



EQUITABLE

# Equitable product courses for New York Reg 187

**New York State amended its Regulation 187 to impose a Best Interest standard on Financial Professionals selling Life Insurance contracts in New York State. These changes are effective for applications submitted on or after February 1, 2020 for both New Business and Post Issue transactions that generate new compensation.**

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Portions of this newly amended Regulation require that a Financial Professional cannot make a recommendation “about which [they have] inadequate knowledge.” This is echoed twice in the Regulation, for both New Business and In-Force transactions (New York State Regulation §224.4(h) and §224.5(e)). To help you meet these pre-sale obligations, Equitable has new procedures for licensing Financial Professionals selling or servicing New York State contracts.

#### **These focus on both:**

- Regulation 187 Best Interest Training and
- Equitable Product Training

#### **Regulation 187 Best Interest training**

There are a wide range of courses to take for New York State Best Interest training. New York State offers a link on its Department of Financial Services website to industry offered courses for Continuing Education purposes. Equitable will accept any of these courses for Regulation 187 Best Interest training. Access these options [here](#).

#### **Regulation 187 training**

**Equitable will accept any standard industry course.**

Documentation should be emailed to the Equitable Life Licensing Team at [LifeLicensing@equitable.com](mailto:LifeLicensing@equitable.com).

Additionally, LIMRA is offering a New York State Best Interest training. It is not listed on the New York State website. Equitable will also accept this course.

#### **Equitable product training**

Equitable will provide several courses based on our product portfolio.

- Indexed Universal Life (IUL) Products
- Variable Universal Life (VUL) Products
- Term Products
- Corporate Owned Incentive Life (COIL)

Producers may access the link after January 1, 2020 to take the courses above. Please select courses for products that you expect to recommend to clients. Courses take approximately 12-15 minutes to complete.

Once completed, Equitable’s Licensing Team will be notified via overnight file transmission. It may take up to 24 hours for the information to be relayed to the New Business area.

***Training must be completed by the application date, or the application will be rejected and you must take a new application after training is completed.***

**[Click here to access the Equitable product courses for New York Reg 187](#)**

**For questions, please contact the Life  
Sales Desk at 1-800-924-6669, option 2.**

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