

Dohrn Insurance Training, Inc. -EXAMINATION ANSWER SHEET

GRADING OPTIONS AND PROCEDURES ARE LOCATED ON THE NEXT PAGE

YOU MUST SUPPLY ALL INFO BELOW IF YOU ARE FAXING OR EMAILING THIS SHEET:

NAME _____ SIGNATURE _____ NPN _____

(PRINT)

DAYTIME PHONE: _____

"LONG-TERM CARE PARTNERSHIP INSURANCE REFRESHER COURSE"

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NOTE: THIS PARTNERSHIP LONG TERM CARE REFRESHER 4 CE HOUR COURSE MUST BE COMPLETED EVERY 24 MONTHS AFTER A PRODUCER INITIALLY COMPETES THE ONCE IN A LIFETIME REQUIREMENT PARTNERSHIP LONG TERM CARE 8 CE HOUR COURSE. IN ADDITION, THE PRODUCER MUST ALSO HAVE A HEALTH PRODUCER LICENSING AUTHORITY TO MARKET LONG TERM CARE POLICIES IN ILLINOIS.

GRADING OPTIONS: CE SELF-STUDY

To locate Your NPN (National Producer Number), go to this link and follow the simple directions:

<https://pdb.nipr.com/html/PacNpnSearch.html>

AFTER YOU HAVE COMPLETED YOUR COURSE EXAM ANSWER SHEET AND ARE READY TO SUBMIT THE COURSE FOR GRADING AND REPORTING TO ILLINOIS FOR CREDIT, YOU HAVE THE FOLLOWING OPTIONS TO HAVE YOUR EXAM SCORED. SELECT THE OPTION YOU DESIRE.

A) SCORE YOUR EXAM ONLINE (FASTEST SERVICE)

- 1) Go to DOHRNIT.COM Homepage and, at the lower, right hand corner
- 2) CLICK the Quick Link "Grade My CE Exam"
- 3) Type in your REGISTRATION Number
- 4) Select the CE exam you want graded
- 5) On the next screen, confirm your information and NPN
- 6) Enter your response for each question
- 7) CLICK "Finish" and receive your results

Your unique registration number was emailed to you as part of your original registration. After requesting to grade your CE exam, a screen will appear asking for you to confirm the information you entered at registration. If you did not provide your correct NPN during the registration process, **you must provide your NPN at this time**, otherwise you will not be able to submit your CE exam for grading online.

After receiving grading access, simply enter your letter choice next to each question number. You cannot leave any question unanswered. After entering all answers, click the "Finish" button. In a matter of seconds your score will be shown (70% is passing). Incorrect responses will not be disclosed.

- If you passed, an immediate email with your completion letter attached will congratulate you and notify DOHRN so we can promptly report your course completion to State Based Systems, Inc.
- If you failed and think you may have entered the wrong responses or mistakenly asked to score the wrong exam, the system will allow you to re-enter your answers to re-grade one time.

B) SCAN AND EMAIL YOUR COMPLETED ANSWER SHEET(S) TO:

INFO@DOHRNIT.COM With the subject line: **Grade CE**

All emailed exams received by 8 AM any regular business day will be graded and reported that business day. Exams received after 8AM are reported the next business day. You will be notified by telephone of your results.

C) FAX YOUR COMPLETED EXAM ANSWER SHEET(S) TO 847-455-1153 ANYTIME!

They are graded and reported on the same basis as described above in Option B.

D) BRING YOUR COMPLETED ANSWER SHEETS TO OUR OFFICE FOR SCORING DURING REGULAR BUSINESS HOURS

"LONG-TERM CARE PARTNERSHIP INSURANCE REFRESHER COURSE"

Self Study Examination 25 Questions

Directions: Each question is followed by four suggested answers labeled A), (B), (C) and D). In each case, select the BEST single answer that satisfies the question or statement. Transfer all answers to the answer sheet and GRADE your exam by your preferred method as explained on page 2 of this document. DO NOT SUBMIT COURSE FOR GRADING UNLESS YOU HAVE A PRODUCER LICENSE. IT IS YOUR RESPONSIBILITY TO MAKE CERTAIN OF THIS REQUIREMENT

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Chapter 1: Long Term Care and Insurance (5 Questions)

- 1) Which of the following is most accurate to compare the percentage of the US population aged 65 and over for the year 1990 versus the year 2025?
 - A) It has decreased
 - B) It will have increased by about 25%
 - C) It will have increased by about 50%
 - D) It will have almost doubled in size

- 2) All of the following are considered activities of daily living EXCEPT:
 - A) Reading a book
 - B) Using the toilet
 - C) Making Dinner
 - D) Taking a bath

- 3) Custodial care is most likely to be provided by which of the following personnel?
 - A) A registered nurse
 - B) A physician
 - C) A physician's assistant
 - D) An unskilled relative of the patient

- 4) All of the following are exclusions or limitations usually found in a long term care contract, EXCEPT
 - A) Paying for services if the policy is no longer in force
 - B) A policyholder can not qualify for Medicaid
 - C) The policyholder needs long term care because of an injury received in a war
 - D) The care is needed due to illegal drug use.

- 5) Which of the following statements pertaining to the taxation of long term care policies is FALSE?
 - A) Some premium may be deducted from income if the policyholder itemizes above 7.5% of adjusted gross income and owns a qualified LTC policy.
 - B) The owner of a qualified LTC policy can deduct more of the premium the older in age that they are
 - C) Qualified long term care benefits are considered to be taxable income to the policyholder
 - D) Benefits paid from a non-qualified LTC policy may be taxable as income.

Chapter 2) LTC Services and Providers
(6 Questions)

- 6) The projections showing that 1 in 2 people aged 65 or older will need some form of long term care service are based on all of the following trends, EXCEPT:
- A) It will be harder to find caregivers to help in the home
 - B) The children of the elderly are trending to live too far away
 - C) Deteriorating medical technologies
 - D) The fact that the population is getting older
- 7) Which of the following will likely not pay for Adult Day Care?
- A) Medicare
 - B) Long Term Care Insurance
 - C) Medicaid
 - D) County Governments
- 8) Which of the following is most accurate concerning long term care services provided?
- A) Assisted living facilities are similar to 24 hour care offered in a nursing home.
 - B) Intermediate care is ideal for those who need skilled care constantly
 - C) People select CCRC's because they cannot initially take care of themselves
 - D) Most long term care given in the home is by caregivers that are unpaid.
- 9) Respite care
- A) Provides a much needed break to a caregiver
 - B) Is not offered in a long term care policy
 - C) Allows a patient to take a vacation paid for by the long term care policy
 - D) Allows a patient to enjoy social activities Monday through Friday
- 10) Assisted Living or residential care is designed to do all of the following, EXCEPT:
- A) Assistance with daily living activities is provided
 - B) Social activities are offered on a planned and regular basis
 - C) Offer a less expensive alternative to residential board and care facilities
 - D) Provide security and comfort
- 11) Which of the following long term service provider alternatives includes nursing care?
- A) Hospice Care
 - B) Continuing Care retirement Community
 - C) Assisted Living Facility
 - D) Adult Day Care

Chapter 3) Long Term Care Insurance Alternatives (5 Questions)

12) All of the following statements concerning Reverse Annuity Mortgage are true, EXCEPT:

- A) RAM loans do not require repayment while the borrower actually resides in the home.
- B) The homeowner's equity decreases during the Ram period
- C) In order to qualify the homeowner must be at least 60 years of age.
- D) The RAM is ideally suited for homeowner's with a great deal of equity who are short on cash

13) Which of the following types of life insurance would be best suited to fund long term care costs?

- A) 20 Year Level Term
- B) 20 Year Decreasing Term
- C) Whole Life
- D) Equity Index Universal Life

14) One reason as to why using the cash value of an annuity to fund long term care costs would be inadvisable is because

- A) The funds are needed for retirement purposes
- B) Annuities usually allow the owner to withdraw at least 10% of total value annually.
- C) Long term care use can trigger additional annuity withdrawal privileges.
- D) The annuity has very substantial cash value.

15) All of the following are advantages to using personal savings to fund long term care needs, EXCEPT:

- A) There is no concern about qualifying for long term care insurance
- B) If long term care is not needed, the money can be used for other purposes
- C) By using personal savings for long term care needs there will be less money for heirs
- D) It may result in more choices if the need for long term care services arises in the future.

16) Which of the following statements concerning Medicare and Medicaid and long term care is false?

- A) Throughout the USA, Medicare only pays for about 2 cents of every dollar of long term care costs.
- B) An individual must qualify for Medicaid
- C) Spending down personal assets to qualify for Medicaid can result in the payment of a penalty
- D) Medicare Part A will only cover custodial activities but not long term nursing care

Chapter 4) Inflation Impact on Long Term Care Benefit (3 Questions)

- 17) Which of the following statements concerning Long term care policies and inflation is most accurate?
- A) Inflation is not a concern when purchasing a policy
 - B) Traditional policies are more popular than Partnership largely because the buyer does not have to add inflation coverage and can save on the premium cost
 - C) Adding an inflation rider to a traditional policy increases the cost by only about 20%
 - D) Inflation coverage in a Partnership policy is optional

18) According to the "Inflation Since 1967" chart in the materials, if it costs \$100 per day for nursing care in 1990, by approximately what percentage would the cost per day increase by 2010 (i.e. if something cost \$3.91 in 1990 and in 2010 it costs \$6.53, by what percentage did the price increase)?

- A) 27%
- B) 45%
- C) 67%
- D) 100%

19) What should be the only reason why a long term care insurance purchaser DOES NOT have inflation protection included in their coverage?

- A) The purchaser significantly lowered the premium
- B) The protection was not available for purchase
- C) The purchaser does not believe inflation will be a significant future factor
- D) The purchaser is confident their investments will allow them to offset increased future costs of long term care services

Chapter 5) Partnership LTC vs. Traditional LTC Policies (6 Questions)

20) All of the following statements concerning Partnership long term care policies is accurate EXCEPT:

- A) Asset disregard is honored only in the state in which the policy is purchased
- B) Once purchased the owner can automatically qualify for Medicaid without regard health, income or other factors
- C) A consumer must purchase the policy only from a producer who is at least Health insurance licensed
- D) Consumers do not have to be concerned about mistaking a Partnership policy for a Traditional policy since the two are always completely different

21) The initial goal of the Partnership Policy concept was to

- A) Save consumers money on premium costs
- B) Allow an unlimited daily benefit amount
- C) Encourage people to purchase long term care insurance when they might not otherwise be so inclined to make the purchase
- D) Help as many elderly people as possible qualify for Medicaid

22) All of the following are documented population trends of early partnership participants in the original four states offering such contracts, EXCEPT:

- A) Most consumers were about 70 years of age at the time of purchase
- B) The majority of the consumers were female
- C) Most of the consumers were married
- D) The majority of policyholders still owned their coverage a decade later and relatively few has used any benefits

23) Which of the following distinctions between a Partnership Policy and Traditional long term care contracts is accurate?

- A) Both Partnership Policies offer and Traditional contracts offer asset disregard
- B) Neither policy concept requires the purchase inflation protection
- C) Traditional long term care policies are always more expensive than Partnership contracts
- D) Partnership contracts require coverage for both nursing home and home health care while Traditional policies allow the consumer to opt out of nursing facility coverage to save on premium cost.

24) The Deficit reduction Act requires or allows all of the following, EXCEPT

- A) The asset transfer period was increased from three to five years
- B) There is unlimited home equity allowed while still qualifying for Medicaid
- C) Partnerships programs are allowed in any state
- D) Any unused and refundable CCRC down payment can be claimed as a resource eligible for repayment

25) Which of the following statements concerning requirements to sell Partnership policies in Illinois is FALSE?

- A) The course rules went into effect on July 1, 2008
- B) The first refresher course must be completed in the producer license renewal period which immediately follows the completion of course number 25008
- C) Course number 25008 is a once in a lifetime requirement
- D) A four hour refresher course is required to be completed twice in a lifetime