and taxes~~
- ~~6. Tax treatment of insurance premiums, and proceeds~~

E. Policy Riders, Provisions, Options, and Exclusions

1. Policy Riders

- a. Waiver of Premium
- b. Guaranteed Insurability
- c. Payor Benefit
- d. Accidental Death and Dismemberment
- e. Term Riders
- f. Other Insureds

2. Policy Provisions and Options

- a. Entire Contract Provision
- b. Insuring Clause
- c. Free Look
- d. Consideration
- e. Owner's Rights
- f. Beneficiary Designations
  - 1) Primary, Contingent, and Tertiary
  - 2) Revocable and Irrevocable
  - 3) Changes
  - 4) Common Disaster
- g. Premium Payment
  - 1) Modes
  - 2) Grace Period
  - 3) Automatic Premium Loan
  - 4) Level or Flexible
- h. Reinstatement
- i. Policy Loans, Withdrawals, Partial Surrenders
- j. Nonforfeiture Options
- k. Dividends and Dividend Options
- l. Incontestability
- m. Assignments
- n. Suicide
- o. Misstatement of Age
- p. Settlement Options

3. Policy Exclusions

F. Completing and Application, Underwriting, and Delivering the Policy

1. Completing the Application

- a. Required Signatures
- b. Changes in the Application
- c. Consequences of Incomplete Applications
- d. Warranties and Representations
- e. Collecting the Initial Premium and Issuing the Receipt

2. Underwriting

- a. Insurable Interest
- b. Medical Information and Consumer Reports
- c. Fair Credit Reporting Act
- d. Risk Classification

3. Delivering the Policy

- a. When Coverage Begins
- b. Explaining the Policy and its Provisions, Riders, Exclusions, and Ratings to the Client

V. Wisconsin Life Insurance Law -- 63 Hours

A. Policy provisions Life Insurance Marketing

- 1. Grace period Bonuses
- 2. Separate benefits Policy Replacement
- 3. Incontestability Backdating
- 4. Misstatement of age Proposal Requirements
- 5. Assignment of rights Life Insurance Sold with a Mutual Fund
- 6. Designation of beneficiaries Disclosure Requirements - Life Insurance
- 7. Variable contracts Policy Summary/Life Insurance Illustrations
- 8. Other Selling Requirements
- 9. Requirements for Advertisements, Representations, and Solicitations
- 10. Disclosure Requirements - Annuities
- 11. Preliminary Contract Summary

B. Marketing practices Definition of a Variable Contract

- ~~1. Bonuses~~
- ~~2. Replacement of policies~~
- ~~3. Disclosure requirements~~
- ~~4. Suitability~~
- ~~5. Combination sales~~
- ~~6. Recordkeeping~~

C. Contestability of Individual Life Policies by Insurer

D. Assignment of Rights

E. Misstatement of Age

F. Designation of Beneficiary

G. Special Requirement Related to AIDS

GH. State Life Insurance Fund



APPENDIX 4 - ACCIDENT AND HEALTH INSURANCE COURSE REQUIREMENTS

SECTION A

I. Principles of Insurance -- ~~2~~ 1 Hours

- A. Nature Definition of risk
- B. Risk Management
- C. Insurable and noninsurable risk
- D. Pooling concept--law of large numbers
- ~~E. Government as insurer~~ Types of Insurance Companies
- ~~F. Forms of ownership~~
- ~~G. Marketing systems~~
- ~~H. Competition in the industry~~
- ~~I. Functions of insurers~~
- ~~FJ. Reinsurance~~

II. General Wisconsin Insurance Laws -- ~~3~~ 4 Hours

- A. Duties and powers of Insurance Commissioner--statutory and rule-making
- B. Knowledge of administrative action process, including hearings and penalties
- C. Purpose of licensing, including procedures and who must be licensed
- D. Record keeping and changes in agent status, including change of address
- E. Agent license expiration, revocation, suspension, and limitation
- F. General regulations regarding misrepresentation, knowledge of acts of agent, rebating
- G. Regulation of specific insurance contract changes regarding cancellation, nonrenewal, notice of proof of loss, and payment of claims
- H. Unfair claims methods and practices--timely payment of claims
- I. Fair rating practices
- J. Home/telephone solicitation requirements
- K. Section 628.32, Wis. Stat., written disclosure of fees other than commissions
- L. Controlled Business
- M. Proper Exchange of Business

N. Unfair Marketing Practices

1. Misrepresentation
2. Unfair Inducement
3. Unfair Discrimination
4. Extra Charges
5. Influencing Employers
6. Unfair Use of Official Position
7. Returning Indicia of Agency
8. Churning
9. Twisting
10. Restraint of Competition
11. Unfair Restriction of Contracting Parties Choice of Insurer

O. Insurance Contracts in Wisconsin

III. Ethics -- 3 Hours

- A. Fiduciary duties, and responsibilities
- B. Conflict of interest
- C. Ethical marketing practices, including fair and ethical treatment of policyholders
- D. Appropriate claims practices
- E. Suitability of product to client
- F. Social responsibility of insurance agent
- G. Agent/company relationships
- H. Maintaining appropriate insurance expertise
- ~~I. Education of policyholders~~
- ~~J. Understanding of client needs~~

SECTION B

IV. ~~Policies, Terms, and Concepts~~ Accident and Health Insurance-- 6 9 Hours

A. ~~Types of policies~~ Purpose of Accident and Health Insurance

B. Types of Policies

31. Medical expense insurance policies

- a. Basic hospital, medical, and surgical policies (base or scheduled policies)
- b. Major medical policies
- c. Comprehensive major medical policies
- d. Long Term Care
- e. Health Maintenance Organizations (HMO)
- f. Preferred Provider Organization (PPO)
- g. Multiple Employer Trusts (MET)
- h. Multiple Employer Welfare Association (MEWA)
- i. Service organizations (Blue Plans)

42. Disability income

- a. Individual disability income policy
- b. Business overhead expense policy
- c. Business health insurance Disability Buyout Policy
- d. Group Disability Income Policy

43. Accidental death and dismemberment

54. Group insurance

- a. Group conversion
- b. Differences between individual and group contracts
- c. General concepts
- d. COBRA

45. Medicare supplement and Medicare Select policies

B. Policy provisions, clauses, and riders

1. Mandatory (uniform policy) provisions

- a. Entire contract
- b. Time limit on certain defenses (incontestable period)
- c. Grace period
- d. Reinstatement
- e. Notice of claim
- f. Claim forms
- g. Proof of loss
- h. Time of payment of claims
- i. Payment of claims
- j. Physical examination and autopsy
- k. Legal actions
- l. Change of beneficiary

2. Optional provisions

- a. Change of occupation
- b. Misstatement of age
- c. Illegal occupation

3. Other provisions and clauses

- a. Insuring clause
- b. Free look (10-day, 20-day, etc.)
- c. Consideration clause
- d. Probationary (waiting) period
- e. Elimination (waiting) period
- f. Waiver of premium
- g. Exclusions
- h. Pre-existing conditions
- i. Recurrent disability
- j. Coinsurance
- k. Deductibles

4. Riders

- a. Impairment rider
- b. Guaranteed insurability rider
- c. Multiple indemnity rider (double, triple)

5. Rights of renewability

- a. Noncancellable
- b. Cancelable
- c. Guaranteed renewable
- d. Conditionally renewable
- e. Optionally renewable
- f. Period of time

C. Social insurance

1. Medicare

- a. primary, secondary payor
- b. Medicare and Choice

2. Medicaid

3. Social security benefits

4. Badger Care

D. Other insurance concepts

1. Total, partial, and residual disability

2. Owner's rights

3. Dependent children benefits

4. Primary and contingent beneficiaries

5. Modes of premium payments (monthly, quarterly, annually, semiannual, etc.)

6. Nonduplication and coordination of benefits (e.g., primary vs. excess)

7. Occupational vs. nonoccupational

8. Tax Treatment of premiums and proceeds of insurance contracts (e.g., disability income, and medical expense, etc.)

9. Managed Care

E. Field underwriting procedures

1. Completing application and obtaining necessary signatures
2. Explaining sources of insurability information (e.g., MIB Report, Fair Credit Reporting Act, etc.)
3. Upon payment of initial premium, giving prospect conditional receipt, and explaining the effect of that receipt (e.g., medical exam, etc.)
4. Submitting application (and initial premium, if collected) to company for underwriting
5. Assuring delivery of policy to client
6. Explaining policy and its provisions, riders, exclusions, and ratings to clients
7. In cases where initial premium did not accompany application, obtaining signed statement of continued good health, and obtaining premium for transmittal
8. Contract law
  - a. Requirements of a contract
  - b. Insurable interest
  - c. Warranties and representations
  - d. Unique Aspects of the Health Contract

- 1) Conditional
- 2) Unilateral
- 3) Adhesion

V. Wisconsin Health Insurance Law -- 63 Hours

A. General policy provisions

1. Right of return
2. Right of insurer to contest
3. Pre-existing conditions
4. Application ~~process~~ responsibilities for accident and health
5. Grace periods

B. Mandated benefits

1. Handicapped children
2. Newborn children
3. ~~Chiropractors services~~ Declined risks

4. Alcoholism, drug abuse, and mental and nervous disorders
5. Home health care
6. Skilled nursing care
7. Kidney disease treatment
8. Diabetes
9. Maternity benefits
10. Nurse Practitioners
11. Optometrists
12. Chiropractic
13. Adopted Children
14. Grandchildren
15. Mammograms
16. Lead Screening
17. TMJ Coverage
18. Hospital/Anesthesia coverage for dental care
19. Breast Reconstruction
- C. ~~Riders and endorsements~~ Wisconsin Medicare Supplements
- D. Requirements of Medicare Supplements
- E. Special Nursing Home and Long Term Care Regulations for Nursing Home and Long Term Care Policies
- F. Special Provisions, Sale of Group or Individual Health to Small Employers
- G. HIPAA (Health Insurance Portability and Accountability Act)
- H. Continuation and Conversion Privileges
- I. Cancer insurance and other dread disease
- DI. Marketing Methods and practices
  1. Advertising  
Company approval of advertising
  2. Suitability
  3. Outline of coverage
  4. Policy Replacement
  5. ~~Medicare supplement policies~~ Identification of Insurer (Advertiser)

6. ~~Nursing home policies~~ Testimonials, Endorsements, or  
Commendations by Third Parties

7. ~~Continuation and conversion~~ Disparaging Comparisons and  
Statements

8. ~~Cancer insurance and other dread disease~~

EJ. Health Insurance Risk-Sharing Plan (HIRSP)

Appendix 6

EXEMPTION FORM FROM PRELICENSING REQUIREMENTS

(Note: Must be on green paper)

I hereby certify that I am exempt from the prelicensing requirement for the following reason(s):

\_\_\_\_\_ 1. Applicant for a limited line insurance license for automobile, credit life/credit accident and health, managing general agent, or title.

~~\_\_\_\_\_ 2. Any nonresident applying for a nonresident license in the State of Wisconsin.~~

\_\_\_\_\_ 23. Any applicant who has completed a two-year Wisconsin vocational school degree in insurance (attach an original transcript).

\_\_\_\_\_ 34. Any applicant who has completed a four-year college degree in business with an insurance emphasis (attach an original transcript).

I have attached the necessary documentation.

\_\_\_\_\_  
Date

\_\_\_\_\_  
Applicant's Signature

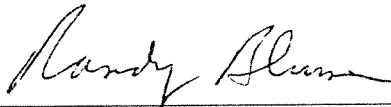
Attachments



SECTION 7. INITIAL APPLICABILITY. This rule applies to any applicant who seeks to be licensed or is tested for an insurance license after January 1, 1999.

SECTION 8. EFFECTIVE DATE. This rule will take effect on January 1, 1999, as provided in s. 227.22 (2) (intro.), Stats.

Dated at Madison, Wisconsin, this 28<sup>th</sup> day of May, 1998.

  
\_\_\_\_\_  
Randy Blumer  
Commissioner of Insurance