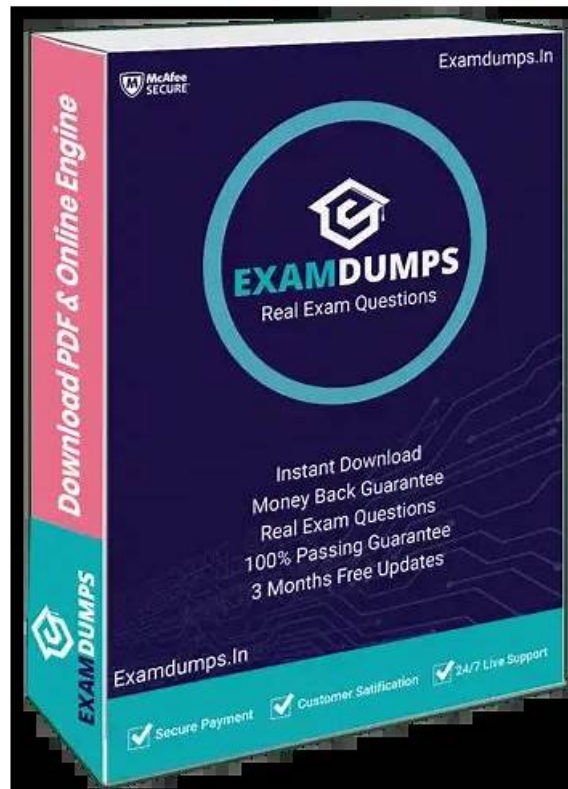


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Maryland Insurance Administration Maryland Accident and Health or Sickness Producer Series 20-24 Exam Sample Questions (Q34-Q39):

NEW QUESTION # 34

An insurance producer provided several examples to the applicant persuasively demonstrating that the insurance coverage offered under his company's policy was superior to a competitor's product. The insurance producer knew he was misrepresenting or stretching the truth in order to induce the applicant to forfeit her current policy and purchase a similar but inferior insurance policy from him. The insurance producer is involved in which one of the following unfair trade practices?

- A. Discrimination
- **B. Twisting**
- C. Rebating
- D. Fraud

Answer: B

Explanation:

Twisting (Insurance Article, § 27-203) involves misrepresenting policy benefits to induce replacement with an inferior product. Fraud is broader, discrimination isn't relevant, and rebating offers financial inducements, not misrepresentation.

References: Maryland Insurance Article, § 27-203; MIA trade practice rules.

NEW QUESTION # 35

Before issuing a policy of long-term care insurance to an applicant who is at least 80 years old, unless the policy is guaranteed issue, the carrier shall obtain a:

- A. Copy of the person's living will
- B. Applicant's family's consent
- C. Power of attorney
- **D. Report of a physical examination**

Answer: D

Explanation:

For non-guaranteed issue long-term care policies (Insurance Article, § 18-107), a physical exam report is required for applicants 80+ to assess risk, not family consent, living wills, or power of attorney.

References: Maryland Insurance Article, § 18-107; MIA LTC underwriting rules.

NEW QUESTION # 36

All of the following are characteristics of a preferred risk applicant for disability income insurance EXCEPT:

- A. Non-smoker
- **B. High income**
- C. Physically active
- D. Non-hazardous occupation

Answer: B

Explanation:

Preferred risk applicants (Insurance Article, § 15-201) have low disability risk due to non-smoking, safe jobs, and physical activity. High income affects benefit amounts, not risk classification, making it the exception.

References: Maryland Insurance Article, § 15-201; MIA underwriting standards.

NEW QUESTION # 37

Group health insurance contracts providing coverage for employees in more than one state are usually controlled by the laws of the state where:

- A. The producer resides
- B. The majority of employees reside
- C. The master contract is issued
- D. The application is signed

Answer: C

Explanation:

Multi-state group plans (Insurance Article, § 15-1202) are governed by the state where the master contract is issued, typically the employer's home state, ensuring consistent legal oversight regardless of employee location or producer residence.

References: Maryland Insurance Article, § 15-1202; MIA multi-state group rules.

NEW QUESTION # 38

When the employer pays the premium, covered individuals normally receive tax-free benefits under all of the following group health plans EXCEPT:

- A. Health maintenance organization
- B. Dental
- C. Disability income
- D. Major medical

Answer: C

Explanation:

Federal tax rules (IRC § 105, § 106) make employer-paid medical benefits (major medical, dental, HMO) tax-free, but disability income benefits are taxable if employer-funded, as they replace income.

References: IRC § 105, § 106; Maryland Insurance Article, § 15-1201; MIA tax guidelines.

NEW QUESTION # 39

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