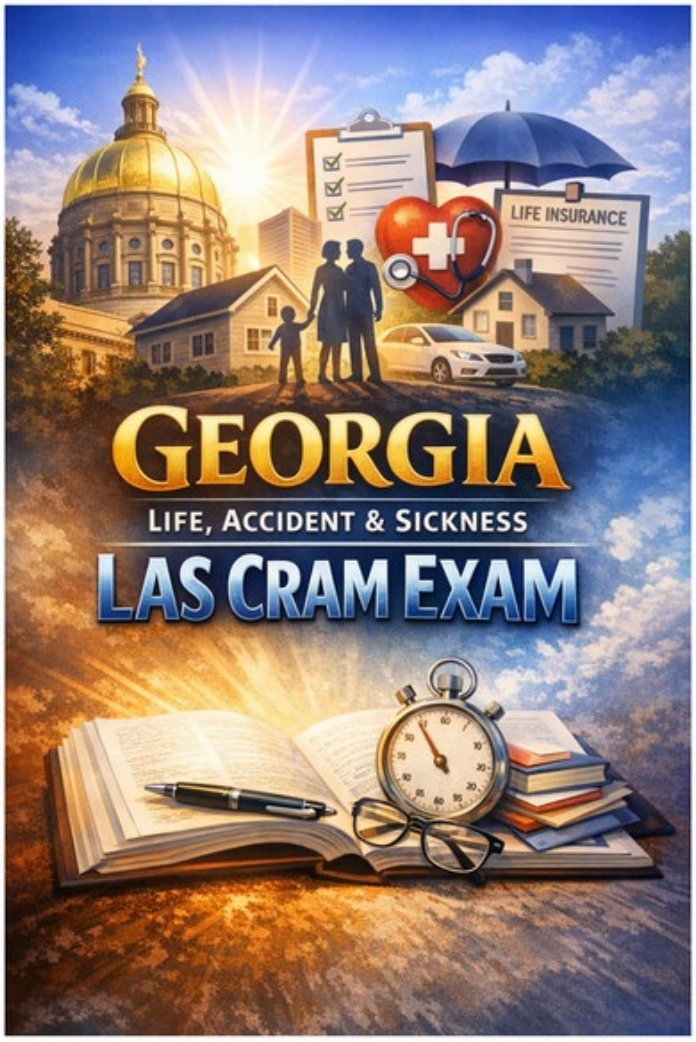
# PRELICENSING




# Eddie K. Emmett

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### Why We Built the LAS Cram Exam

The Georgia Life, Accident & Sickness exam isn't just another test—it's a gateway into a profession built on trust, clarity, and the responsibility to guide people through some of the most important decisions of their lives. That deserves preparation that respects the learner, honors their time, and focuses on what actually moves the needle on exam day.

This Cram Exam was built for exactly that purpose.

It distills the core concepts, patterns, and question styles you're most likely to face, giving you a final, high-yield run-through before you sit for the real thing. Every question is designed to sharpen recognition, reinforce the logic behind the exam, and strengthen your confidence under timed conditions.

Think of this as your last lap—a focused, intentional sprint that brings everything together. You've already done the heavy lifting. This is where it locks in.

Now settle in, lean forward, and let's finish strong.

### Georgia LAS Cram Exam — Memory Hooks

**Full Pearson VUE Content — All Non-Regulatory Domains** 100% original, exam-style, scenario-anchored memory hooks.

#### 1. Life Insurance Basics

**Core Concepts**

- **Insurable Interest** — must exist at application; not required at claim.
- **Mortality Tables** — predict death rates; used for life insurance pricing.
- **Law of Large Numbers** — makes losses predictable.

- **Adverse Selection** — high-risk individuals seeking coverage; underwriting prevents it.
- **STOLI** — illegal; cannot buy a policy solely to sell it.

**Memory Hooks**

- **Insurable interest = "at the start, not the end."**
- **Life insurance = mortality + math + time.**
- **Underwriting = "keep the pool healthy."**

**2. Types of Life Policies**

**Term Life**

- Pure protection
- No cash value
- Temporary
- Lowest cost per dollar of coverage

**Whole Life**

- Permanent
- Guaranteed cash value
- Level premium
- Builds equity

**Universal Life**

- Flexible premium
- Adjustable death benefit
- Cash value grows by current interest rates

**Variable Life / Variable Universal Life**

- Cash value in separate accounts
- Investment risk on policyowner
- Requires securities license

**Memory Hooks**

- **Term = "rent the death benefit."**
- **Whole = "own it for life."**
- **Universal = "flex it."**

- **Variable = “market-driven, owner risk.”**

**3. Annuities**

**Core Concepts**

- Protect against outliving income
- Opposite of life insurance
- Accumulation → Annuitization
- Fixed vs. Variable vs. Indexed

**Memory Hooks**

- **Annuity = “paycheck for life.”**
- **Life insurance protects against dying too soon; annuities protect against living too long.**

**4. Health Insurance Basics**

**Core Concepts**

- Morbidity tables (illness/injury rates)
- Deductibles, coinsurance, copays
- Managed care (HMO, PPO, POS)
- Major medical = broad, high limits

**Memory Hooks**

- **Health = morbidity; life = mortality.**
- **HMO = “gatekeeper.”**
- **PPO = “freedom with a fee.”**

**5. Disability Income**

**Core Concepts**

- Replaces lost income
- Elimination period = waiting period
- Benefit period = how long it pays
- Own-occupation vs. any-occupation

**Memory Hooks**

- **Disability = “your paycheck insurance.”**

- **Elimination period = “deductible in time.”**

**6. Medicare & Medicaid**

**Medicare**

- Part A — hospital
- Part B — medical
- Part C — Medicare Advantage
- Part D — drugs

**Medicaid**

- Needs-based
- Joint federal/state program

**Memory Hooks**

- **A = “admit.”**
- **B = “doctor bill.”**
- **C = “combo plan.”**
- **D = “drugs.”**

**7. Long-Term Care (LTC)**

**Core Concepts**

- Covers chronic care
- ADLs trigger benefits (bathing, dressing, etc.)
- Not covered by Medicare beyond limited skilled care

**Memory Hooks**

- **LTC = “help with living, not curing.”**
- **ADLs = “the triggers.”**

**8. Group Life & Health**

**Core Concepts**

- Employer is policyholder
- Employees receive certificates
- No individual underwriting
- Conversion rights

**Memory Hooks**

- **Group = “one master, many certificates.”**
- **Conversion = “no questions asked.”**

**9. Policy Provisions, Riders & Options**

**Key Provisions**

- Entire contract
- Grace period
- Reinstatement
- Incontestability
- Misstatement of age/sex

**Common Riders**

- Waiver of premium
- Accidental death
- Guaranteed insurability
- Cost of living

**Memory Hooks**

- **Incontestability = “two years and locked.”**
- **Misstatement = “fix the benefit, not the premium.”**

**10. Health Policy Provisions**

**Uniform Required Provisions**

- Entire contract
- Grace period
- Reinstatement
- Notice of claim
- Proof of loss
- Time of payment of claims

**Uniform Optional Provisions**

- Change of occupation
- Misstatement of age

- Relation of earnings to insurance

**Memory Hooks**

- **Required = “must.”**
- **Optional = “may.”**

**11. ACA Essentials**

**Core Concepts**

- Essential health benefits
- No pre-existing condition exclusions
- No lifetime/annual limits
- Dependent coverage to age 26

**Memory Hooks**

- **ACA = “no limits, no exclusions, no surprises.”**

**12. Georgia LAS Regulations**

**Core Concepts**

- Replacement rules
- Free-look periods
- Advertising rules
- Licensing & continuing education
- Medicare supplement rules
- LTC training requirements

**Memory Hooks**

- **Replacement = “protect the consumer.”**
- **Free-look = “cooling-off window.”**
- **GA = “disclosure, suitability, documentation.”**

**Georgia LAS Cram Exam Q&A**

**A client wants the lowest-cost life insurance with the highest immediate death benefit. Which policy fits best?**

A. Whole Life

B. Term Life

C. Universal Life

D. Variable Life

**Correct Answer: B**

**Explanation:** Term Life provides pure protection with no cash value, making it the lowest-cost way to buy a large death benefit.

**Which statement about insurable interest in life insurance is correct?**

A. It must exist at the time of death

B. It must exist at policy delivery

C. It must exist at the time of application

D. It must exist throughout the policy

**Correct Answer: C**

**Explanation:** Insurable interest is required only at application, not at claim.

**A policyowner wants flexible premiums and an adjustable death benefit. Which policy fits?**

A. Whole Life

B. Term Life

C. Universal Life

D. Variable Life

**Correct Answer: C**

**Explanation:** Universal Life allows flexible premiums and adjustable death benefits.

**Which annuity option guarantees income for life but stops at the annuitant's death?**

A. Life Only

B. Life with Period Certain

C. Joint and Survivor

D. Refund Life

**Correct Answer: A**

**Explanation:** Life Only pays the highest income but ends at death with no refund.

**A client wants protection against outliving their savings. Which product addresses this?**

A. Term Life

B. Whole Life

C. Annuity

D. Variable Life

**Correct Answer: C**

**Explanation:** Annuities protect against longevity risk — outliving income.

**Which health insurance concept uses morbidity tables?**

A. Life insurance pricing

B. Disability income underwriting

C. Health insurance pricing

D. Annuity payout calculations

**Correct Answer: C**

**Explanation:** Health insurance uses morbidity tables to predict illness and injury rates.

**A client wants a plan with a primary care physician who controls referrals. Which plan is this?**

A. PPO

B. HMO

C. POS

D. Indemnity

**Correct Answer: B**

**Explanation:** HMOs use gatekeepers and require referrals.

**Which disability income feature is similar to a deductible?**

A. Benefit period

B. Elimination period

C. Probationary period

D. Waiting period for reinstatement

**Correct Answer: B**

**Explanation:** The elimination period is the time deductible before benefits begin.

**Which Medicare part covers hospital care?**

A. Part A

B. Part B

C. Part C

D. Part D

**Correct Answer: A**

**Explanation:** Part A covers inpatient hospital services.

**Which statement about Medicaid is correct?**

A. It is funded entirely by the federal government

B. It is a needs-based program

C. It is only for individuals over age 65

D. It requires premium payments

**Correct Answer: B**

**Explanation:** Medicaid is a joint federal/state program for low-income individuals.

**Which trigger activates Long-Term Care benefits?**

A. Doctor's recommendation

B. Loss of income

C. Inability to perform ADLs

D. Hospital admission

**Correct Answer: C**

**Explanation:** LTC benefits are triggered by inability to perform Activities of Daily Living.

**In group life insurance, who receives the certificate of insurance?**

A. Employer

B. Employee

C. Beneficiary

D. Insurer

**Correct Answer: B**

**Explanation:** Employees receive certificates; the employer holds the master policy.

**Which provision prevents an insurer from denying a claim after two years?**

A. Grace period

B. Entire contract

C. Incontestability

D. Reinstatement

**Correct Answer: C**

**Explanation:** After two years, the policy becomes incontestable except for fraud.

**Which rider waives premiums if the insured becomes disabled?**

A. Guaranteed insurability

B. Waiver of premium

C. Accidental death

D. Cost of living

**Correct Answer: B**

**Explanation:** Waiver of premium suspends premium payments during disability.

**Which health provision requires the insured to notify the insurer of a claim?**

A. Proof of loss

B. Notice of claim

C. Time of payment of claims

D. Legal actions

**Correct Answer: B**

**Explanation:** Notice of claim alerts the insurer that a loss has occurred.

**Under the ACA, which statement is correct?**

A. Pre-existing conditions may be excluded

B. Lifetime limits are allowed

C. Dependents are covered to age 26

D. Essential health benefits are optional

**Correct Answer: C**

**Explanation:** ACA requires dependent coverage to age 26.

**A policyowner misstates their age on a life application. What happens?**

A. Policy is void

B. Premium increases

C. Benefit is adjusted

D. Policy is re-underwritten

**Correct Answer: C**

**Explanation:** Misstatement adjusts the benefit, not the premium.

**Which statement about variable life insurance is correct?**

A. Cash value is guaranteed

B. Premiums are flexible

C. Investments are in separate accounts

D. No securities license is required

**Correct Answer: C**

**Explanation:** Variable policies invest in separate accounts and require a securities license.

**Which policy provision allows reinstatement after lapse?**

A. Entire contract

B. Grace period

C. Reinstatement

D. Time limit on certain defenses

**Correct Answer: C**

**Explanation:** Reinstatement allows a lapsed policy to be restored with back premiums and evidence of insurability.

**A client wants a health plan with broad provider choice and no referrals. Which plan fits?**

A. HMO

B. PPO

C. POS

D. Medicare Advantage

**Correct Answer: B**

**Explanation:** PPOs allow freedom of choice without referrals.

**A client wants life insurance that guarantees a minimum interest rate on cash value but also allows higher credited interest when markets perform well. Which policy fits?**

A. Whole Life

B. Universal Life

C. Indexed Universal Life

D. Variable Life

**Correct Answer: C**

**Explanation:** Indexed UL credits interest based on an index with a guaranteed floor and potential upside.

**Which statement about group life conversion is correct?**

A. Evidence of insurability is required

B. Conversion must be to term insurance

C. Conversion must occur within the allowed time frame

D. The employer pays the conversion premium

**Correct Answer: C**

**Explanation:** Employees have a limited window (usually 31 days) to convert without evidence of insurability.

**A client wants a health plan that combines HMO-style coordination with the option to go out-of-network at higher cost. Which plan fits?**

A. PPO

B. HMO

C. POS

D. Medicare Supplement

**Correct Answer: C**

**Explanation:** POS plans blend HMO and PPO features.

**Which statement about Medicare Part B is correct?**

A. It covers inpatient hospital care

B. It is free for all beneficiaries

C. It covers doctor services and outpatient care

D. It includes prescription drug coverage

**Correct Answer: C**

**Explanation:** Part B covers outpatient services, doctor visits, and medical supplies.

**A client wants disability income coverage that pays if they cannot perform the duties of their own job. Which definition applies?**

A. Any occupation

B. Partial disability

C. Own occupation

D. Residual disability

**Correct Answer: C**

**Explanation:** Own-occupation pays when the insured cannot perform their specific job duties.

**Which statement about the free-look period is correct?**

A. It applies only to health policies

B. It allows the insurer to cancel the policy

C. It allows the policyowner to return the policy for a full refund

D. It applies only to group insurance

**Correct Answer: C**

**Explanation:** The free-look gives the policyowner time to review and cancel for a full refund.

**A client wants a life policy with guaranteed cash value and the ability to borrow against it. Which policy fits?**

A. Term Life

B. Whole Life

C. Variable Life

D. Universal Life

**Correct Answer: B**

**Explanation:** Whole Life builds guaranteed cash value that can be borrowed.

**Which statement about major medical insurance is correct?**

A. It has low limits

B. It covers only hospital care

C. It provides broad coverage with high limits

D. It excludes preventive care

**Correct Answer: C**

**Explanation:** Major medical provides broad, high-limit coverage for a wide range of services.

**Which provision requires the insured to submit written proof of loss?**

A. Notice of Claim

B. Proof of Loss

C. Time of Payment of Claims

D. Legal Actions

**Correct Answer: B**

**Explanation:** Proof of Loss provides documentation of the claim.

**A client wants a life policy that provides market-based growth and no guarantees. Which policy fits?**

A. Whole Life

B. Universal Life

C. Variable Life

D. Term Life

**Correct Answer: C**

**Explanation:** Variable Life invests in separate accounts with no guaranteed cash value.

**Which statement about the elimination period in disability income is correct?**

A. It increases the benefit amount

B. It reduces the premium

C. It is the period benefits are paid

D. It guarantees coverage

**Correct Answer: B**

**Explanation:** Longer elimination periods reduce premiums.

**A client wants a Medicare plan that fills deductibles and coinsurance. Which plan fits?**

A. Medicare Advantage

B. Medicare Supplement

C. Medicaid

D. Medicare Part D

**Correct Answer: B**

**Explanation:** Medigap policies fill Medicare's cost-sharing gaps.

**Which statement about accidental death riders is correct?**

A. They pay for illness

B. They double the benefit for accidental death

C. They replace the base policy

D. They build cash value

**Correct Answer: B Explanation:** Accidental death riders typically pay an additional benefit for accidental death.

**A client wants a health plan with no network restrictions. Which plan fits?**

A. HMO

B. PPO

C. Indemnity

D. POS

**Correct Answer: C**

**Explanation:** Indemnity plans allow any provider with no network limitations.

**Which statement about the reinstatement provision is correct?**

A. It requires no back premiums

B. It restores coverage automatically

C. It may require evidence of insurability

D. It guarantees approval

**Correct Answer: C Explanation:** Reinstatement often requires back premiums and proof of insurability.

**A client wants life insurance that provides temporary coverage with level premiums for a set period. Which policy fits?**

A. Whole Life

B. Term Life

C. Universal Life

D. Variable Life

**Correct Answer: B**

**Explanation:** Term Life provides temporary, level-premium coverage.

**Which statement about Medicaid is correct?**

A. It is based on age

B. It is based on financial need

C. It requires Medicare enrollment

D. It is funded only by states

**Correct Answer: B**

**Explanation:** Medicaid is a needs-based program.

**A client wants a life policy that allows premium flexibility and cash value growth based on current interest rates. Which policy fits?**

A. Whole Life

B. Universal Life

C. Variable Life

D. Term Life

**Correct Answer: B Explanation:** Universal Life offers flexible premiums and interest-sensitive cash value.

**Which health provision limits the time an insured can sue the insurer?**

A. Legal Actions

B. Proof of Loss

C. Entire Contract

D. Grace Period

**Correct Answer: A**

**Explanation:** Legal Actions sets the timeframe for filing suit after a claim.

**A client wants a life policy that provides lifelong coverage with guaranteed premiums and guaranteed death benefit. Which policy fits?**

A. Term Life

B. Whole Life

C. Universal Life

D. Variable Life

**Correct Answer: B**

**Explanation:** Whole Life guarantees premiums, death benefit, and cash value.

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B. Proof of Loss

C. Time of Payment of Claims

D. Legal Actions

**Correct Answer: B**

**Explanation**: Proof of Loss provides documentation of the claim.

**A client wants a life policy that provides market-based growth and no guarantees. Which policy fits?**

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B. Universal Life

C. Variable Life

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B. Medicare Supplement

C. Medicaid

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**Explanation**: Medigap policies fill Medicare's cost-sharing gaps.

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D. POS

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**Explanation**: Indemnity plans allow any provider with no network limitations.

**Which statement about the reinstatement provision is correct?**

A. It requires no back premiums

B. It restores coverage automatically

C. It may require evidence of insurability

D. It guarantees approval

**Correct Answer: C**

**Explanation**: Reinstatement often requires back premiums and proof of insurability.

**A client wants life insurance that provides temporary coverage with level premiums for a set period. Which policy fits?**

A. Whole Life

B. Term Life

C. Universal Life

D. Variable Life

**Correct Answer: B**

**Explanation**: Term Life provides temporary, level-premium coverage.

**Which statement about Medicaid is correct?**

A. It is based on age

B. It is based on financial need

C. It requires Medicare enrollment

D. It is funded only by states

**Correct Answer: B**

**Explanation**: Medicaid is a needs-based program.

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B. Universal Life

C. Variable Life

D. Term Life

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**Explanation:** Universal Life offers flexible premiums and interest-sensitive cash value.

**Which health provision limits the time an insured can sue the insurer?**

A. Legal Actions

B. Proof of Loss

C. Entire Contract

D. Grace Period

**Correct Answer: A**

**Explanation**: Legal Actions sets the timeframe for filing suit after a claim.

**A client wants a life policy that provides lifelong coverage with guaranteed premiums and guaranteed death benefit. Which policy fits?**

A. Term Life

B. Whole Life

C. Universal Life

D. Variable Life

**Correct Answer: B**

**Explanation**: Whole Life guarantees premiums, death benefit, and cash value.

**A client wants a life policy that guarantees a minimum interest rate but also allows flexible premiums. Which policy fits?**

A. Whole Life

B. Universal Life

C. Variable Life

D. Term Life

**Correct Answer: B**

**Explanation**: Universal Life offers flexible premiums and interest-sensitive cash value with a guaranteed minimum rate.

**Which statement about Medicare Part D is correct?**

A. It covers hospital care

B. It covers prescription drugs

C. It is included automatically with Part A

D. It replaces Medicare Advantage

**Correct Answer: B**

**Explanation:** Part D provides prescription drug coverage.

**A client wants disability income coverage that pays a portion of lost income when they can work part-time but not full-time. Which benefit applies?**

A. Total disability

B. Partial disability

C. Residual disability

D. Own-occupation disability

**Correct Answer: C**

**Explanation:** Residual disability pays when the insured loses income due to reduced work capacity.

**Which statement about group health insurance is correct?**

A. Individual underwriting is required

B. The employer receives the master policy

C. Employees pay all premiums

D. Dependents are not eligible

**Correct Answer: B**

**Explanation**: The employer holds the master policy; employees receive certificates.

**A client wants a life policy that provides permanent coverage with guaranteed premiums and guaranteed death benefit. Which policy fits?**

A. Term Life

B. Whole Life

C. Universal Life

D. Variable Life

**Correct Answer: B**

**Explanation:** Whole Life guarantees premiums, death benefit, and cash value.

**Which health provision requires the insurer to provide claim forms within a specified time?**

A. Notice of Claim

B. Claim Forms

C. Proof of Loss

D. Time of Payment of Claims

**Correct Answer: B**

**Explanation**: The insurer must supply claim forms promptly after receiving notice.

**A client wants a life policy that provides temporary coverage with decreasing death benefit. Which policy fits?**

A. Level Term

B. Decreasing Term

C. Increasing Term

D. Whole Life

**Correct Answer: B**

**Explanation**: Decreasing Term is often used for mortgages and declines over time.

**Which statement about Medicare Advantage (Part C) is correct?**

A. It replaces Medicare entirely

B. It combines Parts A and B and often Part D

C. It is sold by the federal government

D. It covers only prescription drugs

**Correct Answer: B**

**Explanation:** Part C bundles A, B, and often D into one managed plan.

**A client wants a health plan that requires referrals and uses a primary care physician. Which plan fits?**

A. PPO

B. HMO

C. POS

D. Indemnity

**Correct Answer: B**

**Explanation**: HMOs use gatekeepers and require referrals.

**Which statement about the incontestability clause is correct?**

A. It prevents denial for fraud

B. It applies after two years

C. It guarantees reinstatement

D. It waives premiums

**Correct Answer: B**

**Explanation**: After two years, the insurer cannot contest the policy except for fraud.

**A client wants a life policy that allows them to skip premiums as long as cash value is sufficient. Which policy fits?**

A. Term Life

B. Whole Life

C. Universal Life

D. Variable Life

**Correct Answer: C**

**Explanation:** Universal Life allows flexible premiums funded by cash value.

**Which statement about Medicaid is correct?**

A. It is based on age

B. It is based on financial need

C. It requires Medicare enrollment

D. It is funded only by states

**Correct Answer: B**

**Explanation**: Medicaid is a needs-based program.

**A client wants a life policy that provides market-linked growth with no direct investment risk. Which policy fits?**

A. Variable Life

B. Indexed Universal Life

C. Whole Life

D. Term Life

**Correct Answer: B**

**Explanation:** Indexed UL credits interest based on an index but does not invest directly in the market.

**Which health provision requires the insured to submit written documentation of a claim?**

A. Notice of Claim

B. Proof of Loss

C. Time of Payment of Claims

D. Legal Actions

**Correct Answer: B**

**Explanation:** Proof of Loss provides written evidence of the claim.

**A client wants a life policy that provides lifelong coverage and cash value but with higher potential returns and higher risk. Which policy fits?**

A. Whole Life

B. Universal Life

C. Variable Life

D. Term Life

**Correct Answer: C**

**Explanation:** Variable Life invests in separate accounts with market-based returns.

**Which statement about the grace period in health insurance is correct?**

A. It prevents policy lapse for nonpayment

B. It guarantees reinstatement

C. It waives premiums

D. It applies only to group plans

**Correct Answer: A**

**Explanation**: The grace period allows time to pay overdue premiums before lapse.

**A client wants a health plan with broad provider choice and no referrals. Which plan fits?**

A. HMO

B. PPO

C. POS

D. Medicare Supplement

**Correct Answer: B**

**Explanation:** PPOs allow freedom of choice without referrals.

**Which statement about the reinstatement provision is correct?**

A. It requires no back premiums

B. It restores coverage automatically

C. It may require evidence of insurability

D. It guarantees approval

**Correct Answer: C**

**Explanation:** Reinstatement often requires back premiums and proof of insurability.

**A client wants a life policy that provides temporary coverage with level premiums and level death benefit. Which policy fits?**

A. Whole Life

B. Level Term

C. Decreasing Term

D. Universal Life

**Correct Answer: B**

**Explanation**: Level Term provides level premiums and level death benefit for a set period.

**Which statement about Medicare Supplement policies is correct?**

A. They replace Medicare

B. They fill Medicare's deductibles and coinsurance

C. They include prescription drug coverage

D. They are sold by the federal government

**Correct Answer: B**

**Explanation:** Medigap policies fill Medicare's cost-sharing gaps.

**A client wants a life policy that provides permanent coverage but with lower guaranteed premiums than Whole Life. Which policy fits?**

A. Term Life

B. Universal Life

C. Variable Life

D. Whole Life

**Correct Answer: B**

**Explanation:** Universal Life offers permanent coverage with flexible premiums and typically lower costs than Whole Life.

**Which statement about Medicare Part A is correct?**

A. It covers doctor visits

B. It covers inpatient hospital care

C. It covers prescription drugs

D. It requires a monthly premium for all beneficiaries

**Correct Answer: B**

**Explanation**: Part A covers inpatient hospital services.

**A client wants disability income coverage that pays a reduced benefit when they return to work but earn less. Which benefit applies?**

A. Total disability

B. Partial disability

C. Residual disability

D. Own-occupation disability

**Correct Answer: C**

**Explanation:** Residual disability pays when income is reduced due to partial recovery.

**Which statement about group life insurance is correct?**

A. It requires individual underwriting

B. It is usually written as Term Life

C. It builds cash value

D. It is owned by employees

**Correct Answer: B**

**Explanation**: Group life is typically written as annual renewable term.

**A client wants a life policy that provides guaranteed cash value and guaranteed death benefit. Which policy fits?**

A. Term Life

B. Whole Life

C. Universal Life

D. Variable Life

**Correct Answer: B**

**Explanation**: Whole Life guarantees premiums, cash value, and death benefit.

**Which health provision requires the insured to notify the insurer of a claim within a certain timeframe?**

A. Proof of Loss

B. Notice of Claim

C. Time of Payment of Claims

D. Legal Actions

**Correct Answer: B**

**Explanation**: Notice of Claim alerts the insurer that a loss has occurred.

**A client wants a life policy that provides temporary coverage with increasing death benefit. Which policy fits?**

A. Level Term

B. Decreasing Term

C. Increasing Term

D. Whole Life

**Correct Answer: C**

**Explanation:** Increasing Term raises the death benefit over time.

**Which statement about Medicare Supplement policies is correct?**

A. They replace Medicare

B. They fill Medicare's deductibles and coinsurance

C. They include prescription drug coverage

D. They are sold by the federal government

**Correct Answer: B**

**Explanation**: Medigap policies fill Medicare's cost-sharing gaps.

**A client wants a life policy that provides market-based growth and investment choice. Which policy fits?**

A. Whole Life

B. Universal Life

C. Variable Life

D. Term Life

**Correct Answer: C**

**Explanation:** Variable Life invests in separate accounts chosen by the policyowner.

**Which statement about the grace period in life insurance is correct?**

A. It waives premiums

B. It prevents immediate lapse for nonpayment

C. It guarantees reinstatement

D. It applies only to group plans

**Correct Answer: B**

**Explanation:** The grace period allows time to pay overdue premiums before lapse.

**A client wants a health plan that allows out-of-network care but at higher cost. Which plan fits?**

A. HMO

B. PPO

C. POS

D. Indemnity

**Correct Answer: B**

**Explanation**: PPOs allow out-of-network care with higher cost-sharing.

**Which statement about the reinstatement provision is correct?**

A. It requires no back premiums

B. It restores coverage automatically

C. It may require evidence of insurability

D. It guarantees approval

**Correct Answer: C**

**Explanation**: Reinstatement often requires back premiums and proof of insurability.

**A client wants a life policy that provides temporary coverage with level premiums and level death benefit. Which policy fits?**

A. Whole Life

B. Level Term

C. Decreasing Term

D. Universal Life

**Correct Answer: B**

**Explanation:** Level Term provides level premiums and level death benefit for a set period.

**Which statement about Medicaid is correct?**

A. It is based on age

B. It is based on financial need

C. It requires Medicare enrollment

D. It is funded only by states

**Correct Answer: B**

**Explanation**: Medicaid is a needs-based program.

**A client wants a life policy that provides permanent coverage with flexible premiums and adjustable death benefit. Which policy fits?**

A. Whole Life

B. Universal Life

C. Variable Life

D. Term Life

**Correct Answer: B**

**Explanation:** Universal Life allows flexible premiums and adjustable death benefits.

**Which health provision limits the time an insured can sue the insurer?**

A. Legal Actions

B. Proof of Loss

C. Entire Contract

D. Grace Period

**Correct Answer: A**

**Explanation:** Legal Actions sets the timeframe for filing suit after a claim.

**A client wants a life policy that provides lifelong coverage with guaranteed premiums and guaranteed death benefit. Which policy fits?**

A. Term Life

B. Whole Life

C. Universal Life

D. Variable Life

**Correct Answer: B**

**Explanation:** Whole Life guarantees premiums, death benefit, and cash value.

**Which statement about Medicare Part B is correct?**

A. It covers inpatient hospital care

B. It covers doctor services and outpatient care

C. It covers prescription drugs

D. It is free for all beneficiaries

**Correct Answer: B**

**Explanation:** Part B covers outpatient services, doctor visits, and medical supplies.

**A client wants disability income coverage that pays when they cannot perform the duties of their own job. Which definition applies?**

A. Any occupation

B. Partial disability

C. Own occupation

D. Residual disability

**Correct Answer: C**

**Explanation:** Own-occupation pays when the insured cannot perform their specific job duties.

**Which statement about the free-look period is correct?**

A. It applies only to health policies

B. It allows the insurer to cancel the policy

C. It allows the policyowner to return the policy for a full refund

D. It applies only to group insurance

**Correct Answer: C**

**Explanation**: The free-look gives the policyowner time to review and cancel for a full refund.

**Most Likely to Appear — Georgia LAS Exam**

50 High-Frequency, High-Probability Questions

## Life Basics & Core Definitions

**Insurable interest in life insurance must exist at:**

A. Application

B. Policy delivery

C. Time of death

D. Throughout the policy

**Correct Answer: A**

**Which policy provides pure protection with no cash value?**

A. Whole Life

B. Term Life

C. Universal Life

D. Variable Life

**Correct Answer: B**

**Which policy guarantees level premiums, level death benefit, and guaranteed cash value?**

A. Term Life

B. Whole Life

C. Universal Life

D. Variable Life

**Correct Answer: B**

**Which policy allows flexible premiums and adjustable death benefit?**

A. Whole Life

B. Term Life

C. Universal Life

D. Variable Life

**Correct Answer: C**

**Which policy invests cash value in separate accounts?**

A. Whole Life

B. Universal Life

C. Variable Life

D. Term Life

**Correct Answer: C**

**Which policy offers market-linked growth with a guaranteed floor?**

A. Whole Life

B. Indexed Universal Life

C. Variable Life

D. Term Life

**Correct Answer: B**

**Which statement about STOLI is correct?**

A. It is legal

B. It is a form of group insurance

C. It is prohibited

D. It is a type of annuity

**Correct Answer: C**

**Which policy provides temporary coverage with level premiums?**

A. Whole Life

B. Level Term

C. Decreasing Term

D. Universal Life

**Correct Answer: B**

**Which policy is most commonly used to cover a mortgage?**

A. Whole Life

B. Level Term

C. Decreasing Term

D. Variable Life

**Correct Answer: C**

**Which policy provides the highest initial death benefit per premium dollar?**

A. Whole Life

B. Term Life

C. Universal Life

D. Variable Life

**Correct Answer: B**

## Annuities & Retirement Concepts

**Annuities protect against:**

A. Dying too soon

B. Living too long

C. Market loss

D. Disability

**Correct Answer: B**

**Which annuity option pays the highest monthly benefit?**

A. Life Only

B. Joint and Survivor

C. Life with Period Certain

D. Refund Life

**Correct Answer: A**

**Which annuity option guarantees payments for life and a minimum period?**

A. Life Only

B. Life with Period Certain

C. Joint and Survivor

D. Refund Life

**Correct Answer: B**

**Which annuity has investment risk on the owner?**

A. Fixed

B. Variable

C. Immediate

D. Deferred

**Correct Answer: B**

**Which annuity begins payments within 12 months?**

A. Deferred

B. Immediate

C. Variable

D. Indexed

**Correct Answer: B**

**Which annuity guarantees a minimum interest rate?**

A. Variable

B. Indexed

C. Fixed

D. Immediate

**Correct Answer: C**

**Which annuity credits interest based on an external index?**

A. Fixed

B. Indexed

C. Variable

D. Immediate

**Correct Answer: B**

**The accumulation period ends when:**

A. The annuitant dies

B. The policy is surrendered

C. Annuitization begins

D. The insurer cancels the contract

**Correct Answer: C**

**Which annuity option continues payments to a spouse after the annuitant's death?**

A. Life Only

B. Joint and Survivor

C. Refund Life

D. Life with Period Certain

**Correct Answer: B**

**Which annuity option guarantees a refund if the annuitant dies early?**

A. Life Only

B. Joint and Survivor

C. Refund Life

D. Life with Period Certain

**Correct Answer: C**

## Health Basics, Disability, and Managed Care

**Which health plan requires referrals?**

A. PPO

B. HMO

C. POS

D. Indemnity

**Correct Answer: B**

**Which plan allows out-of-network care at higher cost?**

A. HMO

B. PPO

C. POS

D. Medicare Supplement

**Correct Answer: B**

**Which plan blends HMO and PPO features?**

A. HMO

B. PPO

C. POS

D. Indemnity

**Correct Answer: C**

**Which disability definition is most favorable to the insured?**

A. Any occupation

B. Own occupation

C. Partial disability

D. Residual disability

**Correct Answer: B**

**The elimination period in disability income is similar to:**

A. A deductible

B. A copay

C. A grace period

D. A free-look

**Correct Answer: A**

**Residual disability benefits pay when:**

A. The insured cannot work at all

B. The insured dies

C. The insured returns to work with reduced income

D. The insured is hospitalized

**Correct Answer: C**

**Which plan has the strictest network rules?**

A. PPO

B. HMO

C. POS

D. Indemnity

**Correct Answer: B**

**Major medical insurance is characterized by:**

A. Low limits

B. Narrow coverage

C. Broad coverage with high limits

D. No deductibles

**Correct Answer: C**

**Which statement about morbidity is correct?**

A. It measures death rates

B. It measures illness/injury rates

C. It applies only to annuities

D. It applies only to life insurance

**Correct Answer: B**

**Which plan has no network restrictions?**

A. HMO

B. PPO

C. Indemnity

D. POS

**Correct Answer: C**

## Medicare, Medicaid, LTC, and Group Insurance

**Medicare Part A covers:**

A. Doctor visits

B. Hospital care

C. Prescription drugs

D. Dental care

**Correct Answer: B**

**Medicare Part B covers:**

A. Hospital care

B. Doctor services

C. Prescription drugs

D. Long-term care

**Correct Answer: B**

**Medicare Part D covers:**

A. Hospital care

B. Doctor services

C. Prescription drugs

D. Skilled nursing

**Correct Answer: C**

**Medicare Advantage (Part C) includes:**

A. Only Part A

B. Only Part B

C. A and B, often D

D. Only Part D

**Correct Answer: C**

**Medicaid is:**

A. Age-based

B. Needs-based

C. Employment-based

D. Premium-based

**Correct Answer: B**

**LTC benefits are triggered by:**

A. Hospital admission

B. Loss of income

C. Inability to perform ADLs

D. Doctor referral

**Correct Answer: C**

**Group life insurance is typically:**

A. Whole Life

B. Term Life

C. Universal Life

D. Variable Life

**Correct Answer: B**

**In group insurance, the employer:**

A. Receives the master policy

B. Receives a certificate

C. Is the insured

D. Is the beneficiary

**Correct Answer: A**

**Employees in group insurance receive:**

A. The master policy

B. A certificate of insurance

C. A binder

D. A replacement notice

**Correct Answer: B**

**Group underwriting focuses on:**

A. Individual health

B. Group characteristics

C. Individual credit

D. Individual occupation

**Correct Answer: B**

## Provisions, Riders, ACA, and Georgia Regulations

The free-look period allows the policyowner to:

A. Change beneficiaries

B. Return the policy for a full refund

C. Skip premiums

D. Increase coverage

**Correct Answer: B**

**The incontestability clause prevents the insurer from denying claims after:**

A. 6 months

B. 1 year

C. 2 years

D. 5 years

**Correct Answer: C**

**Misstatement of age results in:**

A. Policy cancellation

B. Premium increase

C. Benefit adjustment

D. Automatic reinstatement

**Correct Answer: C**

**The entire contract includes:**

A. Policy only

B. Policy and application

C. Policy and riders only

D. Application only

**Correct Answer: B**

**Accidental death riders:**

A. Replace the base policy

B. Pay an additional benefit

C. Build cash value

D. Cover illness

**Correct Answer: B**

**Guaranteed insurability riders allow:**

A. Premium reduction

B. Coverage increases without evidence

C. Cash value withdrawals

D. Policy loans

**Correct Answer: B**

**ACA prohibits:**

A. Preventive care

B. Essential health benefits

C. Pre-existing condition exclusions

D. Dependent coverage to age 26

**Correct Answer: C**

**Georgia replacement rules are designed to:**

A. Increase premiums

B. Protect consumers

C. Reduce benefits

D. Cancel old policies

**Correct Answer: B**

**Georgia requires agents to provide a replacement notice when:**

A. Selling group insurance

B. Replacing existing coverage

C. Selling annuities only

D. Selling term insurance only

**Correct Answer: B**

**Georgia's free-look period for life insurance is generally:**

A. 5 days

B. 10 days

C. 20 days

D. 30 days

**Correct Answer: B**

**Georgia LAS — High-Frequency Exam Triggers**

These are the **core patterns** Pearson VUE hits over and over.

Life & Health has its own set of "always-tested" distinctions.

**1. Life Insurance — High-Frequency Triggers**

**Term vs. Whole vs. Universal vs. Variable**

- **Term = temporary, pure protection, no cash value.**
- **Whole = permanent, guaranteed cash value, level premiums.**
- **Universal = flexible premiums + adjustable death benefit.**
- **Variable = separate accounts, investment risk on owner, securities license required.**

**Guaranteed vs. Non-Guaranteed**

- Whole Life = **guaranteed everything**.
- Universal Life = **guaranteed minimum interest** but flexible.
- Variable = **no guarantees** on cash value.

**Insurable Interest**

- Required **only at application**, not at death.

**Policy Loans**

- Allowed on **cash value policies only** (WL, UL, VUL).
- Not allowed on **Term**.

**Beneficiary Designations**

- **Revocable** = can be changed anytime.
- **Irrevocable** = requires consent.

**Settlement Options**

- **Life Only = highest payout, ends at death.**
- **Life with Period Certain = life + guaranteed minimum period.**
- **Joint & Survivor = continues to spouse.**

**2. Annuities — High-Frequency Triggers**

**Purpose**

- Protect against **living too long** (longevity risk).

**Immediate vs. Deferred**

- Immediate = payments start **within 12 months**.
- Deferred = accumulation first, then payout.

**Fixed vs. Variable vs. Indexed**

- Fixed = **guaranteed interest**.
- Variable = **market-based, owner risk**.
- Indexed = **market-linked with a floor**.

**Payout Options**

- Life Only = **highest income, no refund**.
- Refund = **guaranteed return of principal**.
- Joint & Survivor = **continues to spouse**.

**3. Health Insurance — High-Frequency Triggers**

**Morbidity vs. Mortality**

- Health = **morbidity** (illness/injury).
- Life = **mortality** (death rates).

**Deductible vs. Coinsurance vs. Copay**

- Deductible = **you pay first**.
- Coinsurance = **shared percentage**.
- Copay = **flat fee**.

**Major Medical**

- **Broad coverage, high limits, catastrophic protection.**

**4. Managed Care — High-Frequency Triggers**

**HMO**

- **Gatekeeper** (PCP).
- **Referrals required**.
- **Lowest cost, least flexibility**.

**PPO**

- **No referrals**.

- **Out-of-network allowed** (higher cost).
- **Most flexible**.

**POS**

- Hybrid of HMO + PPO.
- Gatekeeper **inside network**, flexibility **outside**.

**Indemnity**

- **No network restrictions**.
- Highest cost.

**5. Disability Income — High-Frequency Triggers**

**Own-Occupation vs. Any-Occupation**

- Own-Occ = **most favorable**.
- Any-Occ = harder to qualify.

**Elimination Period**

- **Time deductible** before benefits start.

**Benefit Period**

- How long benefits pay (short-term vs long-term).

**Residual Disability**

- Pays when **income is reduced**, even if working part-time.

**6. Medicare — High-Frequency Triggers**

**Part A**

- **Hospital**.

**Part B**

- **Doctor/outpatient**.

**Part C (Medicare Advantage)**

- Combines **A + B**, often **D**.

**Part D**

- **Prescription drugs**.

**Medicare Supplement (Medigap)**

- **Fills Medicare's gaps** (deductibles, coinsurance).

- **Does NOT include Part D**.

**7. Medicaid — High-Frequency Triggers**

**Needs-based**

- Income + assets determine eligibility.

**Joint federal/state program**

- Not age-based.

**8. Long-Term Care — High-Frequency Triggers**

**ADLs (Activities of Daily Living)**

- Trigger benefits when **2+ ADLs** cannot be performed.

**Not covered by Medicare**

- Except limited skilled care.

**Covers custodial + chronic care**

- Not acute care.

**9. Group Insurance — High-Frequency Triggers**

**Master Policy**

- Held by **employer**.

**Certificates**

- Given to **employees**.

**Underwriting**

- Based on **group characteristics**, not individuals.

**Conversion**

- No evidence of insurability required.

**10. Policy Provisions — High-Frequency Triggers**

**Entire Contract**

- Policy + application.

**Grace Period**

- Prevents immediate lapse.

**Incontestability**

- After **2 years**, cannot contest except for fraud.

**Misstatement of Age**

- **Adjusts benefit**, not premium.

**Reinstatement**

- Requires **back premiums + evidence of insurability**.

**11. Riders — High-Frequency Triggers**

**Waiver of Premium**

- Waives premiums during disability.

**Accidental Death**

- Pays **additional benefit** for accidental death.

**Guaranteed Insurability**

- Increase coverage **without evidence**.

**12. ACA — High-Frequency Triggers**

**No pre-existing condition exclusions**

**No lifetime/annual limits**

**Essential health benefits required**

**Dependents covered to age 26**

These appear constantly.

**13. Georgia LAS Regulations — High-Frequency Triggers**

**Replacement Rules**

- Protect consumer
- Require **replacement notice**
- Require **comparison disclosure**

**Free-Look**

- **10 days** for most life policies.

**Advertising Rules**

- Must be **truthful, not misleading**.

**LTC Training**

- Georgia requires **specialized LTC training** for agents.

**Medicare Supplement Rules**

- Standardized plans
- 30-day free-look for replacement

**Georgia LAS — Ultra-Condensed 25-Item Exam Trigger Sheet**

***The 25 items Pearson VUE hits relentlessly.***

**1. Term = temporary, no cash value.**

Pure protection. Cheapest way to buy death benefit.

**2. Whole Life = permanent + guaranteed cash value.**

Level premiums. Guaranteed death benefit.

**3. Universal Life = flexible premiums + adjustable death benefit.**

Interest-sensitive cash value.

**4. Variable Life = separate accounts + investment risk on owner.**

Requires securities license.

**5. Indexed UL = market-linked growth + guaranteed floor.**

No direct investment in the index.

**6. Insurable interest required only at application.**

Not required at death.

**7. Policy loans only on cash value policies.**

Never on Term.

**8. Life Only annuity = highest payout, ends at death.**

No refund.

**9. Joint & Survivor annuity = continues to spouse.**

Lower payout than Life Only.

**10. Fixed annuity = guaranteed interest.**

Insurer bears risk.

**11. Variable annuity = owner bears risk.**

Market-based returns.

**12. HMO = gatekeeper + referrals required.**

Lowest cost, least flexibility.

**13. PPO = no referrals + out-of-network allowed.**

Most flexible.

**14. POS = HMO inside, PPO outside.**

Hybrid model.

**15. Indemnity = no network restrictions.**

Highest cost.

**16. Disability elimination period = time deductible.**

Longer elimination = lower premium.

**17. Own-occupation = most favorable disability definition.**

Any-occupation = stricter.

**18. Medicare A = hospital.**

Medicare B = doctor/outpatient. Medicare D = drugs. Medicare C = A + B + often D.

**19. Medigap = fills Medicare's gaps.**

Does NOT include Part D.

**20. Medicaid = needs-based.**

Income + assets determine eligibility.

**21. LTC triggers = inability to perform 2+ ADLs.**

Covers custodial + chronic care.

**22. Group insurance = employer owns master policy.**

Employees get certificates.

**23. Group underwriting = group characteristics, not individuals.**

Conversion requires no evidence of insurability.

**24. Incontestability = 2 years.**

After that, only fraud can void.

**25. Misstatement of age = adjust benefit, not premium.**

Always tested.

**Georgia LAS Regulations — 50 Most Likely to Appear Questions**

**Which authority issues insurance licenses in Georgia?**

A. Governor

B. Georgia Insurance Commissioner

C. Secretary of State

D. Attorney General

**Correct Answer: B**

**Explanation:** The Georgia Insurance Commissioner regulates insurance and issues licenses.

**How often must Georgia agents renew their insurance license?**

A. Every year

B. Every two years

C. Every three years

D. Every five years

**Correct Answer: B**

**Explanation:** Georgia licenses renew every two years.

**How many continuing education hours are required for each renewal period in Georgia?**

A. 12

B. 15

C. 24

D. 30

**Correct Answer: C**

**Explanation:** Georgia requires 24 CE hours per renewal, including ethics.

**How many ethics CE hours are required in Georgia?**

A. 1

B. 2

C. 3

D. 5

**Correct Answer: B**

**Explanation:** Georgia requires 3 ethics hours within the 24-hour CE requirement.

**Which action requires a licensee to notify the Commissioner within 30 days?**

A. Change of beneficiary

B. Change of address

C. Change of employer

D. Change of premium

**Correct Answer: B**

**Explanation**: Georgia requires address changes to be reported within 30 days.

**Which is considered an unfair trade practice in Georgia?**

A. Offering a free quote

B. Rebating

C. Providing brochures

D. Charging standard premiums

**Correct Answer: B**

**Explanation**: Rebating is prohibited in Georgia.

**Which is an example of twisting?**

A. Replacing a policy with full disclosure

B. Misrepresenting a policy to induce replacement

C. Offering a discount

D. Providing a comparison

**Correct Answer: B**

**Explanation:** Twisting involves misrepresentation to replace coverage.

**Which is required when replacing a life insurance policy in Georgia?**

A. Medical exam

B. Replacement notice

C. Premium increase

D. Commissioner approval

**Correct Answer: B**

**Explanation:** Georgia requires a replacement notice to protect consumers.

**How long is the free-look period for most life insurance policies in Georgia?**

A. 5 days

B. 10 days

C. 20 days

D. 30 days

**Correct Answer: B**

**Explanation:** Georgia mandates a 10-day free-look for most life policies.

**How long is the free-look period for replacement life policies in Georgia?**

A. 10 days

B. 20 days

C. 30 days

D. 45 days

**Correct Answer: C**

**Explanation:** Replacements require a 30-day free-look.

**Which is required for advertising life or health insurance in Georgia?**

A. Commissioner pre-approval

B. Truthful and not misleading content

C. Use of only state-approved slogans

D. Use of only insurer-provided materials

**Correct Answer: B**

**Explanation:** Georgia requires truthful, non-misleading advertising.

**Which is required for agent appointment in Georgia?**

A. Background check

B. Insurer filing notice of appointment

C. Commissioner interview

D. CE completion

**Correct Answer: B**

**Explanation:** Insurers must file appointments with the Commissioner.

**Which is the penalty for acting as an agent without a license in Georgia?**

A. Warning

B. Fine only

C. Misdemeanor

D. Automatic license approval

**Correct Answer: C**

**Explanation:** Acting without a license is a misdemeanor.

**Which is required for license reinstatement after lapse?**

A. New exam

B. CE completion + fees

C. Commissioner interview

D. Employer approval

**Correct Answer: B**

**Explanation:** Georgia requires CE completion and reinstatement fees.

**Which is considered controlled business?**

A. Selling to strangers

B. Selling mostly to family/employer

C. Selling group insurance

D. Selling annuities

**Correct Answer: B**

**Explanation:** Controlled business is selling primarily to those with personal ties.

**Georgia allows controlled business only if:**

A. It exceeds 50% of total business

B. It is less than 25% of total business

C. It is disclosed to the Commissioner

D. It is approved by the insurer

**Correct Answer: B**

**Explanation:** Controlled business cannot exceed 25% of total production.

**Which is required for agent termination in Georgia?**

A. Commissioner approval

B. Insurer must notify the Commissioner

C. Agent must notify the Commissioner

D. CE completion

**Correct Answer: B**

**Explanation:** Insurers must notify the Commissioner of terminations.

**Which is an unfair claims practice?**

A. Prompt payment

B. Misrepresenting policy provisions

C. Providing claim forms

D. Investigating claims

**Correct Answer: B**

**Explanation:** Misrepresentation is prohibited.

**Georgia requires insurers to acknowledge claims within:**

A. 7 days

B. 10 days

C. 15 days

D. 30 days

**Correct Answer: C**

**Explanation:** Insurers must acknowledge claims within 15 days.

**Georgia requires insurers to pay approved claims within:**

A. 7 days

B. 10 days

C. 15 days

D. 30 days

**Correct Answer: D**

**Explanation:** Approved claims must be paid within 30 days.

**Which is required for Medicare Supplement policies in Georgia?**

A. 10-day free-look

B. 20-day free-look

C. 30-day free-look

D. 45-day free-look

**Correct Answer: C**

**Explanation:** Medigap policies require a 30-day free-look.

**Which is prohibited in Medicare Supplement sales?**

A. Replacement

B. Guaranteed issue

C. High-pressure tactics

D. Premium increases

**Correct Answer: C**

**Explanation:** High-pressure tactics are prohibited.

**Which is required for LTC policy sales in Georgia?**

A. Securities license

B. LTC training

C. Commissioner interview

D. Medical exam

**Correct Answer: B**

**Explanation:** Georgia requires specialized LTC training.

**Georgia LTC policies must offer:**

A. Unlimited benefits

B. Inflation protection

C. Guaranteed issue

D. Free medical exams

**Correct Answer: B**

**Explanation:** Inflation protection must be offered.

**Which is required for replacement of LTC coverage?**

A. 10-day free-look

B. 20-day free-look

C. 30-day free-look

D. 45-day free-look

**Correct Answer: C**

**Explanation:** LTC replacements require a 30-day free-look.

**Which is required for advertising LTC policies?**

A. Commissioner approval

B. Truthful, non-misleading content

C. Use of state-approved forms

D. Insurer-provided scripts only

**Correct Answer: B**

**Which is required for agent licensing in Georgia?**

A. U.S. citizenship

B. Background check

C. College degree

D. Employer sponsorship

**Correct Answer: B**

**Which is required for nonresident licensing?**

A. Georgia residency

B. Home state license in good standing

C. Georgia exam

D. Georgia CE

**Correct Answer: B**

**Which is required for appointment renewal?**

A. CE completion

B. Insurer renewal filing

C. Commissioner interview

D. New exam

**Correct Answer: B**

**Which is considered rebating?**

A. Offering a free pen

B. Sharing commission with a client

C. Providing brochures

D. Offering a quote

**Correct Answer: B**

**Which is considered coercion?**

A. Offering a discount

B. Forcing insurance as a loan condition

C. Providing comparisons

D. Offering a free review

**Correct Answer: B**

**Which is required for policy delivery?**

A. Signed delivery receipt

B. Commissioner approval

C. Medical exam

D. CE completion

**Correct Answer: A**

**Which is required for replacement disclosure?**

A. Policy loan

B. Comparison statement

C. Premium increase

D. Commissioner approval

**Correct Answer: B**

**Which is required for advertising life insurance?**

A. Truthful content

B. Commissioner pre-approval

C. Use of state-approved slogans

D. Use of insurer scripts only

**Correct Answer: A**

**Which is required for agent disciplinary action?**

A. CE completion

B. Violation of insurance laws

C. Premium increase

D. Policy replacement

**Correct Answer: B**

**Which is required for insurer solvency?**

A. Commissioner approval

B. Maintaining reserves

C. CE completion

D. Agent appointment

**Correct Answer: B**

**Which is required for agent recordkeeping?**

A. Keep records for 1 year

B. Keep records for 3 years

C. Keep records for 5 years

D. Keep records for 7 years

**Correct Answer: C**

**Which is required for policy replacement?**

A. Medical exam

B. Replacement notice

C. Commissioner approval

D. Premium increase

**Correct Answer: B**

**Which is prohibited in Georgia?**

A. Replacement

B. Rebating

C. Guaranteed issue

D. Premium increases

**Correct Answer: B**

**Which is required for agent appointment termination?**

A. Agent must notify Commissioner

B. Insurer must notify Commissioner

C. Commissioner must approve

D. CE completion

**Correct Answer: B**

**Which is required for LTC suitability?**

A. Financial review

B. Medical exam

C. Commissioner interview

D. Employer approval

**Correct Answer: A**

**Which is required for Medicare Supplement replacement?**

A. 10-day free-look

B. 20-day free-look

C. 30-day free-look

D. 45-day free-look

**Correct Answer: C**

**Which is required for agent advertising?**

A. Use of insurer-approved materials

B. Truthful, non-misleading content

C. Commissioner pre-approval

D. Use of state-approved forms

**Correct Answer: B**

**Which is required for policy delivery?**

A. Signed delivery receipt

B. Commissioner approval

C. Medical exam

D. CE completion

**Correct Answer: A**

**Which is required for reinstatement?**

A. No back premiums

B. Evidence of insurability

C. Commissioner approval

D. Premium reduction

**Correct Answer: B**

**Which is required for agent license renewal?**

A. CE completion

B. Commissioner interview

C. Employer approval

D. Medical exam

**Correct Answer: A**

**Which is required for insurer claim acknowledgment?**

A. 7 days

B. 10 days

C. 15 days

D. 30 days

**Correct Answer: C**

**Which is required for insurer claim payment?**

A. 7 days

B. 10 days

C. 15 days

D. 30 days

**Correct Answer: D**

**Which is required for LTC replacement?**

A. 10-day free-look

B. 20-day free-look

C. 30-day free-look

D. 45-day free-look

**Correct Answer: C**

**Which is required for agent conduct in Georgia?**

A. Honesty and good faith

B. Commissioner approval for all sales

C. Premium reductions

D. Guaranteed issue

**Correct Answer: A**

**Georgia LAS Regulations — Exam Cram**

Georgia's Life, Accident & Sickness regulatory framework is built around **consumer protection**, **agent accountability**, and **market integrity**. Pearson VUE tests these rules the same way they test P&C regulations:

- What agents must do
- What agents must not do
- What insurers must do
- What consumers must receive

- What timelines apply
- What disclosures are required

This section gives you the **regulator-ready**, **exam-reliable** version of Georgia LAS regulations.

**1. Licensing & Authority in Georgia**

**Insurance Commissioner**

The Georgia Insurance Commissioner:

- Issues and renews licenses
- Enforces insurance laws
- Regulates insurers and agents
- Investigates complaints
- Imposes penalties for violations

The Commissioner's authority is broad and exam-relevant. If the question asks **"Who regulates…?"** → **The Commissioner.**

**Agent Licensing**

To be licensed in Georgia, an applicant must:

- Complete prelicensing education
- Pass the state exam
- Submit fingerprints/background check
- Apply for licensure
- Be appointed by an insurer before selling

**License Renewal**

- Renew **every 2 years**
- Complete **24 hours of CE**, including **3 hours ethics**
- Pay renewal fee
- Maintain good standing

**Address Changes**

Agents must notify the Commissioner **within 30 days** of any address change.

**2. Appointments & Terminations**

**Appointment**

An agent cannot legally sell insurance until an insurer files an **appointment** with the Commissioner.

**Termination**

If an insurer terminates an agent for cause (misconduct, violation, etc.):

- The insurer must notify the Commissioner
- The agent must be notified as well

This is tested frequently.

**3. Unfair Trade Practices**

Georgia prohibits any practice that misleads, pressures, or harms consumers.

**Rebating**

Illegal. You cannot give anything of value to induce a sale.

**Twisting**

Misrepresenting a policy to replace another. Always illegal.

**Churning**

Replacing a policy with another from the **same insurer** to generate commissions. Also illegal.

**Coercion**

Forcing someone to buy insurance as a condition of a loan or contract. Illegal.

**Misrepresentation**

Lying about benefits, terms, or dividends. Illegal.

**False Advertising**

Ads must be:

- Truthful
- Clear
- Not misleading

**4. Controlled Business**

Georgia limits the amount of business an agent can write for:

- Family
- Employer
- Business associates

Controlled business cannot exceed **25%** of total production. If it does, the license can be denied or revoked.

**5. Replacement Rules (Life & Health)**

Georgia's replacement rules protect consumers from unnecessary or harmful policy swaps.

**When replacing a policy, agents must:**

- Provide a **replacement notice**
- Provide a **comparison statement**
- Disclose whether the new policy is better, worse, or different
- Inform the existing insurer of the replacement
- Keep records for **5 years**

**Free-Look Period for Replacements**

- **30 days** (longer than standard 10-day free-look)

Pearson VUE loves this distinction.

**6. Free-Look Periods in Georgia**

**Standard Life Insurance**

- **10 days**

**Replacement Policies**

- **30 days**

**Medicare Supplement**

- **30 days**

**Long-Term Care**

- **30 days**

If the question says "replacement," choose **30 days**.

**7. Claims Handling Requirements**

Georgia requires insurers to handle claims promptly.

**Insurer must:**

- Acknowledge claim within **15 days**
- Provide claim forms promptly
- Pay approved claims within **30 days**

Failure to do so = unfair claims practice.

**8. Advertising Rules**

Georgia requires that all advertising:

- Be truthful
- Not mislead
- Not exaggerate benefits
- Not use deceptive comparisons
- Clearly identify the insurer

Agents are responsible for the accuracy of any advertisement they use.

**9. Medicare Supplement (Medigap) Regulations**

Georgia follows federal Medigap standards.

**Key rules:**

- 30-day free-look
- No high-pressure sales tactics
- Must offer guaranteed issue in certain situations
- Must provide outline of coverage
- Must not duplicate Medicare benefits

**Prohibited:**

- Misrepresenting Medicare
- Selling unnecessary coverage
- Replacing Medigap policies without benefit

**10. Long-Term Care (LTC) Regulations**

Georgia requires:

- **LTC training** for agents
- **Inflation protection** must be offered
- **30-day free-look**
- Suitability review (financial assessment)
- Clear disclosure of benefits and limitations

**LTC Replacement**

- Requires **30-day free-look**
- Requires replacement notice
- Requires comparison of benefits

**11. Suitability Requirements**

Georgia requires agents to ensure that:

- The policy fits the client's needs
- The client can afford the premiums
- The client understands the product
- The sale is in the client's best interest

This applies strongly to:

- Annuities
- LTC
- Medicare Supplement
- Life insurance replacements

**12. Recordkeeping Requirements**

Agents must keep records for **5 years**, including:

- Applications
- Replacement notices
- Comparison statements
- Advertising used
- Correspondence

**13. Penalties & Enforcement**

The Commissioner may impose:

- Fines
- License suspension
- License revocation
- Cease-and-desist orders
- Criminal penalties for serious violations

Acting without a license = **misdemeanor**.

**Georgia LAS — Night-Before Exam Sheet**

**1. Licensing Essentials**

- Licenses renew **every 2 years**.
- CE requirement: **24 hours**, including **3 hours ethics**.
- Address changes: **30 days** to notify the Commissioner.
- You cannot sell until the insurer **files an appointment**.

**2. Unfair Trade Practices**

- **Rebating = illegal.**
- **Twisting = misrepresenting to replace.**
- **Churning = replacing within same insurer for commission.**
- **Coercion = forcing insurance as loan condition.**
- **Misrepresentation = lying about benefits.**

If the question sounds unethical → it's illegal.

**3. Controlled Business**

- Cannot exceed **25%** of total business.
- Writing mostly for family/employer = controlled business.

**4. Replacement Rules**

- Must give **replacement notice**.
- Must give **comparison statement**.
- Must notify existing insurer.
- Must keep records **5 years**.
- Free-look for replacements = **30 days**.

If the word "replace" appears → think **disclosure + 30-day free-look**.

**5. Free-Look Periods**

- Standard life: **10 days**.
- Replacement life: **30 days**.
- Medigap: **30 days**.
- LTC: **30 days**.

If it's senior-related or LTC → **30 days**.

**6. Claims Handling**

- Acknowledge claim: **15 days**.
- Pay approved claim: **30 days**.
- Failure = unfair claims practice.

**7. Advertising Rules**

- Must be **truthful**, **clear**, **not misleading**.
- Agent is responsible for ads they use.
- No exaggeration, no deceptive comparisons.

If the ad "sounds too good to be true" → it's illegal.

**8. Medicare Supplement (Medigap)**

- 30-day free-look.
- No high-pressure tactics.
- Must provide **outline of coverage**.
- Cannot duplicate Medicare benefits.

If the question involves seniors → think **protection + disclosure**.

**9. Long-Term Care (LTC)**

- Agents need **LTC training**.
- Must offer **inflation protection**.
- 30-day free-look.
- Suitability review required.

If the question mentions LTC → think **training + suitability + 30 days**.

**10. Suitability Requirements**

- Must ensure product fits client's needs.
- Must consider financial situation.
- Applies strongly to **annuities, LTC, Medigap, replacements**.

If the question asks "What should the agent do?" → answer = **ensure suitability**.

**11. Recordkeeping**

- Keep records **5 years**.
- Includes applications, replacement notices, comparisons, ads.

**12. Penalties**

- Acting without a license = **misdemeanor**.
- Commissioner can fine, suspend, revoke, or issue cease-and-desist.

If the question involves misconduct → Commissioner steps in.

**Georgia LAS Regulations — Mnemonic Memory Sheet**

***Fast, sticky, exam-ready memory hooks — built in the exact voice and structure of your P&C version.***

**1. Licensing & CE**

**"2–24–3–30"**

- **2** years to renew
- **24** CE hours
- **3** ethics hours
- **30** days to report address change

If you see numbers → think **2–24–3–30**.

**2. Appointments & Terminations**

**"Insurer files it, not you."**

- Insurer files **appointment**
- Insurer files **termination**

If the question asks "Who must notify?" → **the insurer**.

**3. Unfair Trade Practices**

**"R-T-C-M"**

- **R**ebating
- **T**wisting
- **C**oercion
- **M**isrepresentation

If it feels shady → it's one of these four.

**4. Controlled Business**

**"25 or you don't survive."**

Controlled business cannot exceed **25%** of total production.

**5. Replacement Rules**

**"Notice + Compare + 30."**

- Replacement **notice**
- **Comparison** statement
- **30-day** free-look

If the question says "replace," answer = **Notice + Compare + 30**.

**6. Free-Look Periods**

**"10 for most, 30 for the rest."**

- Standard life = **10 days**
- Replacement = **30 days**
- Medigap = **30 days**
- LTC = **30 days**

If it involves seniors or LTC → **30**.

**7. Claims Handling**

**"15 to greet, 30 to complete."**

- **15 days** to acknowledge
- **30 days** to pay approved claims

If the question mentions claims → think **15/30**.

**8. Advertising Rules**

**"True, Clear, No Fear."**

Ads must be:

- **True**
- **Clear**
- **Not fear-based or misleading**

If the ad sounds too good → it's illegal.

**9. Medicare Supplement (Medigap)**

**"Outline + 30 + No Pressure."**

- Must give **outline of coverage**
- **30-day** free-look
- **No high-pressure** tactics

If the question involves seniors → think **Outline + 30 + No Pressure**.

**10. Long-Term Care (LTC)**

**"Train + Suit + Inflate + 30."**

- **Training** required
- **Suitability** review
- **Inflation** protection offered
- **30-day** free-look

If it's LTC → **Train + Suit + Inflate + 30**.

**11. Suitability**

**"Fit + Funds + Facts."**

Agent must ensure:

- Product **fits** the client
- Client has **funds** to afford it
- Client understands the **facts**

If the question asks "What should the agent do?" → **Fit + Funds + Facts**.

**12. Recordkeeping**

**"5 to survive."**

Agents must keep records for **5 years**.

**13. Penalties**

**"No license = misdemeanor."**

Acting without a license is a **misdemeanor** in Georgia.

**14. Commissioner's Authority**

**“Fine, Freeze, or Fire.”**

The Commissioner may:

- **Fine**
- **Freeze** (suspend)
- **Fire** (revoke)

If the question asks “What can the Commissioner do?” → **Fine, Freeze, or Fire**.

**Georgia LAS Regulations — “Gotcha” Question Set**

The LAS 25 sneaky, high-miss, exam-trap items Pearson VUE loves.

These are the questions that look easy, feel familiar, and then quietly flip the logic.

This set is designed to inoculate the learner against the traps.

Here we go.

**Georgia LAS — 25 “Gotcha” Questions**

**Insurable interest in life insurance must exist at:**

A. Application

B. Policy delivery

C. Time of death

D. Throughout the policy

**Correct Answer: A**

**Gotcha:** Many students think it must exist at death — it does not.

**Which policy allows flexible premiums and adjustable death benefit?**

A. Whole Life

B. Term Life

C. Universal Life

D. Variable Life

**Correct Answer: C**

**Gotcha:** Students confuse UL with VUL — VUL adds investment risk, not flexibility.

**Which policy invests in separate accounts?**

A. Universal Life

B. Whole Life

C. Variable Life

D. Term Life

**Correct Answer: C**

**Gotcha:** UL is interest-sensitive, not market-invested.

**Which annuity option pays the highest monthly benefit?**

A. Joint & Survivor

B. Life Only

C. Refund Life

D. Life with Period Certain

**Correct Answer: B**

**Gotcha:** Highest payout = least guarantee.

**Which health plan requires referrals?**

A. PPO

B. HMO

C. POS

D. Indemnity

**Correct Answer: B**

**Gotcha:** POS may require referrals in-network, but HMO always does.

**Which disability definition is most favorable to the insured?**

A. Any occupation

B. Own occupation

C. Partial disability

D. Residual disability

**Correct Answer: B**

**Gotcha:** “Any-occ” is the strict one.

**Which Medicare part covers doctor services?**

A. Part A

B. Part B

C. Part C

D. Part D

**Correct Answer: B**

**Gotcha:** Students mix up A (hospital) and B (doctor).

**Which policy provides market-linked growth with a guaranteed floor?**

A. Variable Life

B. Indexed Universal Life

C. Whole Life

D. Term Life

**Correct Answer: B**

**Gotcha:** Variable has no guarantees.

**Which is required when replacing a life policy in Georgia?**

A. Medical exam

B. Replacement notice

C. Commissioner approval

D. Premium increase

**Correct Answer: B**

**Gotcha:** Students overthink this — it's always the notice.

**Georgia's free-look period for standard life insurance is:**

A. 5 days

B. 10 days

C. 20 days

D. 30 days

**Correct Answer: B**

**Gotcha:** Only replacements, Medigap, and LTC get 30 days.

**Georgia's free-look period for replacement life policies is:**

A. 10 days

B. 20 days

C. 30 days

D. 45 days

**Correct Answer: C**

**Gotcha:** Students often confuse this with standard life.

**Which is considered rebating?**

A. Giving a free pen

B. Sharing commission with a client

C. Offering a quote

D. Providing brochures

**Correct Answer: B**

**Gotcha:** Small promotional items are allowed.

**Which is considered twisting?**

A. Replacing a policy with full disclosure

B. Misrepresenting to induce replacement

C. Offering a discount

D. Providing comparisons

**Correct Answer: B**

**Gotcha:** Replacement itself is not illegal — misrepresentation is.

**Which is considered controlled business?**

A. Selling mostly to family

B. Selling group insurance

C. Selling annuities

D. Selling to strangers

**Correct Answer: A**

**Gotcha:** Controlled business is about who, not what.

**Controlled business cannot exceed:**

A. 10%

B. 25%

C. 50%

D. 75%

**Correct Answer: B**

**Gotcha:** Students often guess 50%.

**Insurers must acknowledge claims within:**

A. 7 days

B. 10 days

C. 15 days

D. 30 days

**Correct Answer: C**

**Gotcha:** 30 days is for payment, not acknowledgment.

**Insurers must pay approved claims within:**

A. 7 days

B. 10 days

C. 15 days

D. 30 days

**Correct Answer: D**

**Gotcha:** Students mix this with the 15-day acknowledgment.

**Agents must keep records for:**

A. 1 year

B. 3 years

C. 5 years

D. 7 years

**Correct Answer: C**

**Gotcha:** Georgia uses 5 years — not 7.

**Which is required for LTC sales in Georgia?**

A. Securities license

B. LTC training

C. Commissioner interview

D. Medical exam

**Correct Answer: B**

**Gotcha:** LTC training is a Georgia-specific requirement.

**Which must be offered with LTC policies?**

A. Guaranteed issue

B. Inflation protection

C. Free medical exams

D. Premium reductions

**Correct Answer: B**

**Gotcha:** “Offered” is the key word — not required to purchase.

**Medigap policies must include:**

A. Prescription drug coverage

B. Outline of coverage

C. LTC benefits

D. Vision and dental

**Correct Answer: B**

**Gotcha:** Part D is separate.

**Which is prohibited in Medigap sales?**

A. Replacement

B. Guaranteed issue

C. High-pressure tactics

D. Premium increases

**Correct Answer: C**

**Gotcha:** Replacements are allowed — pressure is not.

**Acting without a license in Georgia is:**

A. Civil violation

B. Misdemeanor

C. Felony

D. Administrative warning

**Correct Answer: B**

**Gotcha:** Many assume it's only civil — it's criminal.

**Who must notify the Commissioner of agent termination?**

A. The agent

B. The insurer

C. The client

D. The employer

**Correct Answer: B**

**Gotcha:** Students often think the agent must notify — it's the insurer.

**Misstatement of age results in:**

A. Policy cancellation

B. Premium increase

C. Benefit adjustment

D. Automatic reinstatement

**Correct Answer: C**

**Gotcha:** The exam loves this — adjust the benefit, not the premium.

**Encouragement for Exam Day**

You've put in the work. You've shown up, stayed focused, and pushed through the tough sections. That matters. When you sit down for the Georgia Life, Accident & Sickness exam, remember this: the test isn't bigger than you. You already carry the knowledge, the discipline, and the clarity to succeed.

Take a breath. Trust your preparation. Read each question with confidence. You don't need perfection—you just need to keep moving, one question at a time.

You’re stepping into a profession built on service, protection, and dignity. Passing this exam is simply the doorway. You’re ready for what’s on the other side.

Go in steady. Come out proud. You’ve got this.