

Atlantic Coast

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?

Please see "NAIC Model Regulation Annuity Suitability Requirements" (on next page) to determine if product training is required in a specific state.

When can the product training be taken?

Product training can be taken anytime. Training can be taken the same day new business is solicited.

Product Training Directions: <https://acl.admin-portal.org/training/>

- Fill in agent email address and full SSN (if no agent code has been provided) and select Login. If an agent has not previously registered, still fill in email address and SSN and select Login, the next page will prompt you to register.
- Once registration is complete, the course page is viewable and the agent can select which course to complete.
- Once required training is completed, the certificate will automatically be recorded by the carrier.

Additional Required Training

Anti-Money Laundering Training (AML):

Atlantic Coast does not require an AML certificate be provided. However, the carrier does require the agent to 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. This will need to be re-certified every two years on the Atlantic Coast website.



NAIC MODEL REGULATION ANNUITY SUITABILITY REQUIREMENTS

STATE	Product Specific Training Required	NAIC Annuity Training Required (One-Time 4 Hour)
ALABAMA	N	Y
ALASKA	Y	Y
ARIZONA	N	N
ARKANSAS	N	N
CALIFORNIA	Y	Y
COLORADO	Y	Y
CONNECTICUT	Y	Y
DELAWARE	Y	N
DISTRICT OF COLUMBIA	Y	Y
FLORIDA*	Y	N
GEORGIA	N	Y
HAWAII	Y	Y
IDAHO	Y	Y
ILLINOIS	Y	Y
INDIANA	Y	Y
IOWA	Y	Y
KANSAS	Y	Y
KENTUCKY	Y	Y
LOUISIANA	Y	Y
MAINE	N	Y
MARYLAND	Y	Y
MASSACHUSETTS	N	Y
MICHIGAN	Y	Y
MINNESOTA	Y	Y
MISSISSIPPI	Y	Y
MISSOURI	N	N

STATE	Product Specific Training Required	NAIC Annuity Training Required (One-Time 4 Hour)
MONTANA	N	N
NEBRASKA	Y	Y
NEVADA	N	N
NEW HAMPSHIRE	N	Y
NEW JERSEY	Y	Y
NEW MEXICO	N	N
NEW YORK	Y	N
NORTH CAROLINA	N	N
NORTH DAKOTA	Y	Y
OHIO	Y	Y
OKLAHOMA	Y	Y
OREGON	Y	Y
PENNSYLVANIA	N	N
RHODE ISLAND	Y	Y
SOUTH CAROLINA	Y	Y
SOUTH DAKOTA	Y	Y
TENNESSEE	Y	Y
TEXAS	Y	Y
UTAH	Y	N
VERMONT	N	N
VIRGINIA**	N	Y - Effective 1/1/18
WASHINGTON	Y	Y
WEST VIRGINIA	Y	Y
WISCONSIN	Y	Y
WYOMING	N	Y

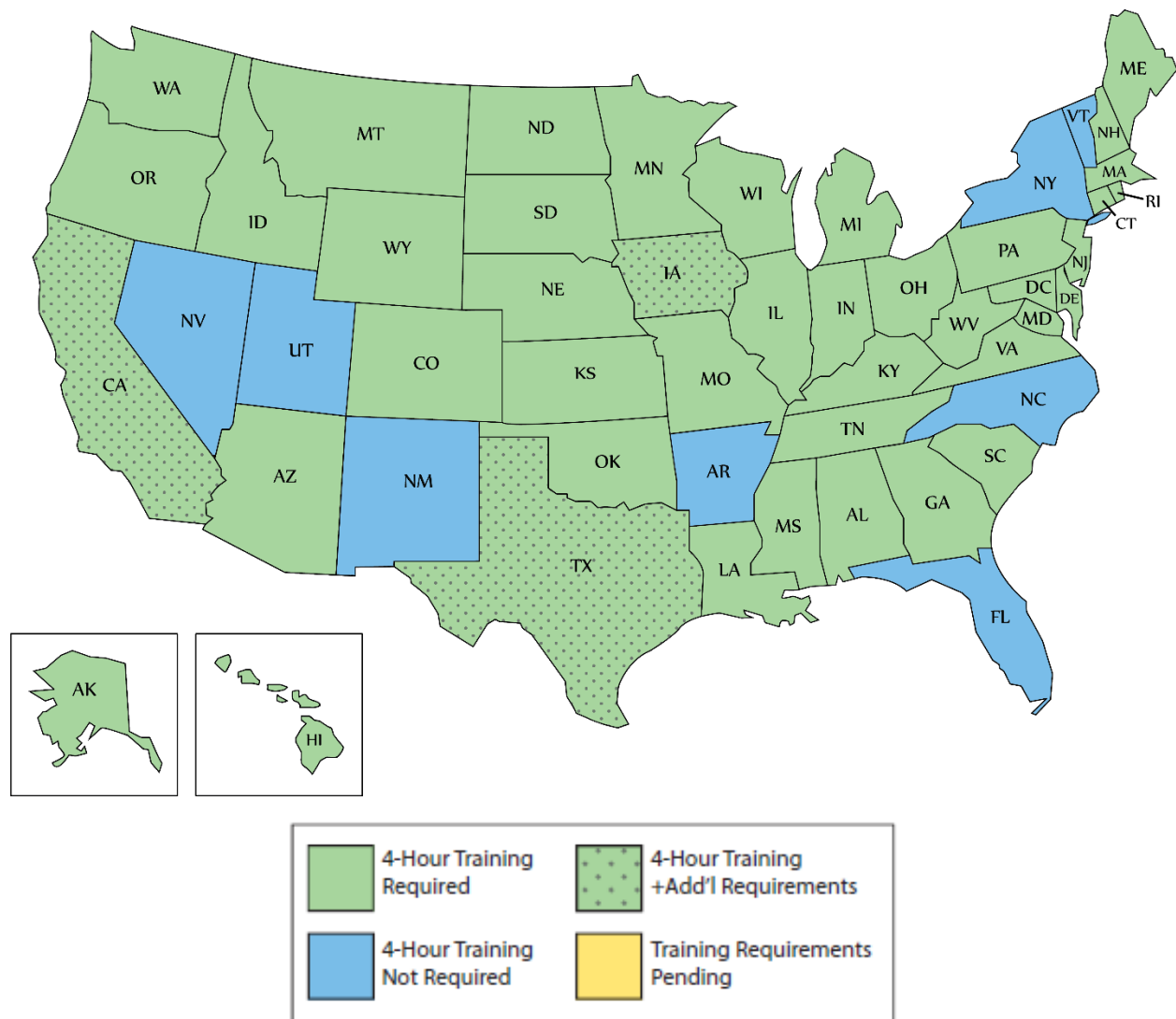
* Florida - To be compliant, producer is required to complete the 5-hour CE update courses for lines of authority. This is a requirement to maintain a license and is not a separate requirement.

** Virginia **Resident agents** are required to take a course after 4/1/2017 and before 1/1/2018. **Non-Resident agents** may use certificate for "substantially similar" course completed in their home state.

Please note that Atlantic Coast Life Insurance Company Products are not available in all states at this time.

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

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 two years prior to license renewal. California training is not reciprocal with any other state and does not accept training from any other state. Interpretation of the ruling varies by carrier.
**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. Interpretation of the ruling varies by carrier.

States exempt from training requirement:

ARKANSAS	NEW MEXICO	UTAH
FLORIDA	NEW YORK	VERMONT
NEVADA	NORTH CAROLINA	