

**Regulations on
Insurance Mediation and Advice
(Insurance Mediation Regulations - VersVermV)**

15 May 2007

Pursuant to § 11a paragraph 5, § 34d paragraph 8 and § 34e paragraph 3 sentences 2 to 4 of the Trade Regulations Act in the version promulgated on 22 February 1999 (Federal Law Gazette I p. 202) inserted by virtue of Article 1 of the Act of 19 December 2006 (Federal Law Gazette I p. 3232) and in agreement with the Federal Ministry of Justice, the Federal Ministry of Finance and the Federal Ministry of Food, Agriculture and Consumer Protection, the Federal Ministry of Economics and Technology hereby orders as follows:

Section 1

Proficiency examination

§ 1

Grounds

(1) By means of the proficiency examination under § 34d paragraph 2 no. 4 of the Trade Regulations Act, the examinee must provide evidence of specialist competency in the provision of products and advice required to perform the activities specified in § 34d paragraph 1 of the Trade Regulations Act.

(2) The proficiency examination comprises in particular the following subject areas and their practical application:

1. customer advice:
 - a) ascertainment of customer needs and demands,
 - b) available options,
 - c) product presentation and information;
2. basic professional knowledge:
 - a) basic legal provisions on insurance mediation and insurance advice,
 - b) legal social insurance framework, in particular statutory pension insurance, private provident insurance through life, pension and occupational disability insurance, essential features of corporate pension schemes (direct insurance and pension funds through deferred compen-

sation), government assistance for and fiscal treatment of private provident insurance and corporate pension schemes financed through deferred compensation,

- c) accident insurance; health insurance; nursing care insurance,
- d) comprehensive household contents insurance; comprehensive building insurance,
- e) third-party liability insurance; motor insurance; legal costs insurance.

3) In relation to the insurance segments cited in paragraph 2 no. 2, the proficiency examination shall comprise in particular target-group needs and demands, types of product, scope of benefits, the insured event as well as the legal basics and current general insurance terms and conditions. The content requirements of the proficiency examination must conform with the specifications in Annex 1.

4) Persons who have been engaged as an insurance intermediary or insurance adviser in an independent or dependent capacity without interruption since 31 August 2000 shall not be required to undergo a proficiency examination if they have enrolled in the register under § 11a paragraph 1 of the Trade Regulations Act or have applied for authorization by 1 January 2009.

§ 2

**Competent body and
examination board**

(1) The proficiency examination shall be held by the chambers of industry and commerce.

(2) The chambers of industry and commerce shall appoint examination boards to conduct the examination and appoint the members of these boards. The members must be well versed in the examination subject areas, be familiar with current practice in insurance mediation or advice by virtue of their own experience and be suitable to take part in the examination system; they may not examine persons they have trained

themselves.

3) Chambers of industry and commerce may reach agreements on the joint conduct of the proficiency examination. Several chambers of industry and commerce may appoint a joint examination board, without prejudice to § 1 paragraph 4a of the Act on the Provisional Regulation of the Rights of the Chambers of Industry and Commerce.

§ 3

Procedure

(1) The examination consists of a written and a practical part.

(2) The written part of the examination comprises the subject areas listed in § 1 paragraph 2 no. 2, which must be examined in due proportion to each other. Posed with questions of practical relevance, the examinee is required to show that he has acquired the basic professional insurance and legal knowledge and can apply this in practice.

(3) The written examination questions shall be selected by a board with a nationwide remit. The board shall be made up eight members and eight deputy members appointed by the chambers of industry and commerce. The appointment shall be made after hearing the opinions of representatives of insurance undertakings, insurance brokers, insurance advisers, insurance agents and field executives. The following members shall be appointed:

1. two members and two deputies from amongst the insurance undertakings or their interest groups,
2. two members and two deputies from amongst the insurance brokers or insurance advisers or their interest groups,
3. two members and two deputies from amongst the insurance agents or their interest groups,
4. one member and one deputy from the field executives or their interest groups and
5. one member and one deputy from amongst the chambers of industry and commerce or their interest groups.

The members of the board and their deputies must be able to take competent decisions when selecting questions. The examination questions shall not be published even after the examination; they are only to be made available

to the examinees during the examination.

(4) In the practical part of the examination, which is conducted as a simulated customer consultation, one examinee at a time shall be examined. Here, the examinee is required to demonstrate his abilities to prepare and offer customized solutions. The examinee may choose between the subject areas provident insurance (life assurance, private pension insurance, accident insurance, occupational disability insurance, health insurance, nursing care insurance) or property insurance (third-party liability insurance, motor insurance, comprehensive household contents insurance, comprehensive building insurance, legal costs insurance). The consultation is conducted on the basis of a specific case involving either an insurance intermediary and customer or an insurance adviser and customer.

(5) On the basis of his performance, the examination board shall allot to the examinee the grade 'pass' or 'fail'. The examinee shall be deemed to have passed the written part of the examination if he has achieved at least 50 per cent of the marks obtainable in each of four of the subject areas cited in § 1 paragraph 2 no. 2 and at least 30 per cent of the marks obtainable in the other area.

(6) The examination shall not be held in public. However, assigned representatives of the Federal Financial Supervisory Authority as well as members of another examination board, persons assigned to assess the quality of the examination or persons to be appointed to an examination board may attend; they may not, however, take part in deliberations on the result of an examination.

(7) There is no limit to the number of times the examination may be repeated, an interval of at least one year must, however, be scheduled between each repeat examination after the second examination attempt.

(8) If the examinee has passed the examination, the chamber of industry and commerce issues a certificate forthwith using the format set out in Annex 2. If the examinee has not passed the examination, he receives a notification indicating the option of re-examination.

(9) The chamber shall regulate the details of examination procedure by statute.

§ 4

Recognition of other equivalent occupational qualifications

(1) The following occupational qualifications or their successor occupations shall be accredited as proof of the requisite proficiency:

1. final qualification
 - a) after a course of study in law,
 - b) after a course of study in business economics, specializing in insurance (degree/diploma or equivalent qualification),
 - c) as an insurance management assistant or insurance and financial services broker,
 - d) as an insurance business administrator,
 - e) as a financial adviser (chamber of industry and commerce);
2. final qualification
 - a) as a financial services adviser (chamber of industry and commerce), provided the candidate has obtained prior qualification as a bank clerk or savings bank clerk and has gained at least one year of professional experience in insurance mediation or advice,
 - b) as a financial services adviser (chamber of industry and commerce), provided the candidate has successfully completed general commercial training and has gained at least one year of professional experience in insurance mediation or advice or
 - c) as a financial business administrator (college of higher education), provided the candidate has completed a certified course of further education at a German institution of higher education and has gained at least one year of professional experience in insurance mediation or advice;
3. final qualification
 - a) as a bank or savings bank clerk, provided the candidate has gained at least two years of professional experience in insurance mediation or advice,
 - b) as an investment fund management assistant provided the candidate has

gained at least two years of professional experience in insurance mediation or advice or

- c) as a financial services adviser (chamber of industry and commerce), provided the candidate has gained at least two years of professional experience in insurance mediation or advice.

(2) The successful completion of a final examination following a course of study at an institution of higher education or college of advanced vocational studies is accredited if the applicant possesses the requisite proficiency. As a rule, this requires an additional three years of professional experience in insurance mediation or advice at least.

Section 2

Register of intermediaries

§ 5

Components and contents of the register

The following particulars on the compulsory registrant shall be recorded in the register specified in § 11a of the Trade Regulations Act:

1. surname and forename and name of company,
 2. date of birth,
 3. information as to whether the compulsory registrant is to be engaged
 - a) as an insurance broker authorized under § 34d paragraph 1 of the Trade Regulations Act,
 - b) as an insurance agent
 - aa) authorized under § 34d paragraph 1 of the Trade Regulations Act,
 - bb) acting as a tied insurance agent under § 34d paragraph 4 of the Trade Regulations Act,
 - cc) exempt from the authorization requirement under § 34d paragraph 3 of the Trade Regulations Act as an insurance agent mediating complementary insurance to goods or services as part of his principal activity
- or
- c) as an insurance adviser authorized

under § 34e paragraph 1 of the Trade Regulations Act,

4. designation and address of the competent registration authority,
5. the states of the European Union and the other signatory states to the Agreement creating the European Economic Area in which he intends to conduct business and, in the case of establishment, the business address there and the legal representatives of such establishment,
6. business address,
7. registration number under § 6 paragraph 3,
8. in the case of an insurance intermediary not requiring authorization under § 34d, paragraph 4 of the Trade Regulations Act, the insurance undertaking or undertakings assuming liability.

If the compulsory registrant is a legal person, the surnames, birth names and forenames of the natural persons responsible in the corporate body in charge of managing mediation business must also be recorded.

§ 6

Entry into the register

(1) The compulsory registrant must provide the registration authority with the information required under § 5 and must notify it without delay of any amendments to this information.

(2) For insurance intermediaries requiring no authorization under § 34d paragraph 4 of the Trade Regulations Act, the information by way of derogation from paragraph 1 is provided solely in compliance with § 80 paragraph 3 of the Insurance Supervision Act.

(3) The registration authority shall issue to the compulsory registrant and, where paragraph 2 applies, also the insurance undertaking or undertakings, a confirmation of registration with the registration number under which the compulsory registrant is recorded in the register.

(4) The registration authority shall notify the compulsory registrant and, where § 80 paragraph 4 of the Insurance Supervision Law applies, also the insurance undertaking without delay of data deletion under § 11a paragraph 3 sentence 2 of the Trade Regulations Act.

§ 7

Restriction of access

The particulars specified in § 5 sentence 1 nos. 2 and 8 may not be requested automatically. The registration authority is only permitted to provide information in writing to the authorities cited in § 11a paragraph 7.

Section 3

Professional indemnity insurance requirements under § 34d paragraph 2 no. 3 of the Trade Regulations Act

§ 8

Territorial application

The professional indemnity insurance under § 34d paragraph 2 no. 3 of the Trade Regulations Act must apply for the whole territory of the member states of the European Union and the other signatory states to the Agreement creating the European Economic Area.

§ 9

Scope of insurance

(1) The insurance under § 8 must be taken out at an insurance undertaking permitted to do business on national territory.

(2) The minimum sum insured shall amount to EUR 1 million for each insured event and EUR 1.5 million for all insured events in a year.

(3) The insurance contract must provide cover for the liability risks of financial loss entailed in the business activity under the scope of application of these Regulations. The insurance contract must also extend to include financial losses for which the intermediary subject to compulsory insurance is liable under § 278 or § 831 of the Civil Code in so far as the vicarious agents are not obliged to take out professional liability insurance themselves.

(4) The insurance contract must provide insurance cover for each individual breach of duty that could give rise to liability claims under civil law against the intermediary subject to compulsory insurance; it may be agreed that all breaches of duty in the performance of a single transaction can be treated as one insured event.

(5) Liability for compensation entitlements arising from intentional breach of duty can be excluded from the insurance. Other exclusions

are only permissible in so far as they are customary to the market and are not contrary to the purpose of the professional liability insurance.

§ 10

Duty of notification by the insurance undertaking

(1) The insurance undertaking is obliged to notify the authorization authority under § 34d paragraph 1 and § 34e paragraph 1 of the Trade Regulations Act without delay of the termination or cancellation of the insurance contract, not until expiry of the period specified in § 39 paragraph 3 of the Insurance Contract Act where applicable, and of any alteration to the insurance contract that may affect the prescribed insurance cover with respect to third parties. The competent authority shall inform the insurance undertaking of the date of receipt of the notification under sentence 1.

(2) The competent body under § 158c paragraph 2 of the Insurance Contract Act is the competent authority for issuing authorization under § 34d paragraph 1 and § 34e paragraph 1 of the Trade Regulations Act.

Section 4

Duties to provide information

§ 11

Information provided to the insurance customer

(1) At the first business contact, the trader must provide the following information in a clear and understandable form to the customer in writing:

1. his surname and forename and the name of the company,
2. his business address,
3. whether he has been reported to the competent authority, has been entered in the register under § 34d paragraph 7 of the Trade Regulations Act
 - a) as an insurance broker authorized under § 34d paragraph 1 of the Trade Regulations Act,
 - b) as an insurance agent
 - aa) authorized under § 34d paragraph 1 of the Trade Regulations Act,

bb) acting as a tied insurance agent under § 34d paragraph 4 of the Trade Regulations Act,

cc) exempt from the authorization requirement under § 34d paragraph 3 of the Trade Regulations Act by virtue of mediating insurance complementary to other goods and services provided as part of his principal activity or

c) as an insurance adviser authorized under § 34e paragraph 1 of the Trade Regulations Act

and how this registration can be verified,

4. address, telephone number as well as the Internet address of the joint body as provided in § 11a paragraph 1 of the Trade Regulations Act and the registration number under which he is listed in the register,
5. direct or indirect holdings representing more than 10 per cent of the voting rights or the capital in an insurance undertaking,
6. insurance undertakings or parent undertaking of an insurance undertaking that has a direct or indirect holding representing more than 10 per cent of the voting rights or of the capital in the insurance intermediary obliged to provide information,
7. address of the arbitration board that can be petitioned in disputes between insurance intermediaries or insurance advisers and insurance customers.

(2) The intermediary obliged to provide information must ensure that his personnel also meet their obligations to provide information under paragraph 1.

(3) The information under paragraph 1 may be communicated orally if the insurance customer so desires or if and so far as the insurance undertaking provides provisional cover. In these cases, the information must be provided without delay in writing after conclusion of the contract, not later than with the insurance certificate; this does not apply for contracts on provisional cover in compulsory insurance.

Section 5

Securing payment by the trader
in favour of the insurance customer;
supervision of the prohibition on
commission acceptance
for insurance advisers

§ 12

Tendering security, insurance

(1) The trader may only accept certain payments intended for the insurance undertaking that the insurance customer makes in connection with the mediation or conclusion of an insurance contract, if he has tendered security or concluded suitable insurance beforehand that safeguards the insurance customer against the trader's inability to remit such payment to the insurance undertaking. This does not apply insofar as the intermediary is authorized to accept payments from the insurance customer.

(2) The security can be tendered by furnishing a surety or other similar securities. Only public law corporations with a registered office on national territory, credit institutions permitted to do business on national territory and insurance undertakings permitted to provide fidelity insurance on national territory may stand surety. The surety must not expire before the date resulting from paragraph 5.

(3) Insurance is deemed suitable within the meaning of paragraph 1, sentence 1 if

1. the insurance undertaking is permitted to provide fidelity insurance on national territory and
2. the general insurance terms and conditions are commensurate with the purpose of these Regulations, in particular also afford the insurance customer direct entitlement to compensation from the insurance contract where the trader becomes insolvent.

(4) Securities and insurance policies can be tendered and concluded concurrently. They can be tendered or concluded separately for each individual mediation transaction or jointly for several. Altogether, the minimum sum assured must amount to at least 4 per cent of the annual premium income received by the trader, not, however, less than EUR 15,000.

(5) The trader must maintain the securities and insurance until he has transferred the assets to the insurance undertaking.

(6) Paragraph 1 sentence 1 and paragraphs

2 to 5 shall apply mutatis mutandis where the trader accepts payments from the insurance undertaking that he is obliged to make to the insurance customer under the insurance contract. The obligation under paragraph 1 sentence 1 does not apply where the trader is authorized by the insurance customer to accept payments from the insurance undertaking under § 42f paragraph 2 of the Insurance Contract Act.

(7) If on payment acceptance the trader's principal place of business is located in another member state of the European Union or in another signatory state of the Agreement creating the European Economic Area, the trader is also deemed to have met his obligation under paragraph 1 if the necessary protection of the insurance customer under Article 4 paragraph 4 of Directive 2002/92/EC of the European Parliament and of the Council of 9 December 2002 on insurance mediation (Official Journal no. L 9 p. 3) is assured by the provisions of the other state.

§ 13

Provision of evidence

Where the trader must tender securities or take out insurance under § 12 paragraph 1 or paragraph 6, he must provide evidence of this to the insurance customer on request.

§ 14

Obligation to keep records

(1) As required by paragraph 2, the trader is obliged to keep records and compile the documents and vouchers specified therein in an orderly fashion. The records must be prepared without delay and in German.

(2) The records and documents of the trader required to keep records must provide the following information insofar as it is relevant in the individual case:

1. surname and forename or name of company as well as the address of the insurance customer,
2. whether and how far the trader required to keep records is authorized to accept payments or other benefits,
3. kind and amount of assets of the insurance customer that the intermediary required to keep records has received for remittance to an insurance undertaking,
4. kind, amount and scope of the security to be

tendered by the trader obliged to keep records and the insurance to be concluded for the assets, name or company name and address of the guarantor and the insurance,

5. use made of the assets of the insurance customer.

In addition, copies of the surety bond and the insurance certificate must be included in the documents.

(3) Furthermore, the insurance adviser must keep records on the kind and amount of income he has received for his activity, the surname and forename or the company name as well as the address of the payer and compile the documents and vouchers in an orderly way.

(4) Where commercial or fiscal law provisions specify accountancy obligations that are similar to the obligations under paragraphs 1 to 3, the trader required to keep records may cite these accountancy records.

§ 15

Inspections

(1) For specific reason, the competent authorization authority under § 34d paragraph 1 and § 34e paragraph 1 of the Trade Regulations Act may direct the trader required to keep records to undergo at his expense an extraordinary inspection by a suitable inspector to verify compliance with the obligations arising from § 12 and § 14. The inspector shall be assigned by the competent authority under sentence 1. The inspection report must include a note specifying any infringements made by the trader required to keep records. The inspector must sign the note specifying place and date.

(2) For specific reason, the competent authorization authority under § 34e paragraph 1 of the Trade Regulations Act may also direct an insurance adviser to undergo an inspection of compliance with the obligation arising from § 34e paragraph 3 of the Trade Regulations Act. § 15 paragraph 1 shall apply mutatis mutandis.

(3) Suitable inspectors are

1. auditors, chartered accountants, auditing and accountancy firms,
2. auditing associations whose purpose by law and per articles of association includes the regular and extraordinary inspection of their members, provided that
 - a) their legal representatives include at

least one auditor,

- b) they meet the requirements of § 63b paragraph 5 of the Cooperative and Industrial and Provident Societies Act or
- c) they avail themselves of an independent auditor or chartered accountant or an auditing or accountancy firm for inspection purposes.

(4) Other persons who have been publicly appointed or authorized and who by virtue of their prior education and experience are able to carry out a proper inspection in the respective commercial enterprise and their associations can also be assigned as inspectors under paragraph 1 sentence 2.

§ 16

Rights and duties of parties to the inspection

(1) The trader required to keep records must allow the inspector to inspect the accounts, records and documents. He must provide the inspector with all the information and evidence required to carry out the inspection with due diligence.

(2) The inspector is obliged to conduct a conscientious and impartial inspection and to observe confidentiality. He may not make unauthorized use of business and trade secrets which he has learned in the course of his activity. An inspector who by intention or negligence breaches his duties shall be obliged to compensate the damage incurred to the trader required to keep records. Several persons are liable as joint debtors.

§ 17

Reinsurance mediation and large risks

§ 11 to § 16 do not apply for reinsurance mediation. § 11 does not apply for the mediation of insurance contracts on large risks within the meaning of Article 10, paragraph 1 sentence 2 of the Introductory Act to the Insurance Contract Act and for current insurance policies.

Section 6

§ 18

Criminal and administrative offences

(1) A person is guilty of committing an administrative offence within the meaning of § 144 paragraph 2 no. 1 of the Trade Regulations Act if by intention or negligence he

1. in contravention of § 11 paragraph 1 does not provide information, or provides incorrect, incomplete or belated information,
2. in contravention of § 12, paragraph 1 sentence 1, also in conjunction with paragraph 6 sentence 1, accepts a payment,
3. in contravention of § 12 paragraph 5, also in conjunction with paragraph 6 sentence 1, does not maintain the surety or the insurance,
4. in contravention of § 13 provides no evidence or provides incorrect, incomplete or belated evidence or
5. in contravention of § 14 paragraph 1 or paragraph 3 does not make a record, or makes an incorrect, incomplete or belated record or does not make a record in the prescribed way or does not compile the documents or vouchers specified therein in the prescribed way.

(2) A person is guilty of committing an administrative offence within the meaning of § 145 paragraph 2 no. 8 of the Trade Regulations Act, if by intention or negligence he commits an act specified in paragraph 1 in the performance of travel business.

(3) A person is guilty of committing an administrative offence within the meaning of §

146 paragraph 2 no. 11 of the Trade Regulations Act if by intention or negligence he commits an act specified in paragraph 1 in the performance of trade fair, exhibition or market business.

(4) A person who commits an act specified in paragraph 1 that endangers the life or health of another person or property of material value belonging to a third party is liable to punishment under § 148 no. 2 of the Trade Regulations Act.

Section 7

Final provisions

§ 18a

Local competence of chambers of industry and commerce

With permission from their supreme federal state authority, chambers of industry and commerce may by agreements transfer their local competence for registration procedure under § 11a of the Trade Regulations Act and the proficiency examination under § 34d paragraph 2 no. 4 of the Trade Regulations Act in part or in full to one chamber of industry and commerce.

§ 19

Transitional provision

The qualification as actuary obtained from the Vocational Training Association of the German Insurance Industry before 1 January 2009 is deemed equivalent to the successful completion of the proficiency examination.

§ 20

Entry into force

These regulations shall enter force on 22 May 2007.

The Federal Assembly has given its assent.

Berlin, 15 May 2007

Federal Minister of Economics and Technology

by proxy

Otremba

Annex 1

(under § 1 paragraph 3 sentence 2)

Required contents of the proficiency examination

- 1. Customer advice**
 - 1.1 Service expectations of the customer**
 - 1.2 Preparation for visit/Customer contact**
 - 1.3 Customer consultation**
 - 1.3.1 Customer situation; systematics of customer consultation/needs and demands
 - 1.3.2 Customized solutions
 - 1.3.3 Interview technique
 - 1.4 Customer care**
- 2. Basic legal provisions**
 - 2.1 Contract law**
 - 2.1.1 Contractual capability
 - 2.1.2 Completion of general contracts
 - 2.1.3 Basis of insurance contracts
 - 2.1.4 Beginning and end of insurance contract
 - 2.2 Special legal provisions for insurance contracts**
 - 2.2.1 Insurance certificate
 - 2.2.2 Payment of contribution
 - 2.2.3 Obligations of the insurance customer
 - 2.2.4 Obligation to provide precontractual information
 - 2.2.5 Increased risk
 - 2.2.6 Obligations in the event of damage or loss
 - 2.2.7 Changes of ownership in indemnity insurance
 - 2.3 Law on mediation and advice**
 - 2.3.1 General legal position
 - 2.3.2 Basic preconditions for the activity
 - 2.3.3 Special legal position
 - 2.3.4 Trade/professional federations/associations
 - 2.3.5 Employee representations
 - 2.4 Competition law**
 - 2.4.1 General principles of competition
 - 2.4.2 Inadmissible advertising
 - 2.5 Consumer protection**
 - 2.5.1 Basis of consumer protection
 - 2.5.2 Arbitration boards

- 2.5.3 Protection of data privacy
- 2.6 Insurance supervision: competencies**
- 2.7 European single market: freedom to provide services and freedom of establishment**
- 3. Provident insurance**
- 3.1 Statutory pension insurance**
- 3.1.1 Introduction
- 3.1.2 Compulsory insurance
- 3.1.3 Pension entitlement periods
- 3.1.4 Pensions/Annuities
- 3.1.5 Calculation of pensions
- 3.1.6 Coverage gap
- 3.1.7 Fiscal treatment of statutory pension insurance as a component of basic provident insurance (first tier)
- 3.2 Private provident insurance through life, pension and occupational disability insurance**
- 3.2.1 Basics: type of product; scope of benefit; contribution; application acceptance; insured event; special features
- 3.2.2 Government assistance to and fiscal treatment of private provident insurance through life and pension insurance (3-tier model): basic provident insurance; supplementary capital-sum provident insurance (§ 10a, § 79ff. of the Income Tax Act); capital investment products; other insurance products
- 3.3 Essential features of corporate pension schemes (direct insurance and pension fund through deferred compensation)**
- 3.3.1 Basics: definition; persons entitled; legal right to deferred compensation; equal treatment; non-forfeiture; early retirement; early retirement benefit; insolvency of employer
- 3.3.2 Essential features of implementation options: direct insurance and pension fund
- 3.3.3 Fiscal treatment (second tier): tax benefits for contributions and fiscal treatment of benefits in the implementation options direct insurance and pension fund
- 3.3.4 Treatment of contributions and benefits under social insurance legislation
- 3.4 Accident insurance**
- 3.4.1 Introduction: needs and demands; target groups; statutory accident insurance
- 3.4.2 Scope of benefits in private accident insurance: definition of accident and scope of application; types of benefit; non-entitlement; special features
- 3.4.3 Sum insured: sums insured to meet needs; adjustment; special features for higher grades of invalidity
- 3.4.4 Tariff structure and application

3.4.5 Application acceptance: insurable persons; structure and contents of applications

3.4.6 Insured event

3.4.7 Fiscal treatment of contributions and benefits

3.5 Health insurance/Nursing care insurance

3.5.1 Health insurance: needs and demands; target groups; statutory health insurance; scope of benefits of private health insurance; ascertainment of needs and demands; premium assessment; beginning and end of insurance cover; application acceptance; insured event; fiscal treatment

3.5.2 Nursing care insurance: insurance systems; social nursing care insurance and private compulsory nursing care insurance; private supplementary nursing care insurance

4. Property insurance

4.1 Third-party liability insurance

4.1.1 Introduction: principles of liability

4.1.2 Scope of benefits: liability/cover; tasks; insured risk; target groups; persons insured; non-entitlement

4.1.3 Sum insured

4.1.4 Tariff structure and application

4.1.5 Application acceptance

4.1.6 Insured event

4.1.7 Special features: provident insurance; damage or loss abroad; damage to leased property; contribution adjustment; fiscal treatment of contributions

4.2 Motor insurance

4.2.1 Principles of liability

4.2.2 Scope of benefits of third-party liability insurance: tasks; liability/cover; direct claim; sums insured in third-party liability insurance; persons insured; main cases of non-entitlement

4.2.3 Scope of benefits of motor insurance: benefit to the customer; insured risks and damage; insured property; compensation payment; main cases of non-entitlement

4.2.4 Scope of benefits of passenger accident insurance: risks and damage insured; insurance options; persons insured; main cases of non-entitlement

4.2.5 Scope of benefits of motor insurance card: risks insured; persons insured; main cases of non-entitlement

4.2.6 Premium assessment: tariffing features; tariff structure and application; special features in third-party liability insurance

4.2.7 Application acceptance: structure and contents of applications

4.2.8 Beginning of insurance cover

4.2.9 Obligations

4.2.10 Insured event: obligations of the insurance customer; claim

settlement; premium readjustment

- 4.2.11 Special features: transfer of no-claims bonuses; change of vehicle; storage insurance; provisional numberplate; scope of application; international insurance card

4.3 Comprehensive household contents insurance

- 4.3.1 Introduction; needs and demands
- 4.3.2 Scope of benefits: objects insured; compensation limits; risks insured; clauses; damage insured; costs insured; insurance location; outside insurance
- 4.3.3 Value/Sum insured
- 4.3.4 Premium assessment: risk features; tariff structure and application
- 4.3.5 Application acceptance: structure and contents of applications; acceptance guidelines
- 4.3.6 Insured event
- 4.3.7 Special features: safety regulations; increased risk
- 4.3.8 House glass insurance under the General Terms and Conditions for Glass Insurance

4.4 Comprehensive building insurance

- 4.4.1 Introduction: needs and demands, target groups
- 4.4.2 Scope of benefits: objects insured; risks and damages insured; clauses; costs insured; rental loss insurance
- 4.4.3 Types of insurance
- 4.4.4 Compensation provided for objects
- 4.4.5 Premium assessment: risk features; tariff structure and application
- 4.4.6 Application acceptance: structure and contents of applications; acceptance guidelines
- 4.4.7 Insured event
- 4.4.8 Fire-Building damage insurance
- 4.4.9 Special features: increased risk; safety regulations; change of ownership

4.5 Legal costs insurance

- 4.5.1 Introduction: needs and demands, target groups
- 4.5.2 Benefits/Persons insured: scope of benefits; types of benefit; persons insured; territorial scope of application; non-entitlement
- 4.5.3 Application acceptance: structure and contents of applications; acceptance guidelines
- 4.5.4 Insured event

Annex 2

(under § 3 paragraph 8)

Certificate
of successful completion of the proficiency examination for
Approved Actuary (chamber of industry and commerce)
under § 34d paragraph 2 no. 4/§ 34e paragraph 2 of the Trade Regulations Act

Mr/Ms.
(Surname and forename)

born on. in.

resident in.

has on.

at the Chamber of Industry and Commerce.

successfully completed the proficiency examination for practising the occupation of insurance intermediary or insurance adviser under § 34d paragraph 2 no. 4 or § 34e paragraph 2 of the Trade Regulations Act.

The examination comprised in particular the specific professional duties and competencies in the following subject areas:

1. Customer advice (ascertainment of needs and demands, options, product presentation and information),
2. Basic professional insurance competency,
3. Legal social insurance framework and essential features of government-assisted and corporate pension insurance,
4. Legal basis for insurance mediation and insurance advice.

(Stamp/Seal)

(Place and date)

(Signature)