

# Crisona Financial Group, Inc.

February 1, 2020

## CARRIER PRODUCT TRAINING 2020

Carrier	Product Training
<b>American General (AIG)</b>	<p>Training is available on <a href="#">Pinpoint</a></p> <p><a href="https://naic.pinpointglobal.com/AIGLife/Apps/Default.aspx?ReturnUrl=%2fAIGLife%2fApps%2fAssets%2fDefault%2fNotSupported.html">https://naic.pinpointglobal.com/AIGLife/Apps/Default.aspx?ReturnUrl=%2fAIGLife%2fApps%2fAssets%2fDefault%2fNotSupported.html</a></p> <p>and Training is also available through <a href="#">Kaplan</a>.</p>
<b>AXA Equitable</b>	<p>AXA Equitable will provide several courses based on their product portfolio.</p> <ul style="list-style-type: none"><li>• Indexed Universal Life (IUL) Products</li><li>• Variable Universal Life (VUL) Products</li><li>• Term Products</li><li>• Corporate Owned Incentive Life (COIL)</li></ul> <p>In spring 2020, there will also be an overall course covering all of AXA Equitable's IUL, VUL and Term Products (excluding COIL)</p> <p>Financial Professionals may log onto <a href="#">this link</a> to take the course on the product line that they expect to recommend to a client. Each course should take 12-15 minutes to complete.</p> <p><a href="#">See AXA's course information here.</a></p>
<b>Brighthouse Financial</b>	<p>For product-specific training, Brighthouse expects you to review their marketing material, product brochures, and other materials prior to selling life insurance products issued by Brighthouse. These are available through <a href="#">their website</a>.</p>
<b>John Hancock</b>	<p>John Hancock product training is now available on the RegEd and LIMRA platforms. The Kaplan platform will be available shortly.</p> <p><b>For <a href="#">RegEd</a>:</b></p> <ul style="list-style-type: none"><li>• Course ID: 19Hancock_01</li><li>• Title: New York Regulation 187 Product Training</li><li>• Assignment ID: 19JH_01</li><li>• Product Code/Just-In-Time Code: JHNY2019</li></ul>

For **LIMRA**: Username is your National Producer Number (NPN)

[Details on accessing the training are available in here.](#) John Hancock will track and validate that training has been completed directly from the vendors. Producers do not need to supply record of training completion.

**Lincoln Financial Group**

Lincoln’s life insurance product training is categorized into three “modules” – Fixed Life (including Term), Variable Life, and MoneyGuard. [See Lincoln's guide to accessing their courses.](#) They are offered through:

- **RegEd**: After logging into [the ATP site](#) you will need to enter the following product codes to order these courses. For their Fixed product training, the code is LincolnFixedLife. For their Variable product training the code is LincolnVariableLife. For MoneyGuard, use LincolnMoneyGuard.
- **LIMRA**: After registering [here](#), courses are available under “My Product Training” in the left hand rail or along the bottom.
- **Kaplan**: Courses are available after registration [here](#). They will be housed under Product Training.
- **Quest CE**: Courses are available when registering [here](#). Existing users will need to have Lincoln Financial Group selected as one of the carriers in their “account set up” to view courses.
- **SuccessCE**: Courses are available after registering [here](#). Returning visitors will find the course after selecting New York and then “Life.”

**MetLife** Available on [MetLife PRO](#)

**Nationwide**

Nationwide has developed Life product training for New York licensed and appointed Life advisors to complete prior to solicitation. Nationwide offers the required courses through [RegEd’s Annuity Training Platform](#). Nationwide will be verifying completion of Life Product specific training courses for applications signed on or after February 1, 2020.

Course	RegEd Product Code	RegEd Assignment ID
Nationwide - YourLife Guaranteed Level	YourLife GL Term	YLGLTerm
Nationwide - YourLife Whole Life 100 - 20 Pay Whole Life	YourLife Whole Life 100-20-Pay	YLWL100-20
Nationwide YourLife CareMatters - NY	YourLife CareMatters NY	YLCMNY

	<table border="1"> <tr> <td>Nationwide YourLife Indexed UL Protector - New York</td> <td>YourLife Indexed UL Prot</td> <td>Protector</td> </tr> <tr> <td>Nationwide YourLife Indexed UL Accumulator - New York</td> <td>YourLife Indexed UL Accum</td> <td>Accumulatr</td> </tr> <tr> <td>Nationwide No-Lapse Guarantee UL II</td> <td>No Lapse Guar UL II</td> <td>NLG UL II</td> </tr> </table>	Nationwide YourLife Indexed UL Protector - New York	YourLife Indexed UL Prot	Protector	Nationwide YourLife Indexed UL Accumulator - New York	YourLife Indexed UL Accum	Accumulatr	Nationwide No-Lapse Guarantee UL II	No Lapse Guar UL II	NLG UL II
Nationwide YourLife Indexed UL Protector - New York	YourLife Indexed UL Prot	Protector								
Nationwide YourLife Indexed UL Accumulator - New York	YourLife Indexed UL Accum	Accumulatr								
Nationwide No-Lapse Guarantee UL II	No Lapse Guar UL II	NLG UL II								
<b>New York Life</b>	New York Life has partnered with <a href="#">LIMRA</a> for both Best Interest and Product Specific training. See <a href="#">their instructions</a> for how to access the training.									
<b>Principal</b>	<p>Product guides and details available <a href="#">here</a>.</p> <ul style="list-style-type: none"> <li>o RegED is the preferred platform.</li> <li>⊗ Two options—one with CE credits and one without. Both meet the requirement, and only one is needed.</li> <li>o LIMRA and Kaplan are also approved.</li> <li>⊗ Provide your certificate of completion with the first app submitted with a signed date of Feb. 1 or after.</li> </ul> <p>There is no specific product training required.</p>									
<b>Protective</b>	Product-specific training is required prior to the solicitation or sale of Protective Life & Annuity Insurance Company's products. Complete your product training through either <a href="#">Quest CE</a> or <a href="#">RegEd</a> .									
<b>Prudential</b>	<p>Prudential product knowledge is available from the following vendors:</p> <ul style="list-style-type: none"> <li>• <a href="#">Kaplan</a> Approved Course numbers – 19TERM0100 and 19PERM0100</li> <li>• <a href="#">RegEd</a> Approved Course numbers – 19TERM0100 and 19PERM0100</li> </ul> <p>Prudential will also accept the LIMRA/LOMA Prudential Product training; however, these course completions do not go through DTCC and Prudential must obtain proof of training from LIMRA. Please contact Prudential if choosing LIMRA to satisfy the training requirement.</p> <p><a href="#">See Prudential's guide for more details.</a></p>									
<b>Securian</b>	Prior to solicitation, all producers selling individual life insurance in New York must also complete Securian Life product training through <a href="#">Quest CE</a> . Module Name is NY Reg 187 Life Product Training and Course Number is PLIFE1262019. This training is specific to Securian Life products, therefore, no other carrier or distributor training will fulfill this requirement.									

<b>Symetra</b>	The required product training is available at <a href="http://www.symetra.com/training">www.symetra.com/training</a>
<b>Transamerica</b>	Awaiting carrier information.
<b>William Penn (Legal &amp; General)</b>	<ul style="list-style-type: none"><li>• <b>LIMRA:</b> After registering, courses are available under “My Product Training” in the left hand rail or along the bottom.</li></ul>