

Carrier Product Training Reference

Below is a list of Insurance Carriers that require product specific training prior to soliciting business for states that have adopted the NAIC Suitability Model. Please reference the contracting page on the CPS Website (<http://cpsinsurance.com/services-tools/contracting/>) for the most current information on annuity requirements.

- Allianz
 - o <https://www.allianzlife.com>
 - Agent will need an agent code in order to gain proper access to this training requirement
- American Equity
 - o Active Agents: <http://american-equity.com/>
 - o Non Active Agents: <https://agent.american-equity.com/StateProductTraining.asp>
- American National
 - o <https://apps.anicoweb.com/training>
 - Use codes:
 - For American National products: ANICOSUITABILITY
 - American National Insurance Company products - California Supplement: CAANICOSUITSUPP
 - For American National New York products: NYANICOSUITABILITY
- American General
 - o <http://estation.americangeneral.com>
 - Must be contracted first (with active code) in order to properly complete the product training
- Assurity
 - o <https://assurelink.assurity.com/Home/tabid/36/ctl/Login/Default.aspx?returnurl=%2fDefault.aspx>
 - Must be contracted first (with active code) in order to properly complete the product training
- Athene (Liberty Life)
 - o <https://portal.atheneannuity.com/Content/ContentDisplay.aspx?ContentID=48>
- Aviva
 - o <https://www.amerus.com/portal/server.pt>
 - Must be contracted first (with active code) in order to properly complete the product training
- Equitrust
 - o <http://agents.equitrust.com/>
 - Must have an active agent code to complete the product training

- Fidelity & Guarantee
 - <https://training.fglife.com/>
- Genworth
 - www.genworth.com/annuityproducertraining
- Great American
 - <https://naic.pinpointglobal.com/GAFRISuitability/Apps/Default.aspx>
- Hartford
 - Agent can access the product training in either of the links below, by registering with Hartford directly or by going straight to the training platform.
 - www.hartfordinvestor.com
 - <https://secure.reged.com/TrainingPlatform/>
 - Agent will need the code “HARTFORD11” to gain access to this carrier’s training
- ING USA/ReliaStar
 - Product Training for Fixed & Indexed Annuities (Slideshow/Video) - www.brainshark.com/inges/pst
 - Alternate Method: https://www.kfeducation.com/login/check-company?companyId=INGAnnuities&newUserActionType=createAccount&submit_createNew=Submit
 - Portal code: INGAnnuities
- Integrity Life/National Integrity
 - www.kfeducation.com/portal
 - Portal code: WSFG
- Lafayette Life
 - https://customer.lic.com/Login/Login.aspx?SCID=UWK9H06WJ_BE47BJ..CU_QTS
 - Must be contracted first (with active code) in order to properly complete the product training
- Liberty Life
 - <https://portal.atheneannuity.com/Content/ContentDisplay.aspx?ContentID=75>
- Liberty Mutual
 - <https://secure.reged.com/trainingplatform/>
 - Product code is Liberty Annuity Suite in all states except for CA. For CA licensed agents, use product code Liberty Builder. For additional assistance with accessing the training, please contact the Liberty Life Sales Desk at 800-500-2995.
- Lincoln
 - <http://naic.pinpointglobal.com/LincolnFinancial/Apps/default.aspx>

- Life of the Southwest
 - o <https://secure.reged.com/TrainingPlatform/>
 - Agent will need the code “NLGANN” to gain access to this carrier's product specific training
- Minnesota Life
 - o <https://advisors.securianretirementcenter.com>
 - Must have an active agent code to complete the product training
- National Western Life
 - o www.nationalwesternlife.com
 - Must be contracted first (with active code) in order to properly complete the product training
- New York Life
 - o <https://secure.reged.com/TrainingPlatform/>
 - Agent will need the codes below in order to access proper courses

Course	Product codes
NYL Guaranteed Lifetime Income Annuity	NYLGLIA
NYL Guaranteed Period Income Annuity	NYLGPIA
NYL Guaranteed Future Income Annuity	NYLGFI
NYL Preferred Choice Fixed Annuity II	NYLPC
NYL Secure Term Choice Fixed Annuity II	NYLSTC
NYL Secure Term MVA II	NYLSTMVA
NYL Annuity Product Training MSSB	NYLMSSB

 - These codes should not be used with any reps from Fidelity, Chase, Edward Jones, Wells Fargo, UBS or Charles Schwab.
 - North American
 - o <http://nacolah.agentcertification.com>
 - o This carrier requires that product training be completed in all states.
 - o CA Business includes both the “Online Certification” course and the “CA Annual Training” course
 - o Training can now be contracted prior to contracting as agent code is no longer required.
 - Penn Mutual
 - o <https://secure.reged.com/TrainingPlatform/>
 - Must be contracted first (with active code) in order to properly complete the product training
 - Phoenix Life
 - o <https://www.phoenixwm.phl.com/public/applicationcenter/applications/index.jsp>
 - Product specific training is just a letter that you sign off on, no formal training module. It should accompany the business application or contracting paperwork, and dated before the date of the Business Application.
 - Principal
 - o <http://naic.pinpointglobal.com/Principal/Apps/Default.aspx?ReturnUrl=%2fPrincipal%2fApps%2f>

- Protective
 - o <https://learn.questce.com/naicsuitability/>
- Reliance Standard
 - o <http://rsli.successce.com>
- The Standard
 - o <http://www3.standard.com/net/public/Professionals/Insurance/Annuities>
- State Life
 - o <https://naic.pinpointglobal.com/OneAmerica/apps/default.aspx>
 - Be aware that there is an LTC CE requirement for most states
- Symetra
 - o www.symetra.com/training
- United of Omaha/Mutual of Omaha
 - o https://www.mutualofomaha.com/sales_professionals/