

LONG TERM CARE #213 FINAL EXAM

1. Acute care is given to a patient in order to get better. Once health progress stops, the care is termed _____.

- A. Chronic
- B. Perpetual
- C. Hopeless
- D. Terminal

2. A "prior hospital stay" _____ required before an insured gets benefits from his long term care policy.

- A. Must be
- B. Is probably
- C. Cannot be
- D. Has never been

3. Aggressive Medigap plans extend coverage to "at home" recovery, but once health progress stops the condition is called chronic and coverage _____.

- A. Begins
- B. Is no longer covered
- C. Notches up
- D. Levels out

4. Chronic illness evolution is the process and need for different levels of health care _____.

- A. Early on
- B. Based on eligibility
- C. At different times
- D. From different people

5. The Medicare program covers medical expenses as opposed to _____, regardless of the recipient's financial status.

- A. Custodial care
- B. Hospital costs
- C. Drug expenses
- D. At home nursing care

6. Medi-Cal eligibility is based on _____.

- A. Financial need
- B. Age
- C. Living conditions
- D. Number in the household

7. The Class Act of 2010 creates a national insurance trust to pay long term care benefits. This is a _____, publicly sponsored insurance plan.

- A. Mandatory
- B. Federally funded
- C. Voluntary
- D. Low income

8. Preexisting conditions in long term care policies are covered as long as occurred in the _____ months preceding coverage.

- A. Two
- B. Three
- C. Six
- D. Nine

9. If institutional care (nursing care) and home care benefits are provided in a long term care policy, the home care benefits shall be at least _____ percent of the maximum benefits for institutional care.

- A. 10%
- B. 25%
- C. 50%
- D. 75%

10. Home Modifications mean modifications made to a home _____ the ability to perform the Activities of Daily Living.

- A. To improve
- B. To prolong
- C. To stabilize
- D. Discourage

11. Usual and customary charges are _____ in long term care policies. This means a LTC patient will NOT receive a bill from a nursing home for a balance not paid by an insurer.

- A. Encouraged
- B. Discouraged
- C. Reimbursed
- D. Prohibited

12. Qualified LTC insurance premiums are deductible to the extent they exceed _____% of an individual's adjusted gross income.

- A. 3%
- B. 5%
- C. 10.0%
- D. 7.5%

13. The right to increase coverage of an LTC policy is guaranteed by law. However, policyholders may _____.

- A. Pay higher premiums
- B. Be subject to new underwriting
- C. Be restricted by age and limits of certain coverage
- D. All of the above

14. Taking no action may be something you recommend to an insurance candidate, especially when clients have _____.

- A. Large assets
- B. No medical eligibility
- C. An uninsurable preexisting condition
- D. All of the above

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15. Licensed or skilled vendors cannot be required in policies if the same service can be provided by _____.

- A. An out of state worker
- B. Unskilled workers
- C. Adult day care
- D. Licensed workers

16. Hands-on assistance means an insured needs _____.

- A. Lifting Help moving from a bed to a chair
- B. Someone ready to help if needed
- C. A helpful person they can call
- D. A nurse to be in the room

17. Community based care provides services so people can live at home and still be independent. Examples include which of the following:

- A. Adult day care
- B. Home health care
- C. Homemaker services
- D. All of the above

18. Substantial supervision means _____ by another person to protect a cognitively impaired individual from threats to his health or safety.

- A. Continual supervision
- B. Periodic supervision
- C. Qualified supervision
- D. Physical assistance

19. A shortened benefit period in a policy means an insured can choose to reduce benefits or retain a reduced level of coverage after an insurer has _____.

- A. Denied coverage
- B. Increased premiums beyond a specific percentage
- C. Improved benefits at no extra cost
- D. Denied a claim

20. A 30-day free look at long term care policies begins when the policy is _____.

- A. Approved
- B. Applied for
- C. Delivered
- D. Sold

21. Twisting is where an agent makes comparisons of policies in a _____ way to induce a person to change or buy a policy.

- A. Misleading
- B. Funny
- C. Sarcastic
- D. Less than informative

22. Informal care is performed by which of the following caregivers:

- A. Family members
- B. Friend
- C. Neighbor
- D. All of the above

23. A HIPAA certification is required for an insured to be termed chronically ill and obtain long term care benefits. The illness must be one expected to last _____ or more to qualify.

- A. 10 days
- B. 90 days
- C. 6 months
- D. 48 hours

24. Policy evolution is the process of understanding client needs in order to _____.

- A. Advise prospects on changing policies and benefits.
- B. Sell more policies
- C. Comply with state law
- D. Capture hearts and minds

25. LTC combo plans have benefited by the Pension Protection Act of 2006 in that it _____.

- A. Protects long term care pensions
- B. Legalized long term care riders
- C. Permits tax free distribution of life or annuity cash values to pay for long term care
- D. Established easier eligibility

26. Married couples tend to weather long term care events better because _____.

- A. At least one spouse is able to care for / monitor the effected spouse
- B. They have more resources
- C. Married people are smarter
- D. Married couples have kids

27. LTC inflation protection can be valuable but costly. It must be offered to your client. If refused, you must _____.

- A. Keep talking until the client agrees
- B. Give it to them anyway
- C. Have them sign a special waiver
- D. Walk away

28. Assisted living facilities differ from nursing facilities in _____.

- A. Name only
- B. In the degree of assistance needed
- C. Cost only
- D. States other than California

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29. An agents duty is to point out the risks of needing and paying for long term care. The State also requires that all presentations must be _____.

- A. Copied and submitted to the State
- B. Completed in 24 hours of meeting a client
- C. Fairly presented and not overstated
- D. In writing

30. Stand alone LTC products have sold the most in the past, but policyholders complain about their _____

- A. Cost
- B. Use it or lose it aspect
- C. Benefits
- D. A and B only

31. A cognitive reinstatement clause allows reinstatement of a cancelled policy for up to _____ months where mental impairment caused the policyholder to forget premiums.

- A. 5
- B. 2
- C. 90 days
- D. 1 year

32. Senior marketing abuse created new agent rules. When marketing to anyone over age 65 you must:

- A. Disclose that an "agent may contact" in advertisements
- B. Refrain from using "seminar or class" methods to contact when selling an insurance product is the true intent
- C. Notify a senior in writing 24 hours before any initial meeting
- D. All of the above

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