PRODUCT TRAINING ACCESS AND SUPPORT

Guaranty Income Life Insurance Company

(GILICO)

In 2020, the National Association of Insurance Commissioners (NAIC) enacted its own best interest standard as a revision to its Suitability in Annuity Transactions Model Regulation (275), which did the following:

- Requires insurance producers to recommend annuities that are not only suitable for the client but are in the
clients best interest.
  - o All recommendations by agents and insurers must be in the best interest of the consumer and that agents and carriers may not place their financial interest ahead of the consumers' interest in making a recommendation.
- The model now requires agents and carriers to act with "reasonable diligence, care and skill" in making recommendations.
- The revisions also include enhancements to the current model's supervision system to assist in compliance in the form of FAQs.
- All producers will be required to complete a training course related to compliance with the updated model.

NFI SOLUTIONS
NATIONAL FINANCIAL INS.

As a reminder, most states require product specific training prior to solicitation.

1. You can access our product training through the RegEd website at https://secure.reged.com/TrainingPlatform/.
2. Each training module has a short quiz. The quizzes are entitled The WealthChoice Annuity and The Guaranty Rate Lock Annuity.
3. Once you are on the RegEd website, you will need to create an account, or sign-in using your email address and password if you already have one.
4. Once directed, click on the bar code to the left side, and enter the product codes:

Product Name	Product Code
Guaranty Guidepath	GPath25
Guaranty Rate Lock Annuity	GRL20
WealthChoice Annuity	WCA19

If you need clarification or have questions, you may contact our Business Partner Specialists at 800-535-8110.