

Evaluation table for skill 03-412:

Recommend personal-lines and commercial-lines automobile insurance products adapted to the client's needs

The candidate must have the ability to:		%¹
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 property to be insured 1.2 Evaluate the physical and moral risk to be insured and determine its eligibility	16%
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 to 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	64%
3. Help the insured through the validity period of his coverage	3.1 Inform the insured of his contractual obligations 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.