

Principal

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. 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?

Principal will only accept RegEd, QuestCE, SuccessCE, Kaplan, LIMRA and LOMA as vendors. If taken through an unapproved vendor, completion of an additional course will be required.

Carrier Specific Product Training Requirement

Training must be completed prior to the sale of Annuities

When can the product training be taken?

Product training can be taken at any time. Product training can be taken/dated the same day that new business is solicited. Product training is only required for writing annuity business, there is no additional product training requirement for life products at this time.

Product Training Directions: Go to: <http://naic.pinpointglobal.com/Principal/apps/default.aspx?qa=1>

Please note: To ensure enrollment in the correct courses, please select ECA Marketing as the Firm affiliation. If you already have another broker/dealer or firm listed and need assistance changing the affiliation, please call LIMRA directly at 1-888-577-5522.

Please type the first few letters of the name of the firm or broker/dealer you are associated with, then select from the list presented.

To confirm your selection you must click on the "Select Firm or Broker/Dealer" button.

Current selection: ECA Marketing Inc