

Visual Plan Comparison Walkthrough – Knowledge Check

Instructions

Select the best answer for each question.

Question 1

What is the main purpose of using visual plan comparisons with clients?

- A. To speed up enrollments
 - B. To show as many plans as possible
 - C. To help clients understand differences clearly
 - D. To avoid client questions
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Question 2

When should an agent use a visual plan comparison?

- A. Only when the client asks
 - B. When reviewing multiple plan options
 - C. Only for ACA plans
 - D. Only at the end of the call
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Question 3

How many plans should typically be compared at one time?

- A. One
 - B. Two to three
 - C. Four to five
 - D. As many as possible
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Question 4

Which item should ALWAYS be included in a visual comparison?

- A. Agent commission
 - B. Carrier ratings only
 - C. Monthly premium and cost-sharing details
 - D. Enrollment deadlines
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Question 5

What should an agent explain about premiums?

- A. That lower premiums always mean better coverage
 - B. That premiums are optional
 - C. That premiums are the monthly cost to keep coverage active
 - D. That premiums only matter for ACA plans
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Question 6

Why is the deductible important to show visually?

- A. It only applies once per lifetime
 - B. It shows how much must be paid before coverage applies
 - C. It replaces the out-of-pocket maximum
 - D. It does not affect most clients
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Question 7

What is the best way to explain copays and coinsurance?

- A. Use technical insurance terms
 - B. Skip them if the client is confused
 - C. Use simple explanations and examples
 - D. Focus only on premiums
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Question 8

Why is the out-of-pocket maximum important to highlight?

- A. It is the monthly premium total
- B. It limits how much a client may pay in a year
- C. It only applies to prescriptions
- D. It replaces deductibles

Question 9

What should be reviewed when comparing provider networks?

- A. Office hours only
 - B. Referral requirements and network access
 - C. Carrier logos
 - D. Agent preference
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Question 10

How should agents guide clients during a visual walkthrough?

- A. Tell the client which plan to choose
 - B. Move quickly to avoid questions
 - C. Educate, pause for understanding, and let the client decide
 - D. Focus on closing the sale
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Question 11

Which is a common mistake during plan comparisons?

- A. Using clean visuals
 - B. Explaining cost differences
 - C. Overloading the client with too many plans
 - D. Answering questions clearly
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Question 12

What is the best overall outcome of a strong visual plan comparison?

- A. Faster calls
 - B. Higher commissions
 - C. Confident, informed client decisions
 - D. Fewer explanations needed
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Answer Key (For Trainer Use)

1. C

- 2. B
- 3. B
- 4. C
- 5. C
- 6. B
- 7. C
- 8. B
- 9. B
- 10. C
- 11. C
- 12. C