

Royal Neighbors of America

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?

RNA offers multiple product lines/series. All products, with the exception of Royal Choice, are covered under the "general" product training course. Royal Choice has a different set of rules pertaining to the product training course (see below).

If soliciting RNA "general" product line: 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.

If soliciting Royal Choice product line: All agents, regardless of state, are required to take the product training.

When can the product training be taken?

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

Product Training Directions: Select link below depending on the product line intended to solicit. A copy of the certificate should be emailed to licensing@ecamarketing.com.

"General" Product Training Course: <https://royalneighbors.mindflash.com/PublicCoursePage.aspx?CourseId=665041481>

Royal Choice Product Training Course: <https://royalneighbors.mindflash.com/PublicCoursePage.aspx?c=1291468388>

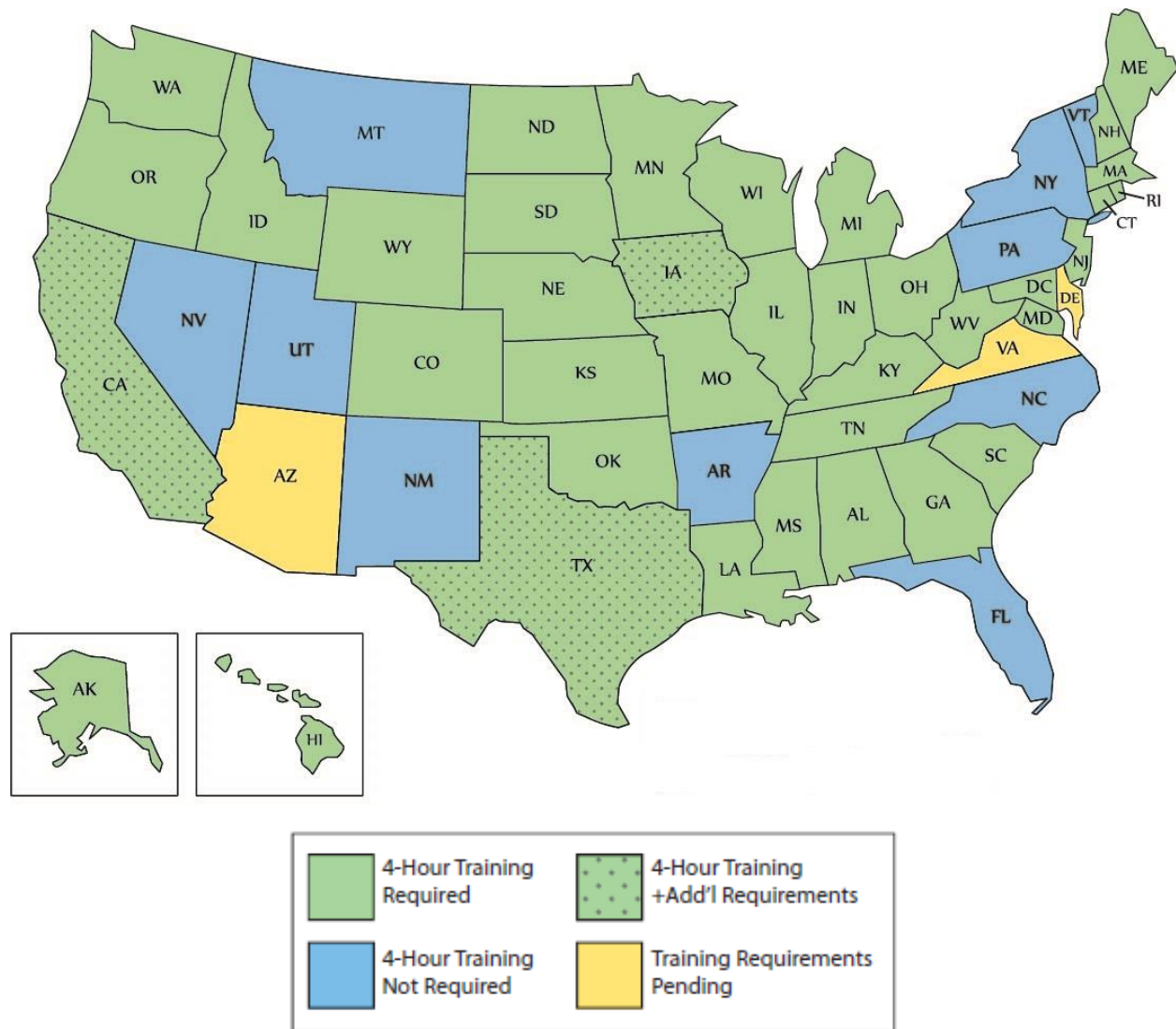
Additional Required Training

Anti-Money Laundering Training (AML):

LIMRA is the only accepted AML vendor of RNA. If AML was taken through any other vendor it will be declined and the agent asked to take the training with LIMRA. RNA only has the capability to obtain AML information from LIMRA every 2-weeks which can result in slower processing times on the initial new business application. To avoid any potential delays, it is recommended that a screen shot/print screen of the LIMRA training page be provided as proof of completion. The training must be completed within 24-months. AML is only verified on the initial new business application. RNA does not track renewal AML training.

ANNUITY SUITABILITY TRAINING REQUIREMENT

The following states have adopted some version of the NAIC Suitability Model Regulation. CE must be completed through a state-approved vendor prior to soliciting annuity business. Please provide a copy of your completed training certificate to ECA Marketing (licensing@ecamarketing.com). For further details, please refer to the tables on the following page or contact your licensing representative with questions.



Mandatory Annuity CE:

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

Additional requirements for select states:

*CALIFORNIA	An initial 8-hour state specific course is required, with a 4-hour refresher course on annuity suitability every 2 years prior to license renewal. California training is not reciprocal with any other state and does not accept training from any other state.
**IOWA	Agents selling indexed annuities must take a 4-hour course specific to indexed annuity products.
***TEXAS	Resident agents must complete 8 hours of CE biennially – specifically relating to annuities. An initial Texas specific 4-hour course is required for resident agents.

NAIC Regulated states offering a grace period for training completion:

STATE	EXISTING PRODUCERS	NEW PRODUCERS
ARIZONA	01/01/2018	01/01/2018
DELAWARE	11/30/2017	Currently required prior to annuity sale
VIRGINIA	01/01/2018	01/01/2018

States exempt from training requirement:

ARKANSAS	NEW MEXICO	UTAH
FLORIDA	NEW YORK	VERMONT
MONTANA	NORTH CAROLINA	
NEVADA	PENNSYLVANIA	