

Two Advisor Training Requirements

Nationwide will be verifying completion of Reg 187 Advisor and Life Product training for applications received and signed on or after 2/1/20. If the training has not been completed by the Advisor prior to the signed application date, Nationwide will require the Advisor to complete training and obtain a new signed application and applicable paperwork.

1. **Reg. 187 Advisor Training**

We are expecting firms to communicate that Reg. 187 training is required and ensure that NY licensed and appointed advisors complete the training prior to submitting business on 2/1/2020.

Nationwide will accept, and track completion of NY 187 training courses created by Reg Ed and Kaplan on their platforms.

Reg Ed

- Course Title: NY Reg 187; Suitability and Best Interest of Clients in Life Insurance and Annuity Transactions
Course Code: 484_NY **or**
- Course Title: Best Interest of Clients in Life Insurance and Annuity Transactions: NY Reg 187 – 1 Hour Course.
Course Code: 485_NY

Kaplan

- Course Titles: New York Suitability and Best Interests in Life Insurance and Annuity Transactions **or**
- Course Title: New York Suitability and Best Interests in Life Transactions.

LIMRA

Nationwide will manually track completion of Reg 187 training taken through LIMRA.

- Course Title: Understanding Best Interest: NY Reg 187 for Producers

If completing LIMRA training, please email the following information to License@nationwide.com to inform Nationwide that NY 187 training has been completed through LIMRA:

Subject Line: NY 187 LIMRA Training

Firm Name

Advisor Name

National Producer Number (NPN)

Vendor Name (LIMRA)

Course Title

Date Course was completed

1. **Life Product Training**

In addition to the Reg. 187 Advisor training, Nationwide developed Life product training for New York licensed and appointed life advisors to complete prior to solicitation. Nationwide will offer the required courses prior to launch online through RegEd's Annuity Training Platform, accessible at <https://secure.reged.com/TrainingPlatform/>.

Life product training modules are available for YourLife Guaranteed Level Term, Nationwide YourLife Simplified Whole Life, Nationwide YourLife Whole Life 100 & 20-Pay Whole Life and Nationwide YourLife CareMatters. Life Product training is currently not available for Nationwide® No-Lapse Guarantee UL II, Nationwide YourLife® Indexed UL Accumulator and Nationwide YourLife® Indexed UL Protector. We will communicate further details once these trainings become available. Nationwide will be verifying completion of Life Product specific training courses for applications signed on or after 2/1/2020. Please see the chart outlined below with Life Product specific training.

Nationwide product specific training is available on Reg Ed. I have provided the course codes below as well as the link to access Reg Ed.

<https://secure.reged.com/TrainingPlatform/>

Course	RegEd Product Code	Reg Ed Assignment ID	Available on Reg Ed
Nationwide - YourLife Guaranteed Level	YourLife GL Term	YLGLTerm	Yes - 12/11/19
Nationwide - YourLife Simplified WL 120	YourLife Simplified WL	YLSimpWL	Yes - 12/11/19
Nationwide - YourLife Whole Life 100 - 20 Pay Whole Life	YourLife Whole Life 100-20-Pay	YLWL100-20	Yes - 12/11/19
Nationwide YourLife CareMatters -NY	YourLife CareMatters NY	YLCMNY	Yes - 12/11/19
Nationwide YourLife Indexed UL Protector - New York	YourLife Indexed UL Prot	Protector	Yes - 1/7/2020
Nationwide YourLife Indexed UL Accumulator - New York	YourLife Indexed UL Accum	Accumulatr	Yes - 1/7/2020
Nationwide No-Lapse Guarantee UL II	No Lapse Guar UL II	NLG UL II	Yes - 1/7/2020