

Question 1 6.5 points [Save](#)

An estate planner who is a professional has greater obligation to a client than a salesperson.

- True
- False

Question 2 5.5 points [Save](#)

The professional estate planner has two obligations-product knowledge and protection of the client's best interest.

- True
- False

Question 3 5.5 points [Save](#)

The sole concern of business is to maximize profit.

- True
- False

Question 4 5.5 points [Save](#)

Most knowledgeable estate planners can operate on their own without benefit of an estate planning team.

- True
- False

Question 5 5.5 points [Save](#)

In a temptation situation, it is usually not difficult to determine what is wrong.

- True
- False

Question 6 5.5 points [Save](#)

An ethical dilemma is a situation where the client's interest conflicts with the planner's.

- True
- False

Question 7

5.5 points [Save](#)

Ethical issues are black and white, so there are always easy answers to conflicts.

- True
- False

Question 8

5.5 points [Save](#)

Self-interest and selfish are synonymous.

- True
- False

Question 9

5.5 points [Save](#)

Contingent fees and commissions lend themselves to conflicts of interest more readily than fees for services.

- True
- False

Question 10

5.5 points [Save](#)

There are few problems with "packaged billing" or referral fees.

- True
- False

Question 11

5.5 points [Save](#)

Fairness, honesty, and responsibility are the only areas one needs to address when trying to resolve a dilemma.

- True
- False

Question 12

5.5 points [Save](#)

It is acceptable to discuss a specific client's affairs as long as one does not mention names.

- True
- False

Question 13 5.5 points [Save](#)

Confidentiality will not conflict with communication in estate planning.

- True
- False

Question 14 5.5 points [Save](#)

The client should always prevail in a conflict between the client's and planner's interests.

- True
- False

Question 15 5.5 points [Save](#)

A conflict between one client's interest and another's inherently constitutes a conflict of duty or obligation.

- True
- False

Question 16 5.5 points [Save](#)

A tax accountant can act as a financial adviser because being a CPA qualifies the tax accountant as having sufficient expertise.

- True
- False

Question 17 5.5 points [Save](#)

If it is legal it is ethical.

- True
- False

Question 18 5.5 points [Save](#)

Simultaneous representation poses no ethical problems as long as the planner fully discloses it.

- True
- False

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