

Legacy Marketing Group (LMG) – Americo and Ameritas

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.

Annuity Carrier Specific Product Training

Who should complete the product training?

All agents, regardless of state, are required to take to product training.

When can the product training be taken?

Product training is available at any time.

Americo: The training must be taken prior to or the date of the new business sale.

Ameritas: Agent contracting will not be approved until the product training has been completed. The training must be taken prior to or the date of the new business sale.

Product Training Directions: The training will not be accessible under your personal login until an agent number has been issued but can be taken in advance through the Register-Guest Access using product training code: legacy12.

1. Go to <http://www.legacynet.com> – login
2. Select “Product Training Requirements” – red tab, located on the right hand side
3. Choose the appropriate product from list
4. Select “Step 1” to view the course - .pdf document will download, review
5. Select “Step 2” for certificate – enter your email address
6. Forward approval email to licensing@ecamarketing.com or print and provide with agent contract

For Legacy-Americo only: Liberty Mark product training was updated 4/24/2019- training taken before this date is no longer valid and the updated course will need to be completed.

Additional Required Training

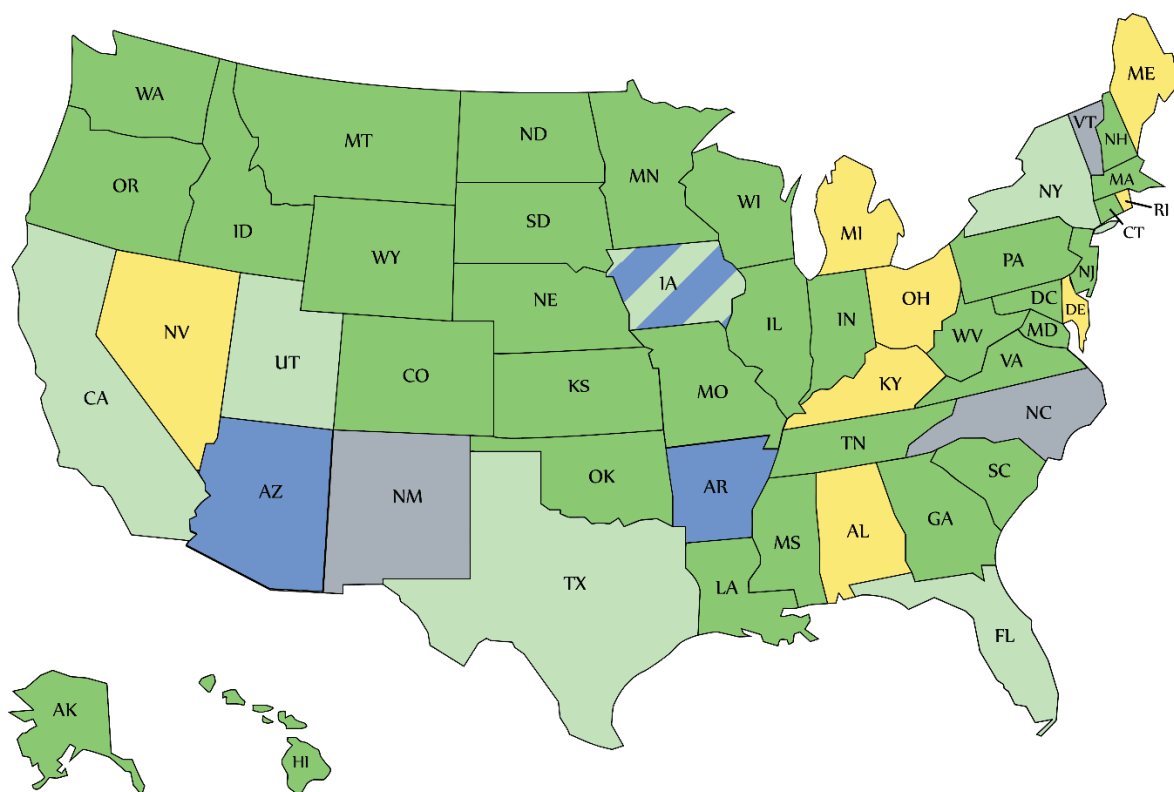
Anti-Money Laundering Training (AML): Legacy Marketing will accept most AML providers; the certificate is mandatory for consideration. AML renewal is required every two years. Failure to comply with AML regulations will result in unprocessed business.

LIMRA Notice: AML through LIMRA is acceptable as long as 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.

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	
■ No Requirements	■ Pending BIS

Mandatory NAIC Annuity Suitability - 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 a 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. Insurers are responsible for providing product-specific training.
IOWA	In addition to a 4-Hour NAIC Annuity Training course, agents selling indexed annuities in IA must take a one-time 4-hour course specific to indexed annuity products.
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.
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. Exemptions apply to the ongoing 8 hours of CE required each license period. TX will accept most annuity CE 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*. **NEW PRODUCERS** must complete a full 4-hour training that includes **BIS**.

STATE	NEW PRODUCERS	EXISTING PRODUCERS
ARIZONA	1/1/2021	6/30/2021
ARKANSAS	12/29/2020	6/29/2021
IOWA	1/1/2021	7/1/2021

Pending – Best Interest Standard:

STATE	NEW PRODUCERS	EXISTING PRODUCERS
ALABAMA	TBD – Pending Legislation	TBD – Pending Legislation
DELAWARE	TBD – Pending Legislation	TBD – Pending Legislation
KENTUCKY	TBD – Pending Legislation	TBD – Pending Legislation
MAINE	TBD – Pending Legislation	TBD – Pending Legislation
MICHIGAN	TBD – Pending Legislation	TBD – Pending Legislation
NEVADA	TBD – Pending Legislation	TBD – Pending Legislation
OHIO	TBD – Pending Legislation	11/30/21
RHODE ISLAND	4/1/2021	10/1/2021