

Evaluation table for skill 03-413:

**Recommend commercial-lines property and civil liability insurance products adapted to the client's needs**

<b>The candidate must have the ability to:</b>		<b>%<sup>1</sup></b>
1. Analyze the insured's needs based on the risk to be insured	1.1 Identify the insured's needs using the relevant information gathered on him and on the risk to be insured 1.2 Evaluate the risk to be insured and determine its eligibility	15%
2. Recommend a product adapted to the insured's needs based on the risk to be insured	2.1 Analyze available coverage that meets the insured's needs based on the risk to be insured 2.2 Analyze available coverage endorsements that meet the insured's needs 2.3 Propose different insurance products to the insured by comparing the advantages and limitations of each one, in particular as regards coverage and premium cost	65%
3. Help the insured through the validity period of his coverage	3.1 Inform the insured of his contractual obligations and provide advice regarding appropriate measures to put in place in order to take full advantage of the coverage 3.2 Process contract amendment, renewal and termination applications as well as contract cancellations	20%

1. Relative importance (weighting) of a given theme in relation to the examination as a whole.