

Life of the Southwest/ National Life Group

REQUIRED NY TRAINING INSTRUCTIONS

Effective, 8/1/2019 for Annuities and 2/1/2020 for Life, **New York Regulation 187** requires both resident and non-resident producers to be appropriately trained in suitability and to act in the best interest of a client's financial objectives. Completion of industry training, administered by a vendor, along with carrier specific product training are required prior to soliciting new business or servicing existing policies previously written in NY. Failure to complete these courses will result in declined business or rejection of servicing rights.

Proof of completion of the industry training must be provided to ECA Marketing. Email certificates to licensing@ecamarketing.com. If taken with LIMRA, a date of completion is required.

Industry Training Requirement

Not all vendors are universally accepted amongst the insurance carriers

Which vendors are accepted?

All vendors are accepted. RegEd is preferred.

Carrier Specific Product Training Requirement

Training must be completed prior to the sale of both **Life and Annuities**

When can the product training be taken?

Product training is available any time. Product training can be dated the same day as new business.

Product Training Directions: See below to choose an option for accessing and completing the training modules.

1. **SuranceBay-** If the agent contract was done through SuranceBay (SureLC), review of the product training modules will be provided within the system, including signing of the ANNUITY PRODUCT TRAINING CERTIFICATION or LIFE PRODUCT TRAINING BEST INTEREST CERTIFICATION. The date of completion will be the date that the contract was digitally "confirmed" by the agent.
2. **PDF Presentation-** Please contact your ECA L&C specialist to obtain a copy of the presentation to validate the training. The signed certification must be returned to licensing@ecamarketing.com
3. **LSW Website-** Access to the website will be available once the agent contract has been approved. LSW will provide further instruction once an agent number has been issued.

Annuity Product Training Certification

The National Life Group Experience is about working with a company that shares your commitment to keeping alive the dreams of families, the hopes of small business owners and the dignity and financial independence of seniors. We offer resources to help you grow your business because we care about you and your clients. Before you can sell annuities you must complete product training. Applications submitted from producers without fulfilling all training requirements will result in a delay. Complete your product training by reading the enclosed material.

Indexed Annuity Products

Fixed Annuity Products

8

Catalog Version ID

Variable Annuity Products

NLIC Annuity Products

By signing below, I Certify that I have read the National Life Group Annuity Product Training documents. I understand that I am required to read this material PRIOR to soliciting any annuity products.

Applicant Signature

Date

Life Product Best Interest Training Certification

The National Life Group Experience is about working with a company that shares your commitment to keeping alive the dreams of families, the hopes of small business owners and the dignity and financial independence of seniors. We offer resources to help you grow your business because we care about you and your clients. Before you can sell life policies in the state of New York, you must complete our product specific best interest training. Applications submitted from producers without fulfilling all training requirements will result in a delay. Complete your best interest product training by reading the enclosed material.

BasicSecure

Peak Life

Flex Life

Term Life

Total Secure

UL After Issue Changes

Term Life After Issue Changes

Whole Life After Issue Changes

Discontinued Life Products

5

Catalog Version ID

By signing below, I certify that I have read and understand the National Life Group Life Product Best Interest training documents. I understand that I am required to read this material PRIOR to soliciting any life products in New York.

Applicant Signature

Date