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## Latest LLQP Exam Camp - Original LLQP Questions

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### IFSE Institute LLQP Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• Accident and Sickness Insurance: Aimed at insurance professionals offering individual and group health insurance, this section emphasizes the importance of financial protection in the case of serious illness or injury.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• Life Insurance: This section assesses the expertise of insurance professionals, including financial advisors and life insurance agents, in understanding the financial impact of death. It explains how life insurance helps address those financial needs and introduces various life insurance products, along with their features and benefits.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>• Segregated Funds and Annuities: Targeted at investment advisors and financial planners, this section evaluates their understanding of saving and investment strategies, which are essential for retirement and financial planning.</li></ul>

Topic 4	<ul style="list-style-type: none"> <li>• <b>Ethics and Professional Practice:</b> This part of the exam focuses on the legal and ethical responsibilities of life insurance professionals. It outlines the legal framework for life insurance in common law provinces and territories and stresses the importance of maintaining professionalism.</li> </ul>
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## IFSE Institute Life License Qualification Program (LLQP) Sample Questions (Q175-Q180):

### NEW QUESTION # 175

Naomie meets with her new client, Keisha, to review her investment portfolio. Keisha is a 43-year-old sales representative who has been with Belmont Inc., a large pharmaceutical company, for 15 years. She earns a generous salary, plus bonuses. She also has a group tax-free savings account (TFSA) and a defined contribution pension plan (DCPP), all of which are invested in Belmont common shares.

What main need does Naomie have to address regarding Keisha's investments?

- A. Liquidity.
- B. Saving for an emergency fund.
- **C. Diversification.**
- D. Income.

**Answer: C**

Explanation:

Keisha's investment portfolio is highly concentrated in Belmont Inc. common shares, which include her TFSA and defined contribution pension plan (DCPP). This significant exposure to a single company's stock poses a risk because the value of her investments is directly tied to the financial performance of Belmont Inc.

Diversification is a key strategy to mitigate risk by spreading investments across various asset classes, industries, or geographic regions. This can reduce the impact of poor performance in any one area on the overall portfolio. According to LLQP content, one of the primary goals in managing an investment portfolio is to ensure appropriate diversification to avoid over-reliance on a single asset or asset type.

While other needs, like liquidity and emergency fund savings, are important, Keisha's immediate concern should be diversification. Her current investments do not provide adequate protection against company-specific risks, such as the potential downturns specific to Belmont Inc. This aligns with LLQP principles, which emphasize diversification as a way to manage risk effectively and achieve a more stable financial outcome.

### NEW QUESTION # 176

President and sole shareholder of the Velos Tourisque company, Paul employs 50 people. Maryse, his financial security advisor, advises him to have his company take out life insurance on him. Who will be the parties to the contract?

- A. Velos Tourisque will be the policyholder and the insured; Paul, as the shareholder, can designate the beneficiary
- B. Paul will be the policyholder, Velos Tourisque will be the insured and the beneficiary
- **C. Velos Tourisque will be the policyholder and beneficiary; Paul will be the insured**
- D. Paul will be the policyholder and insured; Velos Tourisque will be the beneficiary

**Answer: C**

Explanation:

Comprehensive and Detailed In-Depth Explanation: In a corporate-owned life insurance policy, the roles of policyholder, insured, and beneficiary must align with legal and insurable interest principles under the Civil Code of Quebec (Articles 2415-2419). The policyholder is the entity that owns and pays for the policy, the insured is the person whose life is covered, and the beneficiary receives the death benefit. Here, Velos Tourisque, the company, is taking out the policy on Paul, its key person, suggesting it will own the policy (policyholder) and benefit from the proceeds (beneficiary) to protect its financial interests—common in key person insurance. Paul, as the individual whose life is insured, is the insured. Option D correctly identifies Velos Tourisque as policyholder and beneficiary, with Paul as the insured. Option A misassigns Velos Tourisque as the insured (a company cannot be insured, only a person can). Option B incorrectly lists Velos Tourisque as the insured. Option C reverses the roles, making Paul the policyholder, which contradicts the company owning the policy. The Ethics and Professional Practice manual highlights advisors' duty to clarify these roles for clients.

References: Civil Code of Quebec, Articles 2415-2419; Ethics and Professional Practice (Civil Law) Manual, Section on Insurance Contract Parties.

### NEW QUESTION # 177

(Matthew, 40 years old, is leaving his employer (XYZ Corp) and has \$100,000 in a group RRSP. What should Shawn, the advisor, do?)

- A. Arrange for the transfer of the cash value of Matthew's group RRSP to the group TFSA.
- B. Calculate the commuted value of Matthew's group RRSP account and arrange transfer to the DPSP.
- C. Arrange for the transfer of Matthew's group RRSP to his wife's group RRSP.
- **D. Provide Matthew with forms to transfer his group RRSP holdings to an individual RRSP.**

**Answer: D**

Explanation:

Upon termination of employment, employees can transfer group RRSP funds to an individual RRSP to maintain tax-deferred growth without triggering a taxable event.

Exact Extract:

"Upon leaving employment, a member may transfer their group RRSP assets to an individual RRSP to maintain tax deferral."  
(Reference: Segfunds-E313-2020-12-7ED, Chapter 1.3.11.2 Group Plans#45:5 Segfunds-E313-2020-12-7ED.pdf\*\*)

### NEW QUESTION # 178

Lily is an experienced realtor. She has been in the business for over 40 years and has made good money throughout her career. She now feels ready to retire and will do so in five months. Most of her assets are in real estate properties. Even within her RRSP and TFSA accounts, she only owns segregated real estate funds.

As Lily is not entitled to any pension, she will heavily rely on her RRSP and TFSA accounts as sources of income. These accounts are now worth \$850,000 and \$130,000 respectively. Once retired, Lily might also make larger withdrawals from time to time to travel abroad.

Which one of the following risks will Lily be most exposed to after she retires?

- **A. Liquidity risk**
- B. Inflation risk
- C. Interest rate risk
- D. Credit risk

**Answer: A**

Explanation:

According to the LLQP Segregated Funds and Annuities and Investment & Savings curriculum, identifying a retiree's primary risk requires analyzing asset concentration, income needs, and access to cash. Lily's situation clearly points to liquidity risk as her most significant exposure after retirement.

Liquidity risk is defined in the LLQP study materials as the risk that an investor may not be able to access cash quickly or without a significant loss in value when funds are needed. Lily's wealth is heavily concentrated in real estate, both directly through properties and indirectly through segregated real estate funds held in her RRSP and TFSA. Real estate is inherently an illiquid asset class. Selling property or redeeming real estate-focused funds can take time and may occur at unfavourable prices, especially during market downturns.

This risk is amplified by the fact that Lily has no pension income. Unlike retirees with guaranteed income streams, Lily must rely almost entirely on withdrawals from her registered and non-registered investment assets to meet her living expenses. The LLQP curriculum emphasizes that retirees who depend on their portfolios for income must prioritize liquidity to ensure regular cash flow and financial flexibility.

Additionally, Lily plans to make larger, irregular withdrawals to travel abroad. This further increases her exposure to liquidity risk, as sudden cash needs may force her to redeem investments when market conditions are poor or when real estate values are temporarily depressed.

The other answer choices are less applicable. Credit risk primarily affects bondholders and lenders, which is not central to Lily's portfolio. Inflation risk is relevant to all retirees, but Lily's assets include real assets like real estate, which tend to provide some inflation protection. Interest rate risk mainly affects fixed-income investments, which are not a major component of her holdings. Therefore, based on LLQP-approved risk definitions and retiree planning principles, Lily is most exposed to liquidity risk, making Option C the correct and fully verified answer.



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