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Virginia Insurance Virginia Life, Annuities, and Health Insurance Examination Series 11-01 Sample Questions (Q79-Q84):

NEW QUESTION # 79

A licensee is NOT required by Virginia law to keep which of the following records?

- A. Files of insurance applications on current policies issued
- B. Policy renewal notices
- C. Accounting records of premium payments
- D. Premium quotations of unissued policies

Answer: D

Explanation:

Virginia Code § 38.2-1809 mandates that licensees maintain specific records for regulatory oversight and consumer protection.

Option A (accounting records of premium payments) is required to track funds received and remitted, ensuring financial accountability (e.g., premiums collected for a \$1,000 policy). Option B (files of insurance applications on current policies) must be kept as part of the contract and for audit purposes, per §

38.2-1810. Option C (policy renewal notices) is required to document communication with policyholders about ongoing coverage, ensuring transparency. Option D (premium quotations of unissued policies) is not mandated; while agents may provide quotes (e.g., \$500 annually for a term policy), these are preliminary offers, not binding until a policy is issued, and Virginia law doesn't require retaining them unless they result in a transaction. The study guide likely details recordkeeping in a compliance chapter, contrasting required records (A, B, C) with optional ones like quotes (D), using examples-e.g., keeping a paid policy's file but not a rejected quote-making D the item not required. This reflects Virginia's focus on executed contracts over prospective ones.

NEW QUESTION # 80

An individual purchased an annuity with a series of premium payments continuing over a period of twenty years. The purchase payments were made during the:

- A. Accumulation period
- B. Period certain
- C. Annuity period
- D. Liquidation period

Answer: A

Explanation:

Detailed Answer in Step-by-Step Solution:

* The accumulation period (D) is the phase in a deferred annuity where premiums are paid to build value before payouts begin.

* The liquidation period (A) is not a standard term here; it might imply payout but isn't correct.

* The annuity period (B) is when payments are received, not paid.

* Period certain (C) refers to a payout option, not premium payment phase.

The Virginia study guide defines the accumulation period as the time during which premium payments are made into a deferred annuity, accumulating value until the payout phase. Reference: Virginia Life, Annuities, and Health Insurance study guide, section on "Annuities."

NEW QUESTION # 81

An agent or insurer who unknowingly violates insurance laws may be charged a maximum penalty of:

- A. \$1,000 per occurrence, with a cap of \$10,000
- B. \$1,500 per occurrence, with a cap of \$10,000
- C. \$500 per occurrence, with a cap of \$10,000
- D. \$750 per occurrence, with a cap of \$10,000

Answer: A

Explanation:

Detailed Answer in Step-by-Step Solution:

* For unintentional violations in Virginia, the maximum penalty is \$1,000 per occurrence, with an aggregate cap of \$10,000 (C), per

state insurance regulations.

* Options A, B, and D deviate from this standard penalty structure.

The Virginia study guide, per Virginia Code, sets unintentional violation penalties at up to \$1,000 per act, with a \$10,000 total cap, escalating for willful violations. Reference: Virginia Life, Annuities, and Health Insurance study guide, section on "Penalties and Enforcement."

NEW QUESTION # 82

Keogh plans are also known as:

- A. Section 457 plans
- B. Section 2503(c) trusts
- C. 403(b) plans
- **D. HR 10 plans**

Answer: D

Explanation:

Keogh plans, established under the Internal Revenue Code, are retirement plans for self-employed individuals and small businesses, also known as HR 10 plans (option B) after the 1962 legislation (H.R. 10) creating them. They allow tax-deferred contributions, similar to qualified plans. Option A (Section 457 plans) applies to government and nonprofit employees, not self-employed individuals. Option C (403(b) plans) is for nonprofit employees (e.g., teachers), distinct from Keogh's self-employed focus. Option D (Section 2503(c) trusts) relates to gifting for minors, not retirement. The study guide likely contrasts Keogh (HR 10) with other plans in a retirement section, noting its tax benefits and eligibility, confirming B as the correct synonym.

NEW QUESTION # 83

Giving policyholders some part of the agent's commission as an inducement to purchase insurance is an unfair trade practice known as:

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

Answer: C

Explanation:

Detailed Answer in Step-by-Step Solution:

* Rebating (B) is the illegal practice of offering a portion of an agent's commission or other financial incentives to induce a sale, prohibited in most states, including Virginia, to ensure fair competition.

* Twisting (A) involves misrepresenting policies to replace existing coverage. Replacement (C) is switching policies, not necessarily with a rebate. Retention (D) is not a recognized term here.

The Virginia study guide defines rebating as an unfair trade practice under Virginia insurance law, aimed at preventing agents from undercutting prices with commission kickbacks. Reference: Virginia Life, Annuities, and Health Insurance study guide, section on "Unfair Trade Practices."

NEW QUESTION # 84

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