

Americo

REQUIRED CARRIER SPECIFIC TRAINING (CST) INSTRUCTIONS

Annuity Carrier Specific Product Training and state mandated **NAIC Annuity Training** (see NAIC ANNUITY SUITABILITY AND BEST INTEREST STANDARD STATE TRAINING REQUIREMENTS for regulation) must be completed prior to soliciting business. Failure to do so will result in rejected business. Please carefully review the information below and provide a copy of the training certificate to ECA Marketing (licensing@ecamarketing.com) once complete.

If you will not be participating in solicitation of annuity products with this carrier, you can bypass the CST requirements. **Life** producers are required to abide by the rules set in place by the carrier for any additional training requirements. Review **ADDITIONAL REQUIRED TRAINING** before proceeding.

Annuity Carrier Specific Product Training

Who should complete the product training?

Americo requires product specific training for agents in all states.

When can the product training be taken?

Product training can be completed anytime.

Product Training Directions:

Go to LIMRA: <https://naic.pinpointglobal.com/Americo/apps/default.aspx>

- Log In: Select either First Time Visitors, or Returning User.
- First Time Visitor Registration: You will be asked for your name and address. You will also be asked for your NPN (National Producer Number). If you do not know it, there is a link in this section to obtain this number. You will be asked for either your Social Security number or Insurance License number.
- Select My Product Training on the right hand menu.
- Select either Fixed Annuity Training or Indexed Annuity Training.
- The system will walk you through the full training presentation. You will be asked to acknowledge that you have read and understood every page of the training.

After you click "Yes", your Acknowledgement of Completion will automatically be sent to Americo within 48 hours.

Send your certificate of completion to ECA so we can ensure the carrier has updated the file.

Additional Required Training

Anti-Money Laundering Training (AML):

Americo has access to LIMRA. Americo will accept other certificates on a review basis. Americo requires all agents to update AML every two years. Business will not be processed if training is not up to date.

Mandatory Annuity Training - Requirement Varies:

Interpretation of the state ruling can vary by insurer

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|--------------------|---|
| CALIFORNIA | Resident and non-resident agents soliciting annuities in CA must complete an initial 8-hour CA state specific course along with 4-hour refresher course every two years prior to license renewal. CA does not allow reciprocity for the annuity training between states. |
| FLORIDA | Resident and non-resident agents are not required to take any version of the 4-Hour NAIC Annuity Training to sell annuities in FL. The 5-hour "Law and Ethics Update" course covers the senior suitability requirement. FL resident agents soliciting cross border sales will be required to take a one-time 4-hour annuity training course in states that have implemented the NAIC guidelines. |
| IOWA | In addition to the 4-Hour NAIC Annuity and BIS courses, agents selling indexed annuities in IA must take a one-time 4-hour course specific to indexed annuity products. |
| MINNESOTA | The state of MN is requiring an additional course topic that is not covered in NAIC Model Reg #275. Resident and non-resident producers must take a 1 or 4-hour course that specifically includes "the recognition of indicators that a prospective insured may lack the short-term memory or judgment to knowingly purchase an insurance product". The MN course is titled "Best Interest Standards of Conduct for Annuity Sales". Reciprocity amongst other states will be allowed, provided the course includes additional course topic. |
| NEVADA | BIS requirement pending legislation. No specific hourly requirements have been implemented for NAIC. |
| NEW YORK | Effective 8/1/19 for Annuities and 2/1/20 for Life, NY has amended Regulation 187 (Suitability and Best Interests) to include agent training. NY has not instituted an hourly CE requirement; however, resident and non-resident agents are required by the insurer to take an undefined hourly vendor training specific to "Suitability & Best Practices in Life Insurance & Annuity Transactions" prior to soliciting new business or servicing in-force policies originally issued in NY. Training taken for the state of NY is specific to the state of NY, reciprocity is not allowed. |
| N. CAROLINA | BIS requirement pending legislation. No specific hourly requirements have been implemented for NAIC. |
| TEXAS | Resident and non-resident agents must complete a one-time 4-hour annuity CE course. In addition, resident agents must take 8 hours of ongoing CE specifically relating to annuities each license period. Licensees that are exempt from CE are not exempt from the initial 4-hour annuity training or Best Interest Standard. Exemptions apply to the ongoing 8 hours of CE required each license period. TX will accept most annuity courses taken in other states. |
| UTAH | No specific hourly requirements have been implemented. Solicitation of annuity products in the state of UT will not be allowed until the agent has taken a product specific training provided by the insurer. |

Mandatory - Best Interest Standard:

EXISTING PRODUCERS have the option to complete either a new 4-hour training that includes BIS or a 1-hour supplementary training specific to BIS. Most states allow EXISTING PRODUCERS a 6-month grace period for completion - *grace period allowance can vary by insurer*. The 1-hour course will no longer be available after the EXISTING PRODUCER release date. NEW PRODUCERS must complete a full 4-hour training that includes BIS.

| STATE | NEW PRODUCERS | EXISTING PRODUCERS | STATE | NEW PRODUCERS | EXISTING PRODUCERS |
|-------------|---------------|--------------------|----------------|---------------|--------------------|
| ALABAMA | 1/1/2022 | 6/30/2022 | MISSISSIPPI | 1/1/2022 | 6/30/2022 |
| ARIZONA | 1/1/2021 | 6/30/2021 | MONTANA | 10/1/2021 | 4/1/2022 |
| ARKANSAS | 1/1/2022 | 1/1/2022 | NEBRASKA | 7/1/2021 | 12/31/2021 |
| COLORADO | 11/1/2022 | 5/1/2023 | NEW MEXICO | 10/1/2022 | 4/1/2023 |
| CONNECTICUT | 3/1/2022 | 9/1/2022 | NORTH DAKOTA | 1/1/2022 | 6/30/2022 |
| DELAWARE | 8/1/2021 | 2/1/2022 | OHIO | 2/14/2021 | 8/14/2021 |
| IDAHO | 7/1/2021 | 2/1/2022 | PENNSYLVANIA | 6/22/2022 | 12/22/2022 |
| IOWA | 1/1/2021 | 7/1/2021 | RHODE ISLAND | 4/1/2021 | 10/1/2021 |
| KENTUCKY | 1/1/2022 | 6/30/2022 | SOUTH CAROLINA | 11/27/2022 | 5/27/23 |
| MARYLAND | 10/8/2022 | 4/8/2023 | TEXAS | 1/1/2022 | 1/1/2022 |
| MAINE | 1/1/2022 | 7/1/2022 | VIRGINIA | 9/1/2021 | 3/1/2022 |
| MICHIGAN | 6/29/2021 | 12/29/2021 | WISCONSIN | 10/1/2022 | 4/1/2023 |

Pending – Best Interest Standard:

| STATE | NEW PRODUCERS | EXISTING PRODUCERS |
|----------------|---------------------------|---------------------------|
| ALASKA | TBD – Pending Legislation | TBD – Pending Legislation |
| GEORGIA | TBD – Pending Legislation | TBD – Pending Legislation |
| HAWAII | 1/1/2023 | 7/1/2023 |
| ILLINOIS | TBD – Pending Legislation | TBD – Pending Legislation |
| MASSACHUSETTS | TBD – Pending Legislation | TBD – Pending Legislation |
| MINNESOTA | 1/1/2023 | 6/30/2023 |
| NEVADA | TBD – Pending Legislation | TBD – Pending Legislation |
| NORTH CAROLINA | TBD – Pending Legislation | TBD – Pending Legislation |
| SOUTH DAKOTA | 1/1/2023 | 7/1/2023 |
| TENNESSEE | TBD – Pending Legislation | TBD – Pending Legislation |
| WEST VIRGINIA | TBD – Pending Legislation | TBD – Pending Legislation |