

Guaranty (GILICO)

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?

Only agents in NAIC regulated states must complete product training (see attached Annuity Suitability Training Requirement). States that do not require a 4-hour state training but still require carrier product training include: FL, MT, NY and UT.

When can the product training be taken?

Agents can complete product training anytime. Product training and new business can be dated the same day.

Product Training Directions: Go to <https://secure.reged.com/TrainingPlatform/login.html>

- Sign in or create an account
- On the producer status page, click on 'Enter Product Code'
- Enter the code for the course you wish to complete (send the completion certificate to licensing@ecamarketing.com)
- Product Codes
 - FPS (FlexPlus Series)
 - ACS (Annuicare Series)
 - RW_MYGA (RateWise)
 - GRL20 (Guaranty Rate Lock Series)
 - WCA19 (WealthChoice Annuity)
- Optional but Recommended: Email product training certificate to licensing@ecamarketing.com

Additional Required Training

Anti-Money Laundering Training (AML):

Guaranty does not require an AML certificate be provided. However, the carrier does require the agent sign as part of the agent contracting paperwork. The agent is certifying that the AML document was read and they will comply with the guidelines.

Long-Term Care Training Certificate (LTC):

Annuicare Series products are underwritten by LTC. All producers in states that mandate LTC CE must be in compliance and current with the necessary training prior to soliciting business. A copy of the Certificate must be provided with the agent contract. To view LTC Training requirements by state, see attached pages.



August 12, 2021

Updated Annuity Suitability Requirements

In 2010, the National Association of Insurance Commissioners (NAIC) adopted the 2010 Suitability in Annuity Transactions Model Regulation, which did the following:

- Established the duties of insurers and insurance producers to comply with the regulation and make reasonable efforts to determine suitability.
 - Insurers are required to annually report their suitability review process, unsuitable applications and procedures to address unsuitable sales. **This reporting includes identifying producers who consistently submit unsuitable applications or who consistently submit applications without financial information.**
- Required that producers be trained on the provisions of annuities in general, and the specific products they are selling.
- Encouraged suitability standards to be consistent with those imposed by FINRA.

As a reminder, most states require product specific training prior to solicitation. You can access our product training through the RegEd website at <https://secure.reged.com/trainingplatform/>. Each training module has a short quiz. The quizzes are entitled The FlexPlus Series, The AnnuCare® Series, The WealthChoice Annuity, The RateWise Annuity, and The Guaranty Rate Lock Annuity.

Once you are on the RegEd website, you will need to create an account, or sign-in using your email address and password if you already have one. Once directed, click on the bar code to the left side, and enter the product codes: (FPS) FlexPlus Series, (ACS) AnnuCare® Series, (WCA19) WealthChoice Annuity, (RW_MYGA) RateWise Annuity, or (GRL20) Guaranty Rate Lock Annuity.

If you need clarification or have questions, you may contact our Business Partner Specialists at 800.535.8110.

Thank you for your business!

Yours for success,

Shannon Camardelle
Business Partner Specialist

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STATE LTC APPOINTMENT REQUIREMENTS - Guaranty Income Life Insurance Co.

STATE	License(s) Required to Sell LTC			LTC Continuing Education Requirements					Comments
	LIFE	HLTH/DIS	LTC	Initial Training Prior to Sale	Follow-up Training	Courses Cover State Law	DOI Must Approve Courses For Use	Reciprocity for NAIC Courses Approved for Use in Other States	
<i>Alabama</i>	X	X		8 Hours	4 Hours - Every 24 months thereafter			Yes*	
<i>Arizona</i>	X	X		8 Hours	4 Hours - Every 2 year period		Yes	Yes - Non-Residents Only*	
<i>Arkansas</i>	X	X		8 Hours	4 Hours - Every 24 months thereafter		No, however, approved courses are listed on the DOI website.	Yes*	
<i>California</i>	X	X		8 Hours	8 Hours - Every 2 year period		Yes	No	50 Hr CE Requirement - 8 hours each license year. Tax-qualified Partnership courses are not acceptable.
<i>Colorado</i>	X	X		16 Hours (8 hours general LTC training & 8 hours of partnership training delivered in a classroom setting)	5 Hours - Every 24 months	Yes	Yes	Yes - Non-Residents Only*	
<i>Florida</i>	X	X		8 Hours	4 Hours - Every 24 months thereafter	Yes	Yes	Yes*	Approved courses are listed under Special Courses and Long-Term Care Partnership.
<i>Georgia</i>	X	X							Training required for partnership programs only.
<i>Illinois</i>	X	X		8 Hours	4 Hours - Every 24 months thereafter		Yes	Yes - Non-Residents Only*	See IL DOI CE for approved courses. The Producer is required to complete ongoing training of no less than four (4) hours and must be completed before each subsequent renewal. Failure to complete subsequent ongoing training prior to license renewal, the producer will have 12 months from that license renewal date to complete the ongoing training without having to complete the 8 hour course again.

*Excludes state specific courses for CA, CT, DE, IN, HI, MS, NM and NY.

STATE LTC APPOINTMENT REQUIREMENTS - Guaranty Income Life Insurance Co.

STATE	License(s) Required to Sell LTC			LTC Continuing Education Requirements					Comments
	LIFE	HLTH/DIS	LTC	Initial Training Prior to Sale	Follow-up Training	Courses Cover State Law	DOI Must Approve Courses For Use	Reciprocity for NAIC Courses Approved for Use in Other States	
<i>Indiana</i>	X	X		8 hours - Residents Only	5 hours each 2 years of the 4 year renewal period. - Residents Only		Yes	Yes - See Comments	Reciprocity for 8 hour training, no reciprocity for additional 7 hour training required for partnership policies.
<i>Iowa</i>	X	X		8 Hours	4 Hours - Every CE Term Thereafter		Yes	Yes*	
<i>Kansas</i>	X	X							Training required for partnership programs only.
<i>Kentucky</i>	X	X							Training required for partnership programs only.
<i>Louisiana</i>	X	X		8 Hours	4 Hours - each license renewal period			Yes*	
<i>Michigan</i>	X	X		Effective 2/22/16 - 8 Hours	4 Hours - Every CE Term			Yes*	Education must be classified as LTC-Partnership to qualify.
<i>Mississippi</i>	X	X							No current requirements.
<i>Missouri</i>	X	X							Training required for partnership programs only.
<i>Montana</i>	X	X		8 Hours	4 Hours - Every 24 months thereafter			Yes*	
<i>Nebraska</i>	X	X		8 Hours	4 Hours - Every 24 months thereafter			Yes*	
<i>Nevada</i>	X	X		8 Hours	4 Hours - Every 24 months thereafter			Yes*	
<i>New Mexico</i>	X	X		8 Hours	4 Hours - Every 24 months thereafter			Yes - Non-Residents Only*	
<i>North Carolina</i>	X	X	X						Training required for partnership programs only.

*Excludes state specific courses for CA, CT, DE, IN, HI, MS, NM and NY.

STATE LTC APPOINTMENT REQUIREMENTS - Guaranty Income Life Insurance Co.

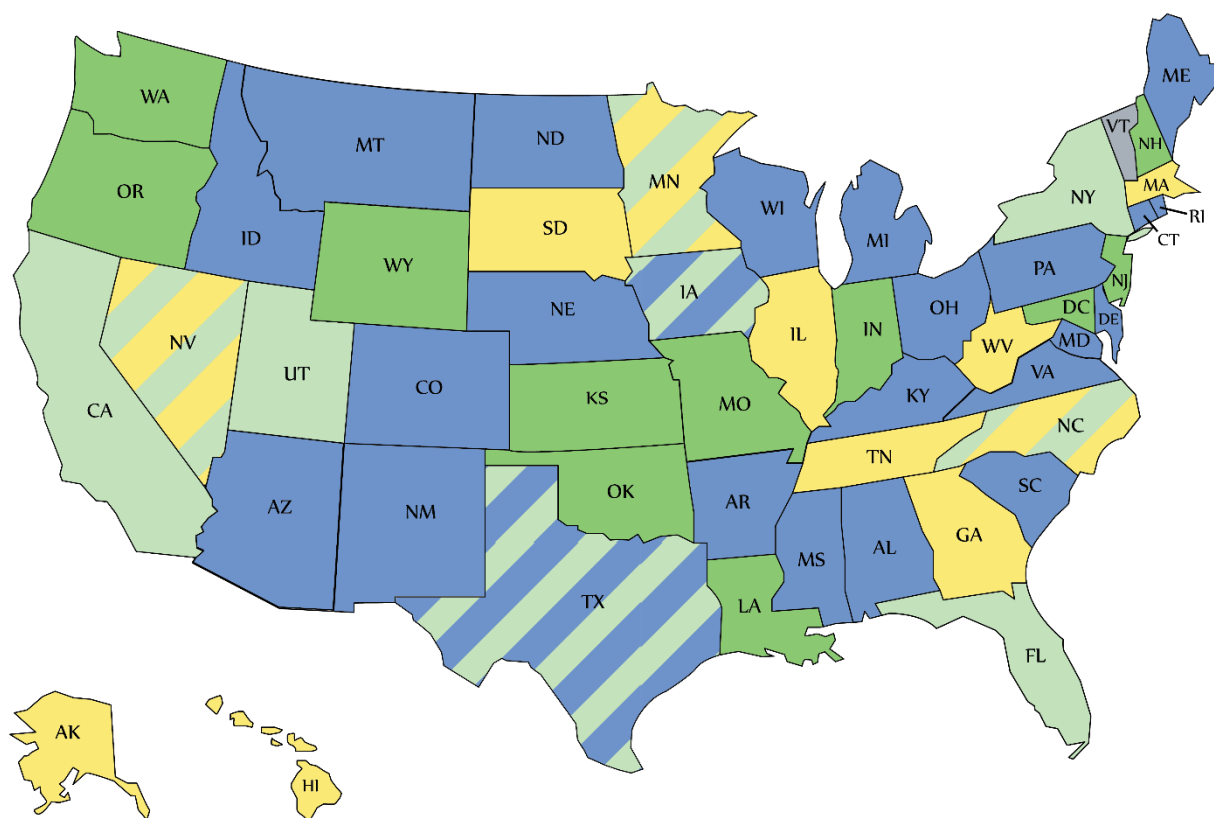
STATE	License(s) Required to Sell LTC			LTC Continuing Education Requirements					Comments
	LIFE	HLTH/DIS	LTC	Initial Training Prior to Sale	Follow-up Training	Courses Cover State Law	DOI Must Approve Courses For Use	Reciprocity for NAIC Courses Approved for Use in Other States	
<i>North Dakota</i>	X	X							Training required for partnership programs only.
<i>Ohio</i>	X	X		8 Hours	4 Hours - Every 24 months thereafter	Yes	Yes	Yes - Non-Residents Only*	
<i>Oklahoma</i>	X	X		8 Hours	4 Hours - Every 24 months thereafter			Yes*	
<i>Oregon</i>	X	X		8 Hours	4 Hours - Every 2 year period thereafter			Yes*	
<i>South Carolina</i>	X	X		8 Hours	4 Hours - Every 24 months thereafter			Yes*	
<i>Tennessee</i>	X	X		8 Hours	4 Hours - Every 24 months thereafter	Yes	Yes	Yes - Non-Residents Only*	Producers exempt from CE requirements aren't required to do the follow-up training.
<i>Texas</i>	X	X							Training Required for partnership programs only.
<i>Utah</i>	X	X		3 hours	3 Hours - Every 24 months thereafter			Yes*	No non-resident requirement
<i>Washington</i>	X	X		8 Hours	4 Hours - Every 24 months thereafter			Yes*	
<i>Wyoming</i>	X	X		8 Hours	4 Hours - Every 24 months thereafter			Yes*	

*Excludes state specific courses for CA, CT, DE, IN, HI, MS, NM and NY.

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