MassMutual

NY Regulation 187: MMFA (CAS) Broker Training – Quick Start

What Training Do Brokers Need to Complete to Comply with the Regulation for Annuities and Life Insurance?

1) NY Regulation 187: Best Interest & Suitability Training

- This training must be completed for any life insurance or annuity business where the contract state is NY.
- For Brokers to receive reciprocity for completing this training requirement with other carriers, MassMutual accepts courses on this topic from RegEd, LIMRA and select other vendors. *(see the column to the right for details).*
- **Special note for Annuities:**
  - The NY Reg 187: Best Interest & Suitability training **replaces** the NAIC training requirement in New York; however for all other states you will need to complete the NAIC training, if applicable.

2) Product Training:

- **For Annuities:** same Annuities training requirement as today
- **For Life Insurance & For Worksite Product Training**
  The applicable MassMutual proprietary product training courses need to be completed **prior** to submitting business or you'll encounter a hard stop.

Refer to page 2 for more course details as well as for instructions on how to access the Best Interest & Life Product Training on Annuity University / MassMutual powered by RegEd

What NY Reg 187 Best Interest Courses Does MassMutual Accept?

Vendor	Duration	Course Title
RegEd **Preferred*	1 or 5 hrs.	Best Interest of Clients in Life Insurance and Annuity Transactions *(course number) – only complete **ONE** of these!* • *485_NY is 1 hour* • *484_NY is 5 hours*
LIMRA	40 min.	Understanding Best Interest: NY Reg 187 for Producers **Note! Before you can complete this training on LIMRA, email AdvisorOperationsHub@massmutual.com in order to be added to LIMRA* **prior** to completing this training in order for us to receive the completion.
Kaplan	8 hrs.	NY Suitability and Best Interest in Life Insurance and Annuity Transactions: Reg 187
Quest CE	1 hr.	New York's Best Interest Amendment to Regulation 187

***Note:** *Other vendors may be considered pending Home Office review.*

To Access the Best Interest or MassMutual Product Training on RegEd:

- Refer to page 2 for details

To Submit Course Completion Certifications for Best Interest Training from Vendors OTHER THAN from RegEd:

- Fax: 1-800-559-3822 or email: AdvisorOperationsHub@massmutual.com
  - Attention: Licensing, please include the producer's first and last name as well as his/her email address

Required Training: Best Interest & MassMutual Product Training on RegEd

Use these instructions to identify and access the required NY Reg 187 Best Interest Training and MassMutual Life Insurance Product training to comply with the regulation for clients with a contract state of NY as of 1/25/2020 or MassMutual Worksite policies / certificates to plan participants or employers in New York as of 1/25/2020.

Required Product Training

You need to complete the appropriate training module **prior** to submitting business for the product. *Follow the instructions on the right to access this training on MassMutual powered by RegEd.*

Life Insurance Product Training
MassMutual's MMFA Whole Life Insurance Portfolio (2019) *(60 min.)*
MassMutual's MMFA Term Life Insurance Portfolio (2019) *(20 min.)*
MassMutual's MMFA Hybrid Life & LTC Insurance Products – CC1 and CCS (2019) *(60 min.)*
MassMutual's MMFA Universal Life Guard & Survivorship Universal Life Guard Insurance Products (2019) *(40 min.)*
MassMutual's MMFA Variable Universal Life III Product (2019) *(40 min.)*

Worksite Product Training
MassMutual@Work Group Whole Life and Universal Life Insurance *(60 min.)* ***(December)***
MassMutual's Executive Group Life Insurance *(60 min.)* ***(December)***

To Access Best Interest & MassMutual Proprietary Product Training on: MassMutual powered by RegEd

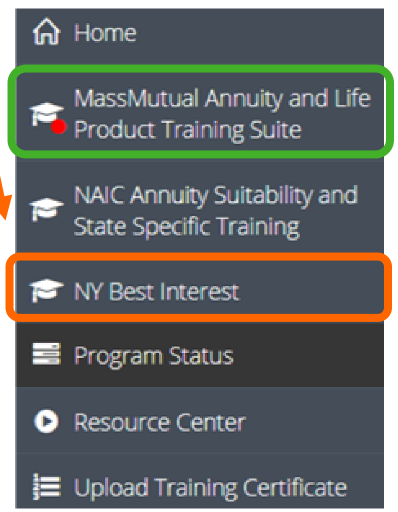
1. Go to www.reged.com
2. Select **Secure Login**

3. Select **RegEd Compliance Management**

4. Enter the following in the appropriate fields
   - **User Name:** Your MassMutual AA #
     - **Note!** 7 digits are required, so if the AA# is 123456, then add zeros at the **beginning** to make the number 7 digits long. For example: *0123456*
   - **Password:** Reenter the user name above, plus the first **four** characters of the last name.
     - **Example:** If the last name is Smith, then enter: *0123456smit*
   - **Company Code:** **MML_ATTP** (In all capital letters)

Select to access NY Reg 187 Best Interest training

- *If you completed the NY Reg 187 Best Interest training previously, you do not need to complete this training.*
- *This course is "one and done."*
- *This version is not for CE credit.*



Select to access MassMutual Product Training

- Select the **Proceed** button
- Select the **Go to Course** button for the desired course

Notes & Tips!

- The system will time about 30 min. after starting the course. Select **Continue** to resume completion of the training
- Complete your training on the same device (bookmarking does not save across devices).
- Be sure to finish the **Attestation** slide at the end of the course to log your completion and ensure that the course indicates 100% complete.
- For technical questions on accessing or navigating within the RegEd site, please contact RegEd's Customer Support at 800.334.8322, Monday through Friday.

NY Regulation 187: Additional Videos and Training Resources for Brokers

Use this guide to learn about MassMutual's approach to suitability and sales process changes to comply with NY Reg 187.

Have questions or need help? Contact your Brokerage Director

Courses & Videos	Additional Resources & Job Aids	Available
NY Reg 187 Best Interest Training & MassMutual's Perspective		
☐ NY Reg 187: Key Facts & MassMutual's Guiding Principles for Best Interest *(16 min.)* Shares key facts about the regulation, why it's important, and defines the MassMutual's guiding principles.	☐ How MassMutual Defines Best Interest: Guiding Principles Reference sheet is a companion piece to the video that outlines these principles and how MassMutual puts them into practice ☐ NY Regulation 187: Best Interest for New Sales Transactions Job Aid	**Now**
Life Suitability		
☐ MassMutual's Approach to Life Insurance Suitability *(10 min.)* ☐ Overview of MassMutual's Life Insurance Suitability Requirements to Comply with NY Reg 187 *(10 min.)*	☐ New York Only: Producer Guide to the Life Insurance Suitability Questionnaire *(early preview version)* ☐ Life Products Suitability Questionnaire for new business *(early preview version)* ☐ Worksite Suitability Guides (2) – *(December)*	**Now**
Life Sales Process Training		
	☐ Sales Transaction Types Job Aid for Life Insurance for Brokers ☐ Life Insurance Sales Process Reference Guide for Brokers	**Dec.**
Worksite Sales Process Training		
	☐ MassMutual@Work Sales Process Reference Guide for Brokers ☐ Executive Group Life Product Sales Process Reference Guides for Brokers	**Late Dec.**

Note! With the release of the 2019 life product training suite, the LTCAccess Rider Training (LIF148) is no longer required, but is strongly recommended.