

AFIP Practice Test Questions and Answers

1. What is client segmentation used for?

- A) Increase fees
- B) Avoid clients
- C) Tailoring services to client types
- D) Ignore trends

2. What is an annuity primarily used for?

- A) Cover funeral expenses
- B) Provide emergency funds
- C) Generate retirement income
- D) Insure health

3. Which approach leads to ethical sales?

- A) Hard selling
- B) Needs-based selling
- C) Upselling
- D) Cross-selling

4. What does disability insurance provide?

- A) Life insurance benefit
- B) Property repair
- C) Income replacement due to illness or injury
- D) Legal coverage

Answers: 1-C 2-C 3-B 4-C

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