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IIC Principles and Practice of Insurance Sample Questions (Q97-Q102):

NEW QUESTION # 97

A person applies for fire insurance on their house but fails to mention that in winter they leave the house unoccupied for two months while vacationing. What is this an example of?

- A. Discharge of contract
- B. Breach of warranty
- C. Non-disclosure
- D. Negligence

Answer: C

Explanation:

Insurance contracts are built on the principle of utmost good faith, meaning applicants must disclose all material facts that could influence the insurer's decision to accept the risk or determine the premium. Failing to mention a material fact-such as the home being unoccupied for long periods-is considered non-disclosure. Unoccupancy increases the risk of vandalism, frozen pipes, fire severity, and delayed emergency response, all of which affect underwriting decisions.

Option A, negligence, refers to failure to act with reasonable care, not failure to disclose.

Option C, breach of warranty, applies only after a policy is in force and a condition guaranteed to be true is violated.

Option D, discharge of contract, refers to cancellation or completion of contractual obligations.

Since the issue arises during the application stage and involves withholding a material fact, the correct classification is non-disclosure.

NEW QUESTION # 98

In a non-proportional (excess of loss) reinsurance contract, the reinsurer agrees to pay the portion of any loss that exceeds \$80,000, up to an additional \$100,000.

How much would the primary insurer pay for an insured loss of \$60,000?

- A. \$36,000
- B. \$0
- C. \$60,000
- D. \$20,000

Answer: C

Explanation:

Comprehensive Explanation (150-250 words):

In an excess of loss (non-proportional) reinsurance contract, the reinsurer pays only when the loss exceeds the primary insurer's retention, known as the priority or attachment point. In this question, the priority is \$80,000.

This means reinsurance does not respond unless the loss exceeds \$80,000.

Here, the actual loss is \$60,000, which is below the attachment point. Because the loss never reaches the \$80,000 threshold, the reinsurer owes nothing. The entire loss remains the responsibility of the primary insurer.

The reinsurer's limit of \$100,000 only becomes relevant if the loss exceeds \$80,000, which is not the case here.

Therefore, the primary insurer pays 100% of the \$60,000 loss.

Correct answer: D.

NEW QUESTION # 99

MacMan Inc. employs several salespersons who travel throughout Canada with samples of its products.

Which type of coverage does MacMan Inc. require to protect its samples while in the salespersons' possession?

- A. Accident Insurance
- B. Aviation Insurance
- C. Commercial Property Floater
- D. Personal Property Floater

Answer: C

Explanation:

A commercial property floater is designed for businesses that regularly transport goods, equipment, or samples away from their main premises. In this case, MacMan Inc.'s traveling sales staff carry product samples across Canada. These samples are considered business property, not personal property. Therefore, they must be insured under a commercial floater, which provides coverage regardless of location—hotel rooms, vehicles, trade shows, or customer visits.

Option C, personal property floater, applies to individual property such as jewelry, fine arts, or sporting goods, not business merchandise. Option A, aviation insurance, is irrelevant unless aircraft are owned or used by the business for transport. Option B, accident insurance, covers personal injuries, not physical property.

Because the exposure involves business-owned goods off-premises, the correct coverage is the commercial property floater. It ensures protection against theft, loss, or damage while the goods are in the custody of traveling employees.

NEW QUESTION # 100

In their property insurance application, a Quebec client stated there was no home business. The underwriter binds the policy without knowing the client runs a daycare in a detached garage. If a loss occurs, will there be consequences?

- **A. Yes; if the concealment is proven it could result in the contract being nullified**
- B. No; in-home businesses with a low to medium hazard grade do not affect eligibility
- C. No; as long as the homeowner has at least three years' experience in the business
- D. Yes; any claims will be subject to an increased deductible depending on the size of the loss

Answer: A

Explanation:

Insurance contracts rely on the principle of utmost good faith, requiring applicants to disclose all material facts—facts that would influence an underwriter's decision to accept, decline, or rate a risk. Operating a home daycare is unquestionably a material change in exposure, as it increases traffic, liability hazards, and occupancy risk. Even though the daycare is conducted in a detached garage, it still forms part of the premises insured.

If the client misrepresents or fails to disclose this information, and the insurer can prove concealment, the insurer may void the policy ab initio (from the beginning) or deny the claim. This applies in Quebec as well, whose Civil Code also requires truthful disclosure of material risks.

Options A and B describe conditions that do not exist in Canadian property insurance.

Option D is incorrect because even low-hazard home businesses must be disclosed.

Thus, C is correct.

NEW QUESTION # 101

Ace Brokerage Inc., a liability insurer, has been in business for three years. It is suffering financial difficulties despite writing a significant amount of new business. What is the most likely reason?

- A. Premiums were discounted when policyholders paid in full
- **B. Poor handling of its accounts receivable**
- C. Lack of profit-sharing commissions earned
- D. Many clients have added endorsements to their policies

Answer: B

Explanation:

For a new insurer, cash flow and premium collection are critical. Liability claims often take years to develop, but expenses such as commissions, reinsurance, administration, and claim reserves must be funded immediately. If premiums are not collected promptly due to poor management of accounts receivable, the insurer may not have sufficient liquidity to meet obligations—even if it has written a large volume of business on paper.

Option B is irrelevant because insurers (unlike brokers) do not receive profit-sharing commissions.

Option C is not typically a cause of financial distress since endorsements generate additional premium.

Option D—discounting premiums—could affect income but would not normally create severe financial difficulty unless combined with other poor practices.

The most likely reason for early-stage financial trouble is failure to collect premiums efficiently, making A correct.

NEW QUESTION # 102

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