

# Series 6 Study Plan

## Investment Company & Variable Contracts Representative Exam

### EXAM SPECIFICATIONS

- ◆ Exam length: 1 hour 30 minutes
- ◆ Number of questions: 50 + 5 ungraded (55 total)
- ◆ Passing score: 70% (35 of 50)

### RECOMMENDED PREPARATION

- ◆ 40–60 hours (4–8 weeks while working full-time)
- ◆ Questions to complete:
  - Assessment exam
  - 1,000 online practice questions
  - Final diagnostic and benchmark exams

### STUDY RESOURCES AVAILABLE

1. Digital and physical textbook
2. Online question bank with over 1,000 practice questions
3. Assessment, diagnostic, and benchmark exams
4. Class summaries and supplements
5. Digital flashcards

All online study resources can be accessed in your Training Center at [www.knopman.com](http://www.knopman.com).

### AVAILABLE CLASS FORMATS

- ◆ Online video lectures
- ◆ Accessible across all mobile devices

### BEST PROCESS TO PREPARE FOR THE EXAM

1. Complete the assessment exam by logging in to your Training Center and clicking on “Practice Exams.”
2. Read the book.
  - ◆ Do not take notes. Read to gain exposure and familiarity with the content.
  - ◆ Pay special attention to Knopman Notes.
3. Watch our online video lectures, taking detailed notes on the class handouts.
4. Complete 1,000 online practice questions in the Training Center.
  - ◆ Begin with shorter exams (20–30 questions) to drill and practice a single topic or a smaller set of topics.
    - After selecting your exam topics, check “Questions I have not seen before” under “Select Question Pool”—this way each question is new.
    - Check “Show correct answer & explanation after each question” under “Exam Display Options” so you can immediately review the rationale. This aids comprehension and retention.
  - ◆ After completing 500 questions and scoring 70% or higher, begin taking full-length, timed exams (55 questions in 1 hour and 30 minutes). These exams can be scored as you go or at the end to replicate actual exam conditions, but remember to review every question you miss or are unsure of.
  - ◆ The goal is to consistently score 70% or higher on the full-length exams.

#### *Final Prep (1–2 weeks)*

5. Once you have completed 750 questions and are scoring 70% or higher, complete the diagnostic exam (target score is 70%–75%).
6. After you have completed 1,000 practice questions, complete the benchmark exam (2–3 days prior to your real exam). The target score is 75%.

In the final days before your exam, review your lecture notes and supplements, and re-read the Knopman Notes in the textbook, as these cover heavily tested topics and concepts.

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1120 AVENUE OF THE AMERICAS  
4TH FLOOR • NEW YORK • NY • 10036  
212-626-6899 • [WWW.KNOPMAN.COM](http://WWW.KNOPMAN.COM)

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## GENERAL EXAM COMMENTS AND GUIDANCE

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- ♦ **Heavily tested topics:** 1) Sales practices and communications that address variable annuities and variable life products, 2) making appropriate recommendations based on client objectives, risk tolerance, and time horizon, and 3) operational matters relating to customer accounts.
- ♦ **Textbook review:** Returning to the book when reviewing questions is key. With this strategy, you will see most topics in the book at least twice. Reading the explanations to the practice questions alone is not enough. **Do not memorize the Qbank questions.** The real exam will cover the same topics, but the questions will be different. The goal is to understand each concept and be able to answer any question on it.
- ♦ **Targeted practice:** If you underperform on certain topics, re-read the relevant unit and take a targeted, 20-question exam on just that unit (e.g., 20 questions on Unit 2).
- ♦ **Knopman Notes and supplement:** The most up-to-date and heavily tested items are found in the Knopman Notes and class summary.

## EXAM BREAKDOWN

Topic	Number of Questions
Seek Business for the Broker-Dealer from Customers and Potential Customers	12
Open Accounts After Obtaining and Evaluating Customers' Financial Profiles and Investment Objectives	8
Provide Customers with Information About Investments, Make Suitable Recommendations, Transfer Assets, and Maintain Appropriate Records	25
Obtain and Verify Customers' Purchase and Sales Instructions; Process, Complete, and Confirm Transactions	5
<b>Total</b>	<b>50</b>

## HOW TO GET HELP

- ♦ Technical support (including Qbank access issues), class enrollments, general administrative questions: [material@knopman.com](mailto:material@knopman.com)
- ♦ Content-related questions: follow up directly with your instructor, or email our teaching staff at [ts@knopman.com](mailto:ts@knopman.com).
- ♦ These inboxes are checked during weekdays, evenings, and weekends.