

Protective Life Insurance Company

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?

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?

The product training is available anytime. Product training can be completed the same day that new business is solicited.

Product Training Directions: See PROTECTIVE NAIC PRODUCT TRAINING THROUGH REDED – Once complete email certificate to licensing@ecamarketing.com

Additional Required Training

Anti-Money Laundering Training (AML):

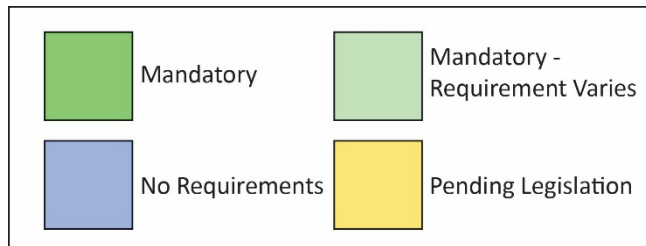
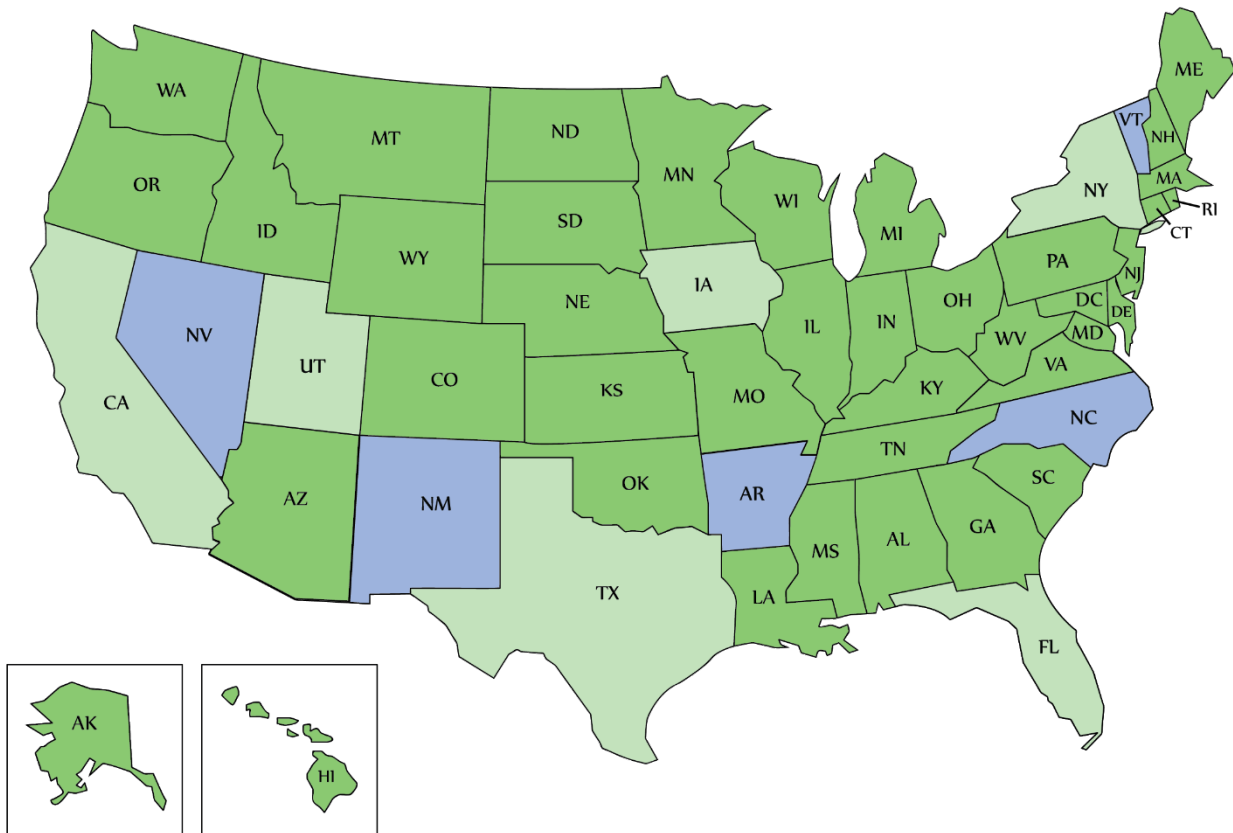
LIMRA is the preferred AML vendor (no certificate needed). Protective will accept other vendors as long as a certificate is provided. Agents are required to maintain AML training every 24-months. New Business will not issue and commissions will not pay until AML is in good standing order.

Protective NAIC Product Training through RegEd

- Go to <https://secure.reged.com/TrainingPlatform>
- In upper right, log in using your email address and password you previously set
 - If this is your first visit to the site, click “Register online” in center right in the “Producers Get Started Section” and follow system prompts
- To add applicable product training courses, click “Enter Product Code” in left menu bar
- Enter the code that corresponds to the product of interest
 - Protective Asset Builder Indexed Annuity: FIAPAB
 - Protective Income Builder Indexed Annuity: FIPIB
 - Protective Indexed Annuity II: FIA2M
 - Protective Indexed Annuity NY: FIANY
 - Protective ProPayer Income Immediate Annuity: PROSPIA
 - Protective Secure Saver Fixed Annuity: PSS
 - Protective Guaranteed Income Indexed Annuity: FIAPGI
- Your courses appear under “Carrier-Specific Product Training” on your Producer Status Screen
 - Click “Go to Requirement” next to course of interest to open course.
 - Review information and use arrows at bottom of screen advance through material
 - Please note there is no audio in these presentations
 - You can click the Notes button for additional details on each page
 - At the end of the training, click “Attest”, Click “A Yes” and Continue.
 - Survey is optional. Click “Submit” at bottom of screen to finish
 - Your Producer Status screen will now indicate “Completed” and your completion data will be automatically transmitted to Protective Life.

NAIC ANNUITY SUITABILITY STATE TRAINING REQUIREMENT

The following states have adopted some version of the NAIC Suitability in Annuity Transactions Model Regulation, 4-Hour Annuity Training. CE must be taken through a state-approved vendor prior to soliciting business. Please provide a copy of your annuity CE 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 4-Hour Annuity CE:

| | | | | |
|-------------------|-----------|---------------|----------------|---------------|
| ALABAMA | HAWAII | MARYLAND | NEW JERSEY | TENNESSEE |
| ALASKA | IDAHO | MASSACHUSETTS | NORTH DAKOTA | *TEXAS |
| ARIZONA | ILLINOIS | MICHIGAN | OHIO | VIRGINIA |
| *CALIFORNIA | INDIANA | MINNESOTA | OKLAHOMA | WASHINGTON |
| COLORADO | *IOWA | MISSISSIPPI | OREGON | WEST VIRGINIA |
| CONNECTICUT | KANSAS | MISSOURI | PENNSYLVANIA | WISCONSIN |
| DELAWARE | KENTUCKY | MONTANA | RHODE ISLAND | WYOMING |
| DIST. OF COLUMBIA | LOUISIANA | NEBRASKA | SOUTH CAROLINA | |
| GEORGIA | MAINE | NEW HAMPSHIRE | SOUTH DAKOTA | |

Mandatory – 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, some insurers require resident and non-resident agents take an undefined hourly vendor CE course specific to “Suitability & Best Practices in Life Insurance & Annuity Transactions” and/or insurer provided product specific training prior to soliciting business. |
| *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. |

No Requirement – States exempt from Annuity CE requirement:

Agents may be subject to insurer provided product specific training

| | | |
|------------|----------------|---------|
| ARKANSAS | NEVADA | VERMONT |
| NEW MEXICO | NORTH CAROLINA | |