

Guaranty (GILICO)

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?

Agents can complete product training anytime. Product training and new business can be dated the same day.

Product Training Directions: www.gilicolink.com

- Existing agents: sign in with previously created username and password.
- New Agents: Username: download Password: prq891
- Complete the presentation and quiz for the product being sold.
- **IMPORTANT: If an agent is writing Annuicare 5, 7 or 10, the FlexPlus Series training must also be completed. If an agent is writing Annuicare 4, 6 or 8, the Guaranty Series training must also be completed.**

Additional Required Training

Anti-Money Laundering Training (AML):

Guaranty does not require an AML certificate be provided. However, the carrier does require the agent sign as part of the agent contracting paperwork. The agent is certifying that the AML document was read and they will comply with the guidelines.



March 24, 2015

Field Bulletin Regarding Annuity Suitability Education Requirements

In 2010, the National Association of Insurance Commissioners (NAIC) adopted the [2010 Suitability in Annuity Transactions Model Regulation](#), which did the following:

1. Established the duties of insurers and insurance producers to comply with the regulation and make reasonable efforts to determine suitability.
2. **Required that producers be trained on the provisions of annuities in general and the specific products they are selling.**
3. Encouraged suitability standards to be consistent with those imposed by FINRA.

Although the suitability regulations in some states do not follow the NAIC model, most have either implemented it or are updating their regulations to include it. As a result, company specific product training and a one-time 4-hour annuity training course may be required prior to solicitation. Please check the [State Annuity Suitability Education Requirements](#) spreadsheet to confirm that you are aware of your state's requirements, effective dates and revisions.

In order to provide the company specific product training, we have posted three short training modules on our agent web site www.GILICOLink.com. They are entitled The Guaranty Series, The FlexPlus Series and The AnnuiCare® Series. Each training module has a short quiz. Upon successful completion of a quiz, you will be given the opportunity to print a copy of the certificate of completion for your records. Completion of this training will automatically be recorded in Guaranty Income Life's records.

There are two ways to access the training. If you have already set up your www.GILICOLink.com account, you may log into it or you may log onto the download site using the following:

- User ID - download
- Password - prq891

Once you have signed in, you will click on the Product Training Presentations and Quizzes button.

Since the regulation requires training prior to solicitation, you should complete the product training and submit your completed quizzes as soon as possible. Please Note: If you are writing an AnnuiCare® policy, you will need to complete the training presentation and quiz for the base annuity as well as the AnnuiCare® riders. Writing AnnuiCare®10, 7 or 5 will require completion of the FlexPlus Series and the AnnuiCare® Series training. Writing an AnnuiCare®8, 6 or 4 will require completion of the Guaranty Series and the AnnuiCare® Series training.

If you need clarification or have questions, you may contact our Sales Support Team at 800.535.8110.

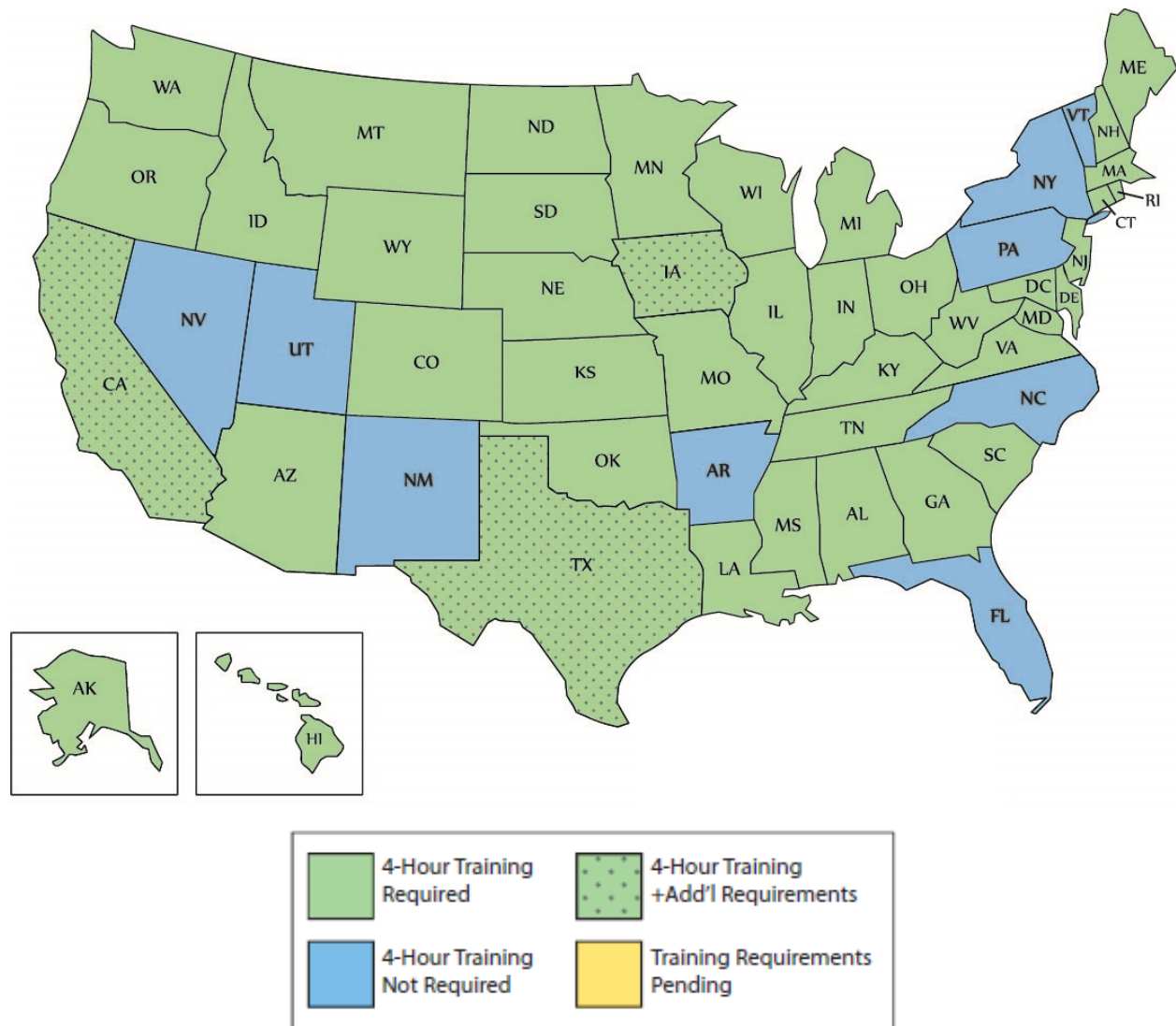
Thank you for your business!

929 Government St.
Baton Rouge, LA 70802
800.535.8110 / 225.383.0355 / Fax - 225.343.1747
www.gilico.com / www.GILICOLink.com / sales@gilico.com

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ANNUITY SUITABILITY STATE TRAINING REQUIREMENT

The following states have adopted some version of the NAIC Suitability Model Regulation, 4-Hour Annuity Training. 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 information, please refer to the tables on the following page or contact your licensing representative.



Mandatory Annuity CE:

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

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.

States exempt from training requirement:

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