

Sagicor

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?

Product training is required for all producers, regardless of state.

When can the product training be taken?

Product training is available at any time. The training can be taken the same day that business is solicited.

Product Training Directions:

1. Go to: <https://agent.sagicorlifeusa.com/wps/portal>
2. Existing agents, login – new agents select “Not a Producer?”
3. Hover over “Training” tab
4. Select “Annuity Product”
5. Send certificate to licensing@ecamarketing.com

Additional Required Training

Anti-Money Laundering Training (AML):

Sagicor requires that all agents complete an approved AML training course every 2-years. A copy of the training certificate including the course title, vendor name and completion date must be provided. Sagicor has permitted the following vendors: LIMRA (no certificate required), RegEd, WebCE, QuestCE, SuccessCE. Sagicor may accept additional third party vendor training for AML credit. If AML training has been taken through a vendor not listed above, Sagicor will review the training and make the final decision as to whether it is acceptable or not. Agent contracting will not be approved and business will not issue until AML is in good order.

Iowa Indexed UL and Whole Life CE:

Iowa requires all producers who wish to sell an indexed product in Iowa to complete 4-hours of indexed product CE. Iowa producers can complete the “Sagicor Annuity Suitability Training Course” to receive the 4-hours of CE in Iowa or provide Sagicor with the completion certificate for the required 4-hour CE course taken through another vendor.

Producer Annuity Training Requirements



A PRODUCER MUST COMPLETE THE FOLLOWING SAGICOR AND/OR STATE REQUIRED TRAINING COURSES.

REQUIREMENT FOR ALL PRODUCERS:

- Anti-Money Laundering training¹

REQUIREMENT FOR PRODUCERS SELLING ANNUITIES:

- General annuity suitability training². The training requirement is a key component of the National Association of Insurance Commissioners (NAIC) Suitability in Annuity Transaction Model Regulation;
- Sagicor product specific training for each annuity product that producer is going to sell.
- FIXED INDEXED ANNUITY SALES ONLY: Annuity indexed product training³.
- Iowa producers who wish to sell an indexed life or indexed annuity product need to complete 4-hours of CE on indexed products;

ANNUITY PRODUCT TRAINING REQUIREMENTS

SINGLE PREMIUM IMMEDIATE ANNUITY	SAGE CHOICE SPDA	SAGE SELECT FIA	SAGE SECURE FIA	MILESTONE MYGA
Annuity Suitability Training	Annuity Suitability Training	Annuity Suitability Training	Annuity Suitability Training	Annuity Suitability Training
Gold Series SPIA Product Training	Sage Choice SPDA Product Training	Sage Select FIA Product Training	Sage Secure FIA Product Training	Milestone MYGA Product Training

Questions? Contact the Producer Resource Center (PRC) at (888) 724-4267 ext. 4680 or PRC@SagicorLifeUSA.com.

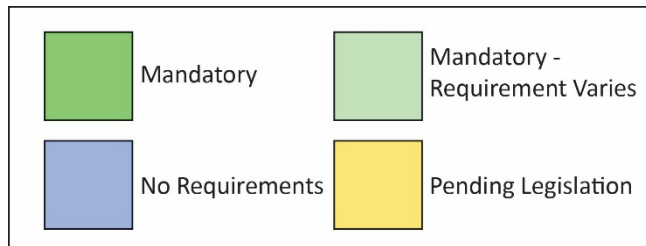
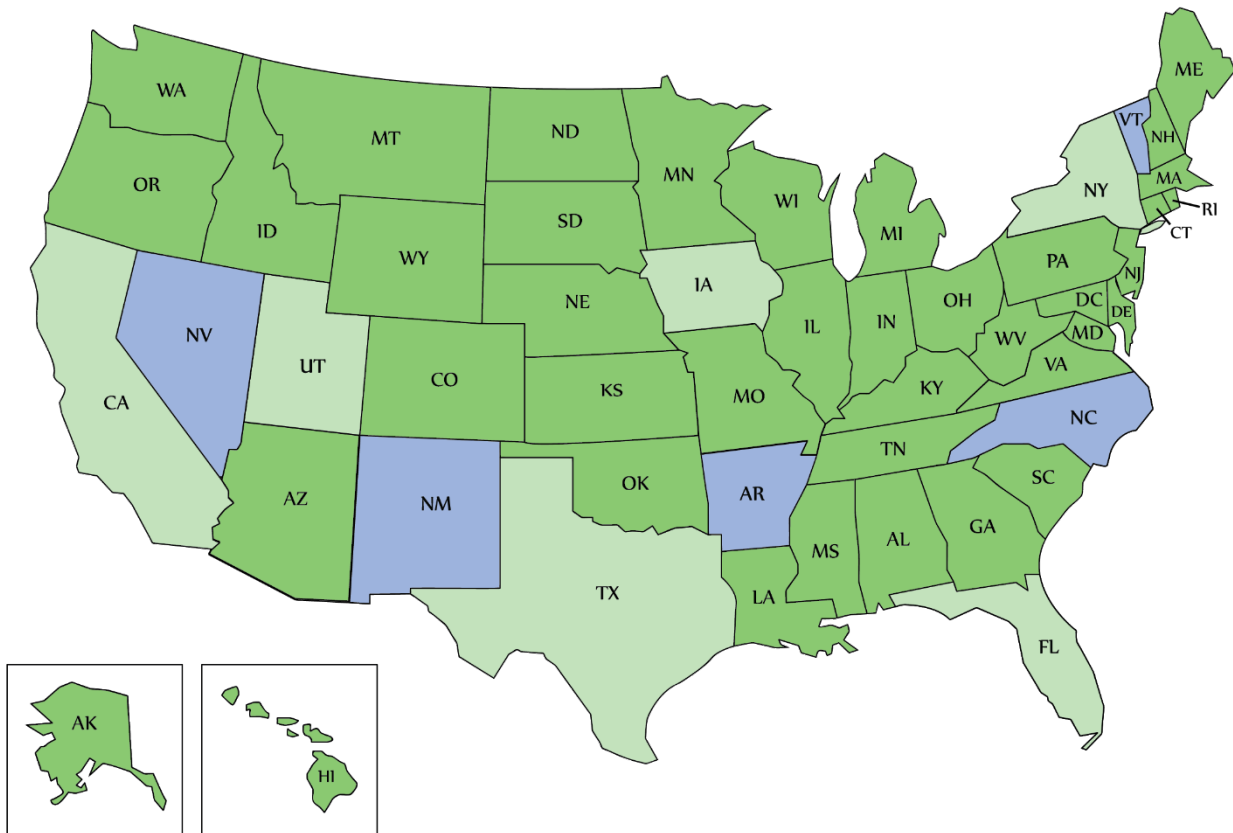
¹ Please note AML training courses taken in the last 2 years can be submitted as proof of completion of this training requirements. We require that you email a copy of your certificate of completion or a training record issued by the CE provider to our Producer Appointment Department at producerappointment@sagicorlifeusa.com for review and acceptance

² Please note outside training courses can be submitted to fulfil this training requirement. Annuity Suitability course must be approved in a state that has previously adopted the NAIC Annuity Suitability Model Regulation. If you have taken an annuity suitability training course previously, we require that you email a copy of your certificate of completion or a training record issued by the CE provider to our Producer Appointment Department at producerappointment@sagicorlifeusa.com for review and acceptance.

³ Please note outside index training courses can be submitted to fulfil this training requirement. Indexed product course must be approved by a state for CE credit. If you have taken an indexed product training course previously, we require that you email a copy of your certificate of completion or a training record issued by the CE provider to our Producer Appointment Department at producerappointment@sagicorlifeusa.com for review and acceptance.

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	