

Farmers Life Insurance Co (FLIC)

REQUIRED CARRIER SPECIFIC TRAINING (CST) INSTRUCTIONS

Annuity Carrier Specific Product Training and state mandated **NAIC Annuity Training** (see STATE ANNUITY SUITABILITY TRAINING REQUIREMENT 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?

All agents must complete product training, regardless of state

When can the product training be taken?

Product training is available at any time and can be taken the same day that business is solicited. Completion of the training is a requirement of the agent contract. FLIC will not issue a code or finalize the contract until the product training is in good order.

Product Training Directions:

1. View the SAFEGUARD PLUS ANNUITY TRAINING ASSESSMENT (see-next page)
2. Answer all questions
3. Sign as the "Broker/Producer"
4. Return both pages of the ANNUITY TRAINING ASSESSMENT to licensing@ecamarketing.com

SuranceBay Notice: If completing the contracting through SuranceBay, review of the product training module will be provided within the system, including signing of the SAFEGAURD PLUS ANNUITY TRAINING ASSESSMENT. The date of completion will be the date that the contract was digitally "confirmed" by the agent.

Additional Required Training

Anti-Money Laundering Training (AML):

All vendors accepted. The most recent date of completion must be within the past 2-years. A copy of the certificate must be provided along with the agent contract. Commissions will be withheld until AML is in good order.

LIMRA Notice: AML through LIMRA is acceptable if proof of completion is provided. LMG does not subscribe to LIMRA therefore; cannot obtain electronic transcripts. Please send a "print screen/screen shot" of the "Anti-Money Laundering" tab and the "Resources" tab along with the agent contract. If unable to provide proof, AML through another provider will be mandatory.



FARMERS LIFE INSURANCE COMPANY

Safeguard Plus Annuity Training Assessment

State Suitability rules require insurance brokers and producers appointed by Farmers Life Insurance Company to demonstrate a thorough and adequate knowledge of its annuity products to support your efforts in determining the suitability of a given annuity for your customers. The following questions will aid you in strengthening your knowledge and understanding of the Safeguard Plus Annuity.

Broker/Producer name (as shown on your state insurance license)

Broker/Producer state (two-letter abbreviation)

Broker/Producer email address

Broker/Producer telephone number (e.g. 777-777-7777)

1. The Safeguard Plus Annuity product line is which type of annuity? Check all that apply

- A. Flexible premium deferred annuity
- B. Indexed single premium deferred annuity
- C. Single premium deferred annuity
- D. Fixed premium variable annuity

2. The Safeguard Plus Annuity 5 has a ____-year interest rate guarantee period and a ____-year surrender charge period.

- A. one/five
- B. five/ten
- C. five/five
- D. seven/seven

3. The Safeguard Plus Annuity product line has a repeating interest rate guarantee period and a repeating surrender charge period.

- A. True
- B. False

4. The Safeguard Plus Annuity product line includes a 30-day window at the beginning of each subsequent surrender charge period during which the Owner may do the following. Check all that apply

- A. Continue the Contract and apply the annuity fund to the subsequent multi-year interest rate guarantee period.
- B. Make a partial surrender without a surrender charge or market value adjustment and apply the remaining annuity funds to the subsequent multi-year interest rate guarantee period.
- C. Begin payment of the annuity funds under a contract payment option.
- D. Continue the Contract and apply the annuity funds to a one-year interest rate guarantee period with no surrender charges or market value adjustment which automatically renews each year.

5. The Safeguard Plus Annuity product line includes a Market Value Adjustment feature.

- A. True
 B. False

6. A Market Value Adjustment (MVA) follows changes in a prescribed index which may increase or decrease withdrawal benefits. A withdrawal during the MVA period when the index value is lower than the index value at the Contract issue date will:

- A. Increase the cash withdrawal value.
 B. Decrease the cash withdrawal value.

7. Surrender charges and market value adjustments are waived in the following instances.

Check all that apply

- A. Terminal Illness and Qualified Nursing Care, but only if the Enhanced Benefit Rider is selected by your customer.
 B. Annuitization.
 C. Any withdrawal during the first Contract Year.
 D. The first withdrawal in a Contract Year that does not exceed 5% of the annuity fund value, but only if the Free Withdrawal Rider is selected by your customer.
 E. Owner unemployment.
 F. Owner permanent and total disability.

8. The minimum premium required to establish a Safeguard Plus Annuity is:

- A. \$5,000
 B. \$10,000
 C. \$15,000
 D. \$25,000

9. Does the Safeguard Plus Annuity have an annual contract fee?

- A. No
 B. Yes, \$50
 C. Yes, \$100

10. The maximum issue age for the Safeguard Plus Annuity 5 is:

- A. Age 65
 B. Age 70
 C. Age 80
 D. Age 95

Broker/Producer Acknowledgment

I attest that I have successfully completed the required product training for the Safeguard Plus Annuity product line before soliciting business with Farmers Life Insurance Company. YES NO

Signature of broker/producer

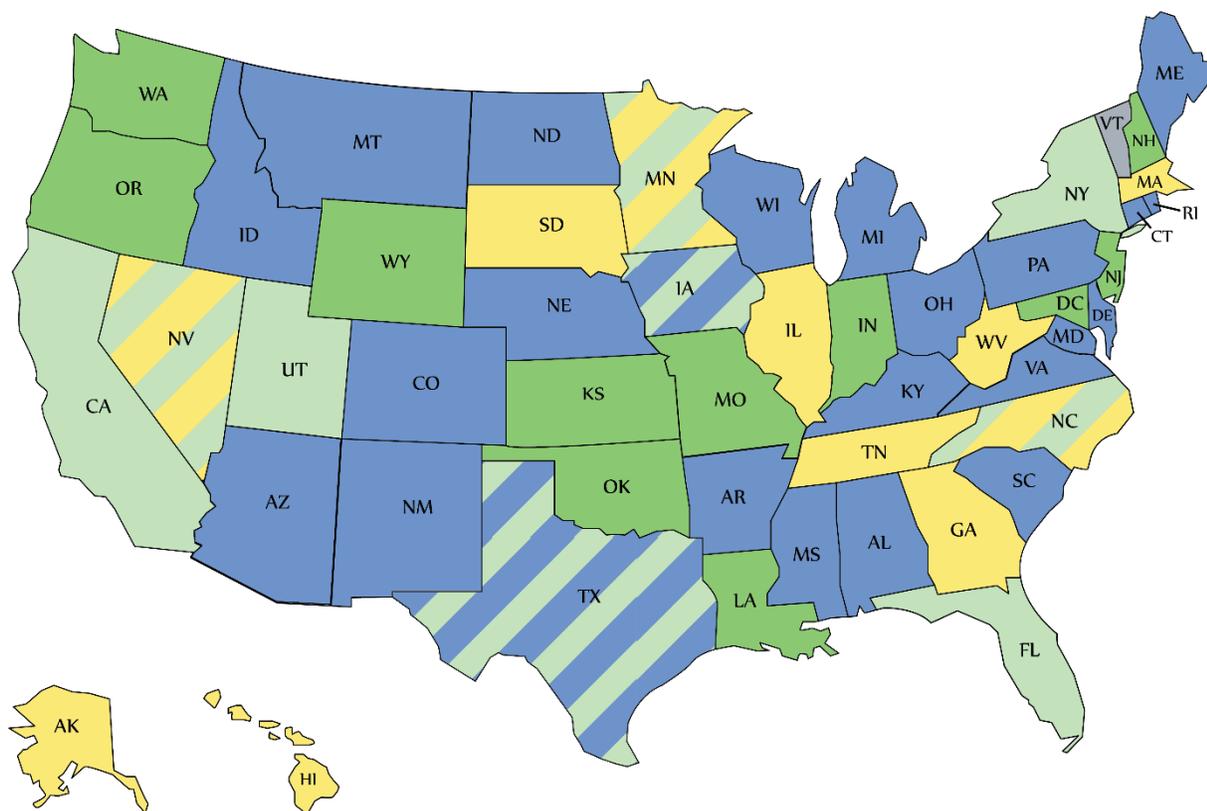
Date signed



NAIC ANNUITY SUITABILITY AND BEST INTEREST STANDARD STATE TRAINING REQUIREMENTS

The following states have adopted some version of the NAIC Suitability in Annuity Transactions Model Regulation, 4-Hour Annuity Training and/or the revised regulation, Best Interest Standard (BIS). For states that have implemented the Best Interest Standard, all licensed producers are required to take either a 1-hour supplementary training or a new 4-hour training that includes the Best Interest Standard.

Training must be taken through a state-approved vendor prior to soliciting business. Please provide a copy of your training certificate to ECA Marketing (licensing@ecamarketing.com). For further information, refer to the tables on the following page or contact your licensing representative.



■ Mandatory NAIC	■ Mandatory BIS
■ Mandatory Annuity Training - Requirement Varies	■ Pending BIS
■ No Requirements	

Mandatory Annuity Training - Requirement Varies:

Interpretation of the state ruling can vary by insurer

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