

# Equitable (Formerly AXA)

## REQUIRED NY REGULATION 187 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](mailto: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 will be accepted. A certificate of completion must be provided.

### 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 at any time. Product training can be taken/dated the same day that new business is solicited.

### Product Training Directions:

1. Go to: <https://naic.pinpointglobal.com/AXADistributors/Apps/Default.aspx>
2. Log In or Register. Please Note: If you are registering on the site, please select 'AXA Distributors' in the Select Firm/ Broker Dealer section.
3. After logging in, click on "My Product Training."
4. Select and complete courses relevant to the new business being solicited.

See attached [AXA EQUITABLE PRODUCT COURSES FOR NEW YORK REG 187](#) for more information.



## AXA Equitable Product Courses for New York Reg 187

New York State amended its Regulation 187 to impose a Best Interest standard on Financial Professionals selling Life Insurance contracts in New York State. These changes are effective for applications submitted on or after February 1, 2020 for both New Business and Post Issue transactions that generate new compensation.

Portions of this newly amended Regulation require that a Financial Professional cannot make a recommendation “about which [they have] inadequate knowledge.” This is echoed twice in the Regulation, for both New Business and In-Force transactions (New York State Regulation §224.4(h) and §224.5(e)). To help you meet these pre-sale obligations, AXA Equitable has new procedures for licensing Financial Professionals selling or servicing New York State contracts. These focus on both:

- Regulation 187 Best Interest Training and
- AXA Equitable Product Training

### Regulation 187 Best Interest Training

For Regulation 187 Training, AXA Equitable will accept any standard industry course. Documentation should be emailed to the AXA Equitable Life Licensing Team at [LifeLicensing@axa-equitable.com](mailto:LifeLicensing@axa-equitable.com).

There are a wide range of courses to take for New York State Best Interest training. New York State offers a link on its Department of Financial Services website to industry offered courses for Continuing Education purposes. AXA Equitable will accept any of these courses for Regulation 187 Best Interest training. Access options [here](#).

Additionally, LIMRA is offering a New York State Best Interest training. It is not listed on the New York State website. AXA Equitable will also accept this course.

### AXA Equitable Product Training

AXA Equitable will provide several courses based on our product portfolio.

- Indexed Universal Life (IUL) Products
- Variable Universal Life (VUL) Products
- Term Products
- Corporate Owned Incentive Life (COIL)
- In spring 2020 there will also be an overall course covering all of AXA Equitable’s IUL, VUL and Term Products (excluding COIL)

Producers may access the [link](#) after January 1, 2020 to take the courses above. Please select courses for products that you expect to recommend to clients. Courses take approximately 12-15 minutes to complete.

[Click here to access AXA Equitable Product Courses for New York Reg 187](#)

Once completed, AXA Equitable’s Licensing Team will be notified via overnight file transmission. It may take up to 24 hours for the information to be relayed to the New Business area.

***Training must be completed by the application date, or the application will be rejected and you must take a new application after training is completed.***