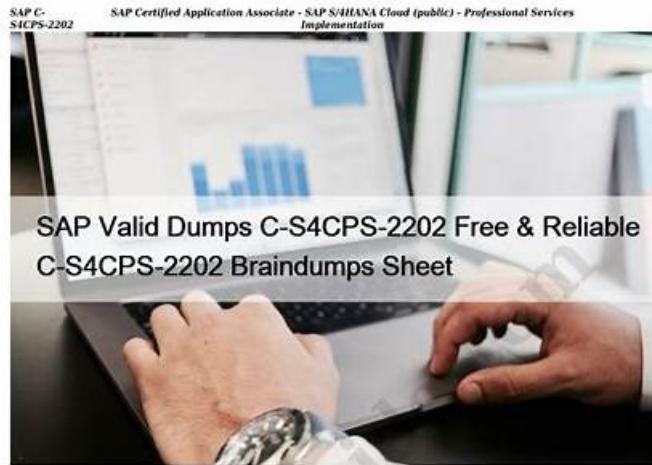


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Insurance Licensing Pennsylvania Life, Accident and Health Exam Sample Questions (Q73-Q78):

NEW QUESTION # 73

Which of the following beneficiary designations prohibits the policyowner from making any changes to the policy without the beneficiary's written consent?

- A. revocable beneficiary
- B. primary beneficiary
- C. contingent beneficiary
- D. **irrevocable beneficiary**

Answer: D

Explanation:

Under Pennsylvania Life Insurance regulations, an irrevocable beneficiary designation prevents the policyowner from making any changes to the policy without the beneficiary's written consent. Once named, an irrevocable beneficiary has a vested interest in the policy, meaning their rights cannot be altered unilaterally by the policyowner. This includes changes to beneficiaries, policy loans, assignments, or surrenders.

Pennsylvania-approved life insurance study materials emphasize that the policyowner gives up certain ownership rights when naming an irrevocable beneficiary. This designation is often used in divorce agreements, estate planning, or business arrangements where guaranteed benefits are required. Because of the legal protections involved, written consent from the irrevocable beneficiary is mandatory for any material policy modification.

The other options do not limit policyowner control. A primary beneficiary is simply first in line to receive benefits, while a contingent beneficiary receives benefits only if the primary beneficiary is unavailable. A revocable beneficiary allows the policyowner to make changes freely. Therefore, irrevocable beneficiary is the correct and verified answer under Pennsylvania Life, Accident, and Health Insurance documentation.

NEW QUESTION # 74

Which activity does NOT require an insurance producer's license?

- A. Selling
- B. Negotiating
- C. Soliciting
- D. **Underwriting**

Answer: D

Explanation:

Under Pennsylvania insurance law, a producer's license is required to sell, solicit, or negotiate insurance.

Underwriting, however, does not require a producer license because it is an internal insurer function.

Underwriters evaluate risk, review applications, and determine insurability based on established guidelines and actuarial standards. Pennsylvania insurance study guides explain that underwriting decisions are made by insurance company employees or authorized personnel, not licensed producers acting in a sales capacity. Selling, negotiating, and soliciting insurance directly involve consumer interaction and require licensure to protect the public.

Therefore, underwriting is the only activity listed that does not require an insurance producer's license.

NEW QUESTION # 75

A Key Person Disability Income Policy pays benefits to the

- A. **employer**.
- B. employee.

- C. dependent.
- D. spouse.

Answer: A

Explanation:

A Key Person Disability Income Policy is designed to protect a business from the financial loss that may result if a key employee becomes disabled. Under Pennsylvania insurance principles, the employer is the policyowner, premium payer, and beneficiary of the policy. If the key person becomes disabled, benefits are paid directly to the employer.

These benefits help the business offset lost revenue, cover the cost of hiring temporary replacements, or manage ongoing expenses during the employee's disability. Unlike personal disability income policies, key person disability coverage does not pay benefits to the employee, spouse, or dependents.

Pennsylvania Life and Health Insurance study guides highlight key person disability insurance as a business continuation and risk management tool. Since the purpose of the policy is to protect the business rather than the individual, benefits are paid to the employer. Therefore, option D is the correct and verified answer.

NEW QUESTION # 76

Which of the following best describes how insurers predict the chance of loss?

- A. insurable interest
- **B. the law of large numbers**
- C. current census table
- D. average disability occurrences

Answer: B

Explanation:

Insurers predict the chance of loss primarily through the law of large numbers, a fundamental principle taught in Pennsylvania Life, Accident, and Health Insurance study guides. This law states that as the number of exposure units increases, the actual loss experience will more closely match the expected loss experience. By insuring a large group of similar risks, insurers can more accurately forecast losses and set appropriate premium rates.

Average disability occurrences and census tables are tools derived from this principle but do not explain how predictions are made. Insurable interest is a legal requirement ensuring the policyowner has a legitimate financial interest in the insured but has no role in loss prediction. The law of large numbers allows insurers to rely on statistical probability rather than guesswork, forming the foundation of underwriting, rate development, and financial stability. Consequently, option B is the correct and verified answer.

NEW QUESTION # 77

Which type of policy contains both a minimum and target premium?

- A. graded premium life
- B. whole life
- **C. universal life**
- D. adjustable life

Answer: C

Explanation:

Under Pennsylvania Life Insurance principles, universal life insurance policies are characterized by flexible premiums and adjustable death benefits. These policies contain both a minimum premium and a target premium. The minimum premium is the least amount required to keep the policy in force based on current assumptions, while the target premium is the recommended amount that will adequately fund the policy and maintain coverage as intended.

Universal life allows policyowners to vary premium payments within contract limits. Paying only the minimum premium may cause cash values to erode, while paying the target premium helps build sufficient cash value to support long-term coverage. This dual-premium structure is unique to universal life and is emphasized in Pennsylvania insurance licensing materials.

Whole life, graded premium life, and adjustable life policies do not operate with a minimum and target premium structure. Therefore, the correct and verified answer is C. universal life.

NEW QUESTION # 78

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