

American Equity

Product-Specific and state CE Annuity Suitability Training Requirements:

What Training is required?

If you are in an NAIC State, 2 Training courses need to be completed:

- 1) AEI Product-Specific Training, and
- 2) Your state 4-Hour* CE Annuity Suitability Model Law Training (see attached list of states which have adopted the NAIC Suitability Rule)

If you are not in an NAIC State: AEI Product-Specific Training is required

Where can I complete the training?

Contracted Agents: If you are already contracted at American Equity to sell annuities, please go to: www.american-equity.com. Select **American Equity Life** from the company list at the top of the page. Click on the *Interactive Agent* logo near the center of the page. Log in using your agent number and password. Select the Training tab. Select Product Specific Training. Select a product training module from the menu and click on the *Training* tab under the product name. View the product training presentation. Please note: The Lifetime Income Benefit Rider is a separate training module that must also be completed for any product that includes this rider. After viewing the presentation, click the "x" in the upper right-hand corner to return to the menu. Select the Training Questions tab, answer the questions and click SUBMIT. **You must click SUBMIT to receive credit for the training.** Once all of your answers are "correct," it will return you to the product training menu. You should see the word **Completed** in green next to the name of the product you completed the training for. American Equity Agent Support Line: 1-888-221-1234, press 4 (for Commissions and Licensing), then press 2 (for agency contracting)

Non-contracted agents: go to <https://agent.american-equity.com/StateProductTraining.asp>. Log in. Select a product training module from the menu and click on the *Training* tab under the product name. View the product training presentation. **You must complete the questions and click submit to receive credit for the training.** Please note: The Lifetime Income Benefit Rider is a separate training module that must also be completed for any product that includes this rider. After viewing the presentation, click the "x" in the upper right-hand corner to return to the menu. Select the Training Questions tab, answer the questions and click SUBMIT. **You must click SUBMIT to receive credit for the training.** Once all of your answers are "correct," it will return you to the product training menu. You should see the word **Completed** in green next to the name of the product you completed the training for. American Equity Agent Support Line: 1-888-221-1234, press 4 (for Commissions and Licensing), then press 2 (for agency contracting)

State CE Training Additional Information

4-Hour CE Annuity Suitability training can be completed through an approved provider such as:

www.insurancecontinuingeducation.com (SuccessCE) 949-706-9459

www.webce.com 800-488-9308

www.reged.com 800-334-8322

Please forward a copy of your training completion certificates to cathym@cencoinsurance.com, or fax to 916-920-8734.

*CA resident and non-resident agents are required to take 8 Hours of initial state CE Annuity Training and 4 Hours of additional CE Annuity Training every two years.

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