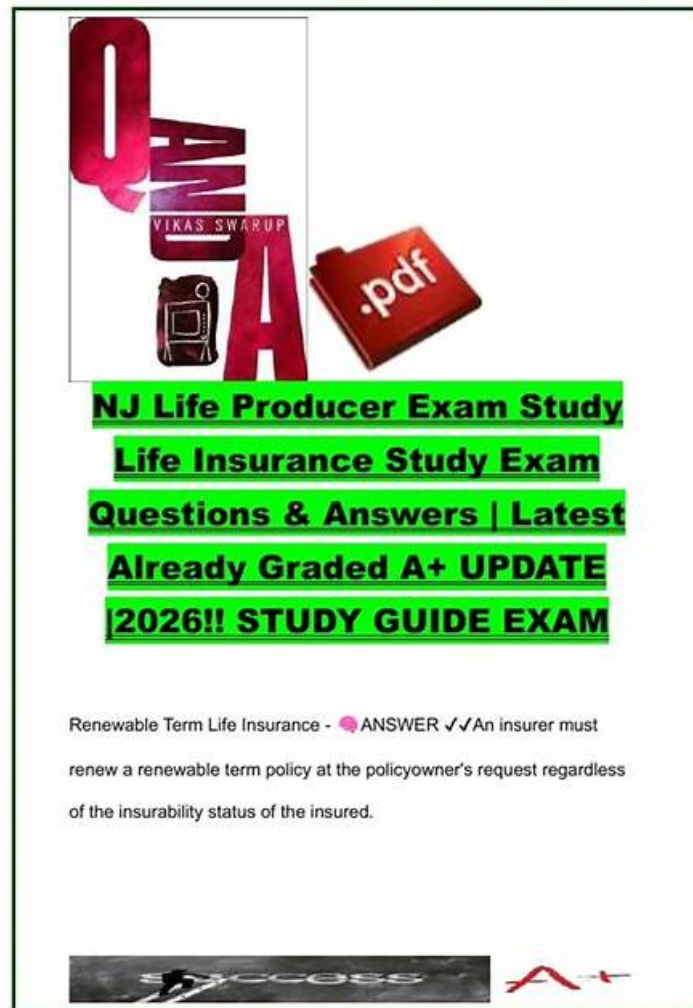


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Insurance Licensing NJ-Life-Producer Exam Syllabus Topics:

Section	Weight	Objectives
Application, Underwriting & Policy Delivery	10-15%	- Completing the Application & Disclosure Requirements - Policy Delivery & Legal Responsibilities - Do Not Call & Privacy Regulations - Underwriting Process & Risk Classification
Taxes, Retirement & Advanced Concepts	15-20%	- Group Life Insurance - Business Insurance & Third-Party Ownership - Social Security & Government Benefits - Retirement Plans & Tax Treatment

New Jersey Insurance Laws, Rules & Regulations	20-25%	- State Regulatory Framework & Jurisdiction
		- Trade Practices & Unfair Trade Laws
		- Ethics, Fiduciary Duty & Consumer Protection
		- Policy Replacement & Disclosure Rules
		- Licensing Requirements & Procedures
Types of Life Insurance Policies	20-25%	- Interest-Sensitive & Universal Life Products
		- Term Life Insurance
		- Annuities & Retirement Products
		- Combination Plans & Policy Variations
		- Traditional Whole Life Products
Policy Riders, Provisions, Options & Exclusions	20-25%	- Policy Exclusions & Limitations
		- Beneficiary Designations & Settlement Options
		- Required & Optional Policy Provisions
		- Common Policy Riders

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Insurance Licensing New Jersey Life Producer Exam Sample Questions (Q90-Q95):

NEW QUESTION # 90

Generally, if an application is not prepaid, the effective date of coverage begins on the date the

- A. Company underwriter approves the risk.
- B. Application is postmarked and mailed to the insurer.
- **C. Producer delivers the policy and collects a premium.**
- D. Application is signed.

Answer: C

Explanation:

If the application is not prepaid, coverage generally becomes effective when the producer delivers the policy and collects the first premium, assuming the insured's health and other insurability conditions have not changed. Without initial premium, there is normally no conditional receipt creating temporary coverage while underwriting is pending. Signing the application does not put insurance in force by itself. Mailing the application to the insurer also does not create coverage; it only starts the underwriting process. Even company underwriting approval may not fully activate the contract if the policy has not been delivered and the first premium has not been paid. In a non-prepaid case, the insurer issues the policy after approval, and the producer obtains the premium at delivery. The applicant may also be required to sign a statement of continued good health. The exam rule is direct: prepaid application may involve conditional coverage; non-prepaid application usually becomes effective at delivery plus premium collection. Reference topics: Policy Effective Date, Policy Delivery, First Premium, Conditional Receipt, Statement of Good Health.

NEW QUESTION # 91

A policy may contain provisions excluding or restricting coverage as specified in the event of death under all of the following EXCEPT

- A. War, or act of war.
- **B. Fare-paying passenger.**
- C. Not provided in the source question.
- D. A licensed pilot of a personal aircraft.

Answer: B

Explanation:

The correct exception is fare-paying passenger. Life insurance policies may contain certain exclusions or restrictions for high-risk exposures, particularly war or aviation-related risks. New Jersey individual life form requirements specifically address exclusions involving aviation, avocation, and war, which supports the permissibility of carefully drafted restrictions for those risk categories. A war or act-of-war exclusion is a classic life insurance exclusion. Aviation exclusions may also apply when the insured is acting as a pilot or crew member, especially in private or noncommercial aviation. However, a person traveling as a fare-paying passenger on a licensed commercial aircraft is not the kind of aviation hazard normally excluded. That person is not operating the aircraft, not serving as crew, and not voluntarily participating in private aviation risk.

Therefore, option A is the "EXCEPT" answer. The uploaded source shows only three substantive choices plus an OCR omission; based on the available wording, the only defensible exam answer is A. Reference topics:

Life Insurance Exclusions, Aviation Exclusion, War Exclusion, Policy Restrictions.

NEW QUESTION # 92

The applicant must face the possibility of losing something of value in the event of the insured's death. This principle is known as

- A. Insurable interest.
- B. Viatical settlement.
- C. Adverse selection.
- D. Indemnification.

Answer: A

Explanation:

The principle is insurable interest. A person has an insurable interest when that person would suffer financial loss, emotional loss recognized by law, or another legitimate adverse consequence from the insured's death or disability. New Jersey law states that an individual has an insurable interest in another individual when there is an expectation of pecuniary advantage through that person's continued life and consequent loss by reason of death or disability. It also recognizes insurable interest based on close family relationships involving substantial interest created by love and affection. This principle prevents wagering on human life. Without insurable interest, a policy could create an incentive for a stranger to profit from another person's death.

Adverse selection refers to higher-risk applicants being more likely to seek insurance. Indemnification is the restoration concept used more directly in property and casualty insurance. A viatical settlement is the sale of a life policy by a terminally or chronically ill insured to a third party. Reference topics: Insurable Interest, Application Requirements, Anti-Wagering Rule, Life Insurance Underwriting.

NEW QUESTION # 93

Which of the following is true concerning the use of HIV-related tests in life insurance underwriting?

- A. They are not permitted.
- B. Insurers must obtain the proposed insured's written informed consent prior to testing.
- C. Insurers do not need to obtain the proposed insured's informed consent prior to testing.
- D. Insurers need only obtain the proposed insured's verbal informed consent prior to testing.

Answer: B

Explanation:

Insurers may use HIV-related testing in life insurance underwriting, but they must obtain the proposed insured's written informed consent before testing. This is a medical-information privacy and underwriting- consent rule. The proposed insured must be told that the insurer is requesting the sample to evaluate insurability and that underwriting decisions may be based on the test result. New Jersey HIV consent materials emphasize that HIV testing requires informed consent, and insurer-specific New Jersey HIV notice and consent forms state that signing and dating the form authorizes testing for underwriting evaluation.

Option A is wrong because HIV testing is not categorically prohibited. Option C is too weak for the insurance underwriting context because written consent is required. Option D is directly contrary to informed-consent principles and underwriting privacy rules. The exam point is straightforward: HIV testing can be used, but only with proper advance written consent from the proposed insured.

Reference topics: HIV Testing, Written Informed Consent, Underwriting, Medical Privacy.

NEW QUESTION # 94

A producer assists an insured in converting a life policy to reduced paid-up insurance in order for the insured to buy a new policy. This action is best known as

- A. Twisting.
- B. Solicitation.
- **C. Replacement.**
- D. Rebating.

Answer: C

Explanation:

This transaction is best classified as replacement. Replacement occurs when a new life insurance policy or annuity is purchased and, as part of the transaction, an existing policy is lapsed, surrendered, forfeited, assigned to the replacing insurer, borrowed against, reduced in value, or converted to reduced paid-up insurance. The question states that the existing policy is converted to reduced paid-up insurance so the insured can buy a new policy. That is a classic replacement trigger. It is not merely solicitation, because solicitation is the general act of attempting to sell insurance. It is not rebating, because no unauthorized inducement or return of commission is described. It is not necessarily twisting unless the producer used misleading or incomplete comparisons to induce a harmful replacement. The question asks what the action is "best known as," and the neutral regulatory classification is replacement. Replacement may be suitable or unsuitable depending on disclosure and facts, but the act itself is replacement. Reference topics: Replacement of Life Insurance, Reduced Paid-Up Conversion, Existing Policy Change, Replacement Disclosure Requirements.

NEW QUESTION # 95

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