

New York Regulation 187 Overview

Information for those conducting business in New York

The New York State Department of Financial Services (NY DFS) has released the final version of best-interest Regulation 187 (NY 187). The final regulation – **“Suitability and Best Interests in Life Insurance and Annuity Transactions”** – will require producers and insurers to implement a process that ensures they’re acting in the consumer’s best interest when recommending an annuity or life insurance policy issued in New York. The new regulation takes effect on:

- **Life Insurance:** February 1, 2020
- **Annuity:** Previously implemented August 1, 2019

What we’re doing

At Lincoln Life & Annuity Company of New York (Lincoln), we’re working closely with industry experts and groups to ensure we are compliant with the regulation and that we are supporting your needs.

How this affects your Life Insurance business

New York Regulation 187 requires producers and insurers to implement a process ensuring they are acting only in the consumer’s best interest, and not considering the financial interests of the producer or insurer, when recommending or servicing a policy issued in New York. The recommendation must address the consumer’s insurance needs and financial objectives at the time of the transaction. New York Regulation 187’s requirements apply to:

- New sales and case submissions,
- Other transactions involving new sales compensation, and
- In-force transactions that do not generate new sales compensation.

NY Regulation 187 requires significant insurer oversight obligations regarding training and supervision as well as necessary corrective action where appropriate. Producers have a duty to recommend products in the consumer’s best interest and will be required to complete pre-sale training requirements. The training modules are now available from industry vendors, allowing producers time to complete the training prior to the effective date of the regulation for life insurance policies. Additional information on these requirements can be found on the following pages.

New York Regulation 187 Requirements

Pre-sale producer training

NY Reg 187 Best
Interests Training

Carrier-specific
Product Training

Best Interests Insurer Review

Suitability
Review

Question	Answer
New York Regulation 187 General Overview	
What is New York (NY) Regulation 187?	<p>At a high level, NY Regulation 187:</p> <ul style="list-style-type: none"> • Takes into consideration that annuities and life insurance can be in a consumer's best interest and can appropriately address a consumer's financial and insurance needs. • Does not reflect a bias against commissions (both commissions and fee-based compensation will be permitted) • Requires additional disclosures designed to match the consumer with the right product and requires a consideration of product features and benefits in addition to costs • Does not contain private right of action (enforcement will be by New York regulators)
What types of in-force transactions are impacted by NY Regulation 187?	<p>Under NY Regulation 187, recommendations, including recommendations regarding in-force transactions, must be made in the best interest of the consumer. However, a Suitability Review is only required for transactions involving new sales compensation. New sales compensation does not include compensation provided to a producer when, after the initial premium or deposit under a policy, the consumer pays subsequent premiums or deposits pursuant to the policy or contract. Suitability Review will be required for changes to in-force policies or contracts that result in new compensation, such as a specified amount increase.</p>
Is there producer training needed to fulfill the NY Regulation 187 requirement?	<p>Yes. There are two types of pre-sale producer training required to comply with the regulation and must be completed prior to soliciting business in New York:</p> <ol style="list-style-type: none"> 1. NY Regulation 187 Best Interests Training; AND 2. Carrier-specific product training
Does Lincoln have other resources that I can leverage for information on NY Regulation 187?	<p>Yes. Lincoln has developed a NEW NY Regulation 187 landing page where you can access all resources, details and training requirements that we have to offer. Please visit www.LFG.com/Reg187 for more information.</p>

Pre-Sale Requirement 1: NY Regulation 187 Best Interests Training

Is the NY Regulation 187 Best Interests training required prior to soliciting New York business?

Yes. Beginning February 1, 2020, Lincoln requires the ***NY Regulation 187 Best Interests training*** to be taken prior to soliciting Life or *MoneyGuard* business in New York. **The application packet must be signed and dated on or after training requirements have been completed.** New/updated paperwork may be required prior to policy issue.

Note: If the application is signed prior to February 1, 2020 AND submitted to Lincoln in-good-order no later than February 28, 2020, the NY Regulation 187 Best Interests training is NOT required for that case.

Where can I take this training?

The NY Regulation 187 Best Interest modules are being provided by certain vendors, as outlined below. Please note: some vendors may not offer a combined Life and Annuity Transaction course and therefore separate courses will be required. Prior to completing Best Interests training, you should consult your back office for an approved vendor list and any additional firm specific requirements.

Vendor	Course Title
RegEd	<ul style="list-style-type: none">NY Reg 187: Suitability and Best Interest of Clients in <u>Life Insurance and Annuity</u> Transactions (484_NY, a 4 to 5 Hour CE course) <u>or</u>Best Interest of Clients in <u>Life Insurance or Annuity</u> Transactions: NY Reg 187-1 Hour Course (485_NY)
LIMRA	<ul style="list-style-type: none">Overview of State Best Interest Requirements
Kaplan	<ul style="list-style-type: none">New York Suitability and Best Interests in <u>Annuity</u> Transactions, orNew York Suitability and Best Interests in <u>Life Insurance and Annuity</u>, orNew York Suitability and Best Interests in <u>Life Insurance</u> Transactions <p>Versions of the courses shown above are also available for producers holding a New York Non-Resident Insurance License.</p>
QuestCE	<ul style="list-style-type: none">(NYCS-261350) New York's Best Interest Amendment to Regulation 187 (BI CE), or(BI-New York) New York's Best Interest Amendment to Regulation 187 (BI)
SuccessCE	<ul style="list-style-type: none">N.Y. Regulation 187 and NAIC Suitability

I took a NY Regulation 187 Best Interests training course for annuity transactions earlier in 2019; will this satisfy the requirement for Life & *MoneyGuard*?

Lincoln will accept a combined Life Insurance and Annuity Transactions course provided by the insurance education vendors to satisfy the Life Insurance and Annuity training. Once this requirement has been met, Lincoln does not require re-training.

If the course taken was for Annuity Transactions only, you will be required to complete a course for Life Insurance Transactions prior to soliciting New York business on or after February 1, 2020.

Are producers required to take the Best Interest training every year?

Lincoln requires the NY Regulation 187 Best Interests training be taken prior to soliciting New York business on or after February 1, 2020. Once this requirement is met, Lincoln does not require re-training or re-certification for this

	requirement. However, you should consult with your back office for any firm specific Best Interests training requirements.
How do I notify Lincoln that I have completed the Best Interests training course?	Lincoln will receive a notification from the vendor when you have completed the Ny Reg 187 Best Interests training course. However, if Lincoln needs to receive verification of course completion prior to being notified by the vendor, you may fax or email the completed training certification to: fax (603) 226-5311 or Contracting@LFG.com . When notifying Lincoln on the completion of the applicable training, we may require a fax, scan, or email version of the completed certificate. This can be faxed to 603-226-5311 or emailed to Contracting@lfg.com .
How do I confirm that my training has been received by Lincoln?	At this time, producers should email LicensingStatus@LFG.com for confirmation prior to submitting business or call 800-238-6252, Option 1, to speak with our Appointment Call Center.

Pre-Sale Requirement 2: Carrier-Specific Product Training

What are the Lincoln product training requirements?	<p>Lincoln has developed three product training modules to comply with NY Reg 187. Product training is required pre-sale for all life insurance business, including Lincoln <i>MoneyGuard</i>®. The following modules will be available:</p> <ul style="list-style-type: none">• Lincoln Fixed Individual Life Insurance• Lincoln Variable Individual Life Insurance• Lincoln <i>MoneyGuard</i>® <p>Product training can be accessed via a third-party testing vendor and will be made available on:</p> <ul style="list-style-type: none">– November 2019: Fixed and Variable Individual Life Insurance– December 2019: Lincoln <i>MoneyGuard</i>®						
What happens if I don't complete training prior to February 1, 2020 and attempt to submit New York business with Lincoln?	<p>Producers must complete a NY Regulation 187 Best Interests training course <u>and</u> the Lincoln Life Product Training course prior to soliciting New York business with Lincoln after the regulation goes into effect.</p> <p>Beginning February 1, 2020, Lincoln requires the product training to be completed prior to soliciting Life or <i>MoneyGuard</i> business in New York. The application packet must be signed and dated on or after training requirements have been completed. New/updated paperwork may be required prior to policy issue.</p> <p>Note: If the application is signed <u>prior to</u> February 1, 2020 AND submitted to Lincoln in-good-order <u>no later than February 28, 2020</u>, the Lincoln product training is NOT required for that case.</p>						
How do I access the Lincoln Product training courses?	<p>Lincoln Product training can be accessed through the following vendors:</p> <table><tr><th>Vendor</th><th>Course Title</th><th>General Access Information</th></tr><tr><td>RegEd</td><td><ul style="list-style-type: none">• Lincoln Fixed Individual Life Insurance Nov. 2019</td><td>After logging into the ATP site (https://secure.reged.com/TrainingPlatform)</td></tr></table>	Vendor	Course Title	General Access Information	RegEd	<ul style="list-style-type: none">• Lincoln Fixed Individual Life Insurance Nov. 2019	After logging into the ATP site (https://secure.reged.com/TrainingPlatform)
Vendor	Course Title	General Access Information					
RegEd	<ul style="list-style-type: none">• Lincoln Fixed Individual Life Insurance Nov. 2019	After logging into the ATP site (https://secure.reged.com/TrainingPlatform)					

	<ul style="list-style-type: none"> Lincoln Variable Individual Life Insurance Nov. 2019 Lincoln <i>MoneyGuard</i>® Dec. 2019 	m/) you will need to enter the following product codes to order these courses. For our Fixed product training, the code is LincolnFixedLife. For our Variable product training the code is LincolnVariableLife. Finally, use LincolnMoneyGuard for our <i>MoneyGuard</i> ® course.
LIMRA	<ul style="list-style-type: none"> Lincoln Fixed Individual Life Insurance Nov. 2019 Lincoln Variable Individual Life Insurance Nov. 2019 Lincoln <i>MoneyGuard</i>® Dec. 2019 	After registering, courses are available under “My Product Training” in the left hand rail or along the bottom of this page https://naic.pinpointglobal.com/LincolnFinancial/Apps/default.aspx
Kaplan	<ul style="list-style-type: none"> Lincoln Fixed Individual Life Insurance Nov. 2019 Lincoln Variable Individual Life Insurance Nov. 2019 Lincoln <i>MoneyGuard</i>® Dec. 2019 	Courses are available after registration at https://portal.kaplanfinancial.com/partner/lincolnfg/portal . They will be housed under Product Training.
QuestCE	<ul style="list-style-type: none"> Lincoln Fixed Individual Life Insurance Nov. 2019 Lincoln Variable Individual Life Insurance Nov. 2019 Lincoln <i>MoneyGuard</i>® Dec. 2019 	Courses are available when registering at https://learn.questce.com/naicsuitability . Existing users will need to have Lincoln Financial Group selected as one of the carrier’s in their “account set up” to view courses.
SuccessCE	<ul style="list-style-type: none"> Lincoln Fixed Individual Life Insurance Nov. 2019 Lincoln Variable Individual Life Insurance Nov. 2019 Lincoln <i>MoneyGuard</i>® Dec. 2019 	Courses are available after registering at www.lfg.successce.com . Returning visitors will find the course after selecting New York and then “Life.”

This chart provides general information only; check with your back office or the vendor for specific instructions.

How do I notify Lincoln that I have completed the Product training course?	Lincoln will receive a notification from the vendor when you have completed the product training course(s). However, if Lincoln needs to receive verification of course completion prior to being notified by the vendor, you may fax or email the completed training certification to: fax (603) 226-5311 or Contracting@LFG.com .
How do I confirm that my training has been received by Lincoln?	At this time, producers should email LicensingStatus@LFG.com for confirmation prior to submitting business or call 800-238-6252, Option 1, to speak with our Appointment Call Center.
Is Lincoln product training a one-time training requirement or are producers required to take the product training every year?	Once this requirement is met, Lincoln does not require re-training for the <u>same</u> product. However, if there is an update to an existing product or a new product launch, you may be required to complete the Lincoln Product training again for the new/updated product.

If Lincoln makes an update to an existing product or launches a new product and product training is required, how will I be notified?

If new Lincoln Product training is needed, the requirement will be included as part of the product firm filing package and will be included in the Lincoln Leader product launch announcement.

If a case is submitted and Product training has not been satisfied, an Agent Validation requirement will be added to policy and the training must be completed. **The application packet must be signed and dated on or after training requirements have been completed.** New/updated paperwork may be required prior to policy issue.

Requirement 3: Suitability Review

Are there any new requirements for Lincoln application submission in New York?

Yes. Beginning February 1, 2020, Lincoln requires the following:

Prior to soliciting an application for a product in New York:

- Completion of the NY Regulation 187 Best Interests Training Course
- Completion of the applicable Lincoln Life and *MoneyGuard*® product training

Prior to policy issue:

- **Enhanced documentation and suitability review is required.** There are disclosure requirements at the time of sale regarding suitability and product information, including product features, benefits, and costs. There are also producer documentation requirements regarding the basis for any recommendation. The Suitability review must be conducted and approved for all cases prior to policy issue.

The disclosure requirements for each product are available on Lincoln's [producer website](#), which will require you to login or register. After selecting the product under consideration, the technical reference guides and side-by-side comparisons are available under the Product Details tab located in the right-hand rail.

The application packet must be signed and dated on or after training requirements have been completed.

New/updated paperwork may be required prior to policy issue.

Note: If the application is signed prior to February 1, 2020 AND submitted to Lincoln in-good-order no later than February 28, 2020, the NY Regulation 187 Best Interests training, Lincoln product training and Suitability review is NOT required for that case.

Who conducts the suitability review?

The suitability review may be conducted by Lincoln or may be delegated to Broker-Dealer/Agency partners, as permitted by the final rule.

Lincoln Conducting Suitability Review

	<ul style="list-style-type: none"> • Fixed product applications: Lincoln’s Life Suitability, Best Interest and Summary Disclosure Form [LF11943NY] must be completed and submitted with all non-variable life insurance applications, including Lincoln <i>MoneyGuard</i> • Variable product applications: Suitability review will continue to be completed by the Outside Broker-Dealer • Form Availability: Form LF11943NY will be available in New York product sales kits and on the Lincoln forms tool mid-January 2020; and on order entry platforms by February 1, 2020 <p>Delegated Broker-Dealer/Agency Conducting Suitability Review</p> <ul style="list-style-type: none"> • Fixed product applications: Suitability review will be conducted according to the delegated Broker-Dealer/Agency process • Variable product applications: Suitability review will continue to be completed by the Outside Broker-Dealer • Lincoln does not require form LF11943NY for cases reviewed by the delegated Broker-Dealer/Agency <p>Suitability review must be conducted and approved by the delegated Broker-Dealer/Agency PRIOR to submitting the case to Lincoln</p>
When do I begin using Lincoln’s “Life Suitability, Best Interest and Summary Disclosure Form”?	<p>Lincoln New Business will require this new form [LF11943NY] for any applications and/or Reg 60 paperwork solicited on or after February 1, 2020, in which Lincoln is conducting the Suitability review.</p> <p>Form LF11943NY will be available in New York product sales kits and on the Lincoln forms tool mid-January 2020, and on order entry platforms by February 1, 2020.</p> <p>Note: If the application is signed <u>prior to</u> February 1, 2020 AND submitted to Lincoln in-good-order <u>no later than February 28, 2020</u>, Lincoln Suitability review is NOT required for that case.</p>
If my firm is conducting Suitability review, am I also required to complete Lincoln’s Suitability form?	<p>No. If your firm is conducting suitability review, Lincoln’s Life Suitability, Best Interest and Summary Disclosure Form [LF11943NY] is not required. Suitability review must be conducted and approved by the delegated Broker-Dealer/Agency PRIOR to submitting the case to Lincoln.</p>
If Lincoln is conducting the suitability review, when will that be completed in the process?	<p>Suitability and Underwriting review will be done concurrently.</p> <ul style="list-style-type: none"> • Once the suitability form is in-good-order, the case will proceed to underwriting and suitability review, as applicable. • If the suitability form is not-in-good-order, and the case has been approved in underwriting, New Business will not issue the case until the suitability review is complete and approved. • If the suitability form is not-in-good-order, and the case is not yet approved in underwriting, New Business will not issue the case until the review is complete and approved for <u>both</u> suitability and underwriting.
If my case is a 1035 Exchange, will the exchange be initiated prior to or during the suitability review?	<p>No. The 1035 exchange will not be initiated until the Suitability review is completed and approved.</p>

If there are any mid-stream policy changes (after suitability review but prior to policy issue), will this trigger another suitability review?	Yes. If there are any material changes to the policy that would adjust the threshold (e.g. face amount, rider addition, etc), the policy will automatically be sent back through suitability review. The policy will not be issued until the suitability review is completed and approved.
Are there any additional requirements for post-issue changes?	Yes. Beginning February 1, 2020, suitability review will be required for certain post-issue changes, including but not limited to an increase or a rider/benefit addition and any subsequent premiums added to a New York-issued life product for qualified transfers or 1035 exchanges. The Life Suitability, Best Interest and Summary Disclosure Form [LF11943NY] will be required if Lincoln is conducting the suitability review and any post-issue changes must also be accompanied by the standard ACORD form.
Are there any additional requirements for Term Conversions?	For any <u>non-underwritten</u> Term Conversion, a new agent disclosure form, “Licensed Agent’s Certification to Life Suitability and Best Interest” Form LF12023-18 , will be bundled with the application and required for Term Conversions issued in the state of New York. In these instances, Lincoln’s Life Suitability, Best Interest and Summary Disclosure Form [LF11943NY] will not be required.
What happens if the product sale is deemed not suitable for the client?	If Lincoln is conducting the suitability review and the product applied for is deemed not suitable for the client’s best interests, the policy will be withdrawn, and notification will be sent to the case contact, agent and client.

Lincoln has created a landing page to house additional information and updates regarding NY Regulation 187. You can access it at www.LFG.com/Reg187

Variable insurance products are sold by prospectus. Consider the investment objectives, risks, charges, and expenses of the variable product and its underlying investment options carefully before investing. The prospectus contains this and other information about the variable product and its underlying investment options. Please review the prospectus available online for additional information. Read carefully before investing.

Policies/contracts sold in New York are issued by Lincoln Life & Annuity Company of New York, Syracuse, NY (Lincoln) and distributed by Lincoln Financial Distributors, Inc., a broker-dealer. The contractual obligations are subject to the claims-paying ability of Lincoln Life & Annuity Company of New York.

Accessing NY Regulation 187 training courses

Where to find the Best Interest and Lincoln product training modules

NY Regulation 187 will require producers and insurers to implement a process that ensures they're acting in the consumer's best interest when recommending an annuity or life insurance policy issued in New York. For Life Insurance, the regulation takes effect on **February 1, 2020**.

Part of the NY Regulation 187 requirements include two types of pre-sale training: NY Regulation Best Interest and carrier-specific product training courses. The producer will be responsible for course completion prior to soliciting business on or after February 1, 2020.

As part of Lincoln Financial Group's continued commitment to our partners, we have worked with five CE vendors to provide access to our three product training courses as well as the NY Regulation Best Interest training. Follow the steps below to access the NY Regulation 187 training requirements.

This training requirement has been in effect for Annuities since August 1, 2019. The Life training is being placed on the same platforms. These directions provided below are for life training even if the web pages that you are clicking through state annuity.

RegEd

NY Regulation 187 Best Interest Training	Lincoln Product Training
<ul style="list-style-type: none"> NY Reg 187: Suitability and Best Interest of Clients in Life Insurance and Annuity Transactions (484_NY, a 4- to 5-hour CE course), or Best Interest of Clients in Life Insurance or Annuity Transactions: NY Reg 187 – 1-hour Course (485_NY) 	<ul style="list-style-type: none"> Lincoln Fixed Individual Life Insurance Nov. 2019 Lincoln Variable Individual Life Insurance Nov. 2019 Lincoln MoneyGuard Dec. 2019

If you already have an account with RegEd, but need to add your NY license number, navigate to the **Producer Status** tab in the left-hand rail. Click “Manage My State Suitability Requirements” to access the page where you can add a new state. When initially registering, you will need to include your NY license number.

Annuities State Suitability Product Training

Manage Annuities Product Training Requirements

Please indicate the state(s) where you sell or plan to sell annuity products:

Delete?	State	Resident?	License Number	Additional Information
<input type="checkbox"/>	Georgia	<input type="checkbox"/>		
<input type="checkbox"/>	New Jersey	<input type="checkbox"/>		
<input type="checkbox"/>	Texas	<input checked="" type="checkbox"/>	11803502 License Lookup Alt License Lookup	Initial Annuity Training Completed? Yes Life CE Date: 10/13/2017

[Add a New State](#)

Once your states have been indicated, select **Save** to continue.

[Save](#)

With your NY license number added to your account, the NY Regulation Best Interest training will automatically be populated under the **Producer Status** tab. Just click “Order Course” to get started.

Producer Status

Annuities State Suitability Compliance Summary

State	Resident?	Requirement Met?	Course Status
Georgia	No	Yes	View My Courses
New Jersey	No	Yes	View My Courses
New York	No	No see details below	Order Course
Texas	Yes	No	Order Course

New York- RegEd offers two courses, 484_NY (5 hours) and 485_NY (1 hour), to fulfill the training requirement in Regulation 187. While both courses have been approved by NY DFS, it is the responsibility of the carrier to provide training. Please consult with your carrier to determine which course you should take.

[Manage My State Suitability Requirements](#)

To access Lincoln's product specific courses, you will need to use a product code. Click on the **Enter Product Code** tab in the left-hand rail. Enter the following codes to order the courses:

- Lincoln Fixed Individual Life Insurance Nov. 2019 - **LincolnFixedLife**
- Lincoln Variable Individual Life Insurance Nov. 2019 – **LincolnVariableLife**
- Lincoln MoneyGuard Dec. 2019 – **LincolnMoneyGuard**

Just-In-Time Product Training

Please supply the Product Code provided by your carrier below.

After you supply the Product Code your assigned carrier-specific requirement(s) will appear on your Producer Status page to complete. If you do not complete the assigned carrier-specific requirement(s), you may come back and re-enter the Product Code provided at any time to access the requirement(s) again.

Your carrier will be notified of the status of your completion(s).

Product Code:

LIMRA

NY Regulation 187 Best Interest Training	Lincoln Product Training
<ul style="list-style-type: none"> • Overview of State Best Interest Requirements 	<ul style="list-style-type: none"> • Lincoln Fixed Individual Life Insurance Nov. 2019 • Lincoln Variable Individual Life Insurance Nov. 2019 • Lincoln MoneyGuard Dec. 2019

After logging-in/registering to your LIMRA account, the desired courses will be available at the bottom of the home page. The NY Regulation 187 Best Interest Training can be found under **Regulation 187 Training**. Lincoln's product specific courses can be found under **Company Specific Product Training**.

Welcome to Lincoln Financial Group's Annuity Training and Certification brought to you by LIMRA!

This site provides you with an easy-to-use resource to complete your state's annuity licensing registration training requirements. In order to sell Lincoln's annuities, you will need to complete a one-time generic annuity training, as well as product-specific training courses as they pertain to the annuities you sell for Lincoln Financial Group. Failure to complete this training will result in delays in processing your business and may require us to return the business to you until training has been completed.

Lincoln Financial Group has made completing your training easy! First, complete the generic annuity training course, or upload your certificate of completion if you have already completed a state-approved annuity training course. Then, simply read the slides for each product module as it pertains to your business and certify your understanding at the end of the module.

Currently the training requirements are only applicable to producers selling in Alabama, Alaska, Arizona, California, Colorado, Connecticut, DC, Delaware, Florida, Georgia, Hawaii, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, New Hampshire, New Jersey, New York, North Dakota, Ohio, Oklahoma, Oregon, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Virginia, Washington, West Virginia, Wisconsin, and Wyoming. We will communicate to you as other states implement the requirement.

If you are not associated with a listed Broker/Dealer, please type in "OTHER" in the Broker/Dealer selection box on the Registration Page.

First time visitor? Click the register button on the left to begin.

For help with registration questions call LIMRA Compliance Training Support at 1-888-577-5522.

My Training Status

<p>State Specific Training</p> <p>0 Course(s) Remaining View My State Specific Training 0% Completed</p>	<p>Company Specific Product Training</p> <p>4 Course(s) Remaining View My Product Training 0% Completed</p>	<p>Regulation 187 Training</p> <p>2 Course(s) Remaining View My Reg 187 Training 0% Completed</p>
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Company Specific Product Training

4 Course(s) Remaining [View My Product Training](#) 0% Completed

Regulation 187 Training

2 Course(s) Remaining [View My Reg 187 Training](#) 0% Completed

Kaplan

NY Regulation 187 Best Interest Training	Lincoln Product Training
<ul style="list-style-type: none"> New York Suitability and Best Interests in Annuity Transactions (Annuity only), or New York Suitability and Best Interests in Life Insurance and Annuity Transactions (combination course), or New York Suitability and Best Interests in Life Insurance Transactions (Life only) 	<ul style="list-style-type: none"> Lincoln Fixed Individual Life Insurance Nov. 2019 Lincoln Variable Individual Life Insurance Nov. 2019 Lincoln MoneyGuard Dec. 2019

To access the NY Regulation 187 courses on Kaplan's platform you will need to login/register and then click on "Enroll Now" under the **State-Specific Annuity** tab.

KAPLAN
FINANCIAL
EDUCATION

Kaplan...
Your Hire-to-Retire Solution

ACCESS YOUR CE COURSES > ACCESS PRODUCT TRAINING >

Kaplan helps busy professionals obtain in-demand certifications and designations that enable them to advance and succeed in their careers. Through live and online instruction, we help our customers gain an edge in the following areas of study:

STATE-SPECIFIC ANNUITY	Enroll in your state-required annuity training course. After completing your course, you will be provided with a PDF certificate of completion. ENROLL NOW >>	ANNUITIES PRODUCT TRAINING	Enroll in product-specific training courses. You will be directed to Lincoln Financial Group's LIMRA portal. ENROLL NOW >>
INSURANCE CE	Satisfy state-mandated continuing education requirements including Annuity, AML, Long-Term Care, and many more. SELECT YOUR STATE >>		

For the NY Regulation 187 Best Interest training, select “New York” under **Insurance CE**, then click continue. You will then need to click on the **Best Interests** tab to locate the appropriate class and add it to your cart.

Insurance

Securities

Professional Development

CFP® Certification

Accounting & Finance

Insurance Licensing

Master the material for the state Insurance Licensing exam quickly with our innovative study tools and extensive course options.

Select state for training:

Choose

Select line of authority:

Insurance CE

Learn from courses written by industry experts as you satisfy your continuing education or annuities or long-term care training requirements and keep your license current.

Select state for training:

New York

CONTINUE

Product Selection / Insurance CE / Insurance CE / New York

Insurance CE

NY CE Requirements

LIVE CLASS CALENDAR

Provider Number NYPO-100095

Please Note: A New York state-approved proctor must be present to monitor all continuing education examinations. The proctor may charge a fee for this service. Please see the State Requirements tab for additional information.

Insurance CE

Best Interests

Live Classes

Live Online

Important Reminder:

Your state does not permit a course to be repeated either within the same compliance/license renewal period or within a designated calendar time frame from the date last completed (e.g., a two year period, three year period, etc.). To assure receiving credit for this course, please review your records to confirm that this course qualifies for credit for your current compliance/license renewal period.

Total Access CE

Product	Credit Types		Price	
New York Suitability and Best Interests in Annuity Transactions - Internet (1166)	LA Life/Accident and Health Agents	4.00	\$15.20	ADD TO CART
	LB Life Brokers	4.00		
	C1 Life Consultants	4.00		
	LSB Life Settlement Brokers	4.00		
	Eligible CFP® CE	3.00		
New York Suitability and Best Interests in Annuity Transactions Supplement, Revised - Internet (1696)	LA Life/Accident and Health Agents	3.00	\$15.20	ADD TO CART
	LB Life Brokers	3.00		
	C1 Life Consultants	3.00		
	LSB Life Settlement Brokers	3.00		
New York Suitability and Best Interests in Life Insurance and Annuity Transactions-INTERNET (1233)	LA Life/Accident and Health Agents	8.00	\$15.20	ADD TO CART
	LB Life Brokers	8.00		
	C1 Life Consultants	8.00		
	LSB Life Settlement Brokers	8.00		
	Eligible CFP® CE	4.00		
New York Suitability and Best Interests in Life Insurance Transactions (1147)	LA Life/Accident and Health Agents	4.00	\$15.20	ADD TO CART
	LB Life Brokers	4.00		
	C1 Life Consultants	4.00		
	LSB Life Settlement Brokers	4.00		
	Eligible CFP® CE	2.50		
Non-Resident New York Producer Course: New York Suitability and Best Interests in Annuity Transactions [not for CE credit]	Best Interests	0.00	\$15.20	ADD TO CART
Non-Resident New York Producer Course: New York Suitability and Best Interests in Life Insurance and Annuity Transactions [not for CE credit]	Best Interests	0.00	\$15.20	ADD TO CART
Non-Resident New York Producer Course: New York Suitability and Best Interests in Life Insurance [not for CE credit]	Best Interests	0.00	\$15.20	ADD TO CART

For Lincoln’s product specific courses, after clicking on **State-Specific Annuity’s** “Enroll Now” you will then need to select the **Professional Development** tab. Click “Continue” under **Best Interests Product Training** to access courses.

The image consists of two overlapping screenshots of a web application interface. The top screenshot shows a 'Select Product Line' modal with tabs for Insurance, Securities, Professional Development, CFP® Certification, and Accounting & Finance. The 'Professional Development' tab is highlighted, and a red arrow points to it. Below the tabs, there are sections for 'Insurance Licensing' and 'Insurance CE'. The bottom screenshot shows the same modal, but with the 'Best Interests Product Training' section visible. It contains a description of the training and a 'CONTINUE' button, which is pointed to by a red arrow.

Product Selection / Best Interests Product Training

Best Interests Product Training

Best Interests Product Training

Effective 8/1/19, producers may not solicit the sale of an **annuity** product in New York without adequate knowledge of the product in order to act in the best interests of the client. Effective 2/1/2020, producers may not solicit the sale of a life insurance product in New York without adequate knowledge of the product in order to act in the best interests of the client.

The following product-specific best interest training courses are supplied by the indicated carriers to enable you to meet this requirement. You are required to complete a product-specific training course for each annuity or **life insurance** product you intend to sell.

[ADD 0 COURSE\(S\) TO CART](#)

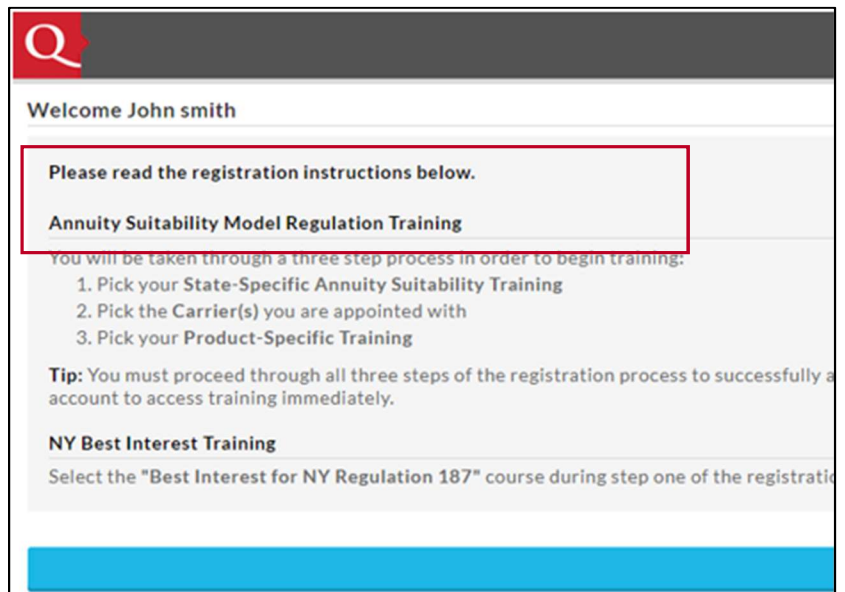
General		
Lincoln Fixed Individual Life Insurance Nov. 2019a	\$0	SELECT
Lincoln Variable Individual Life Insurance Nov. 2019	\$0	SELECT

Quest CE

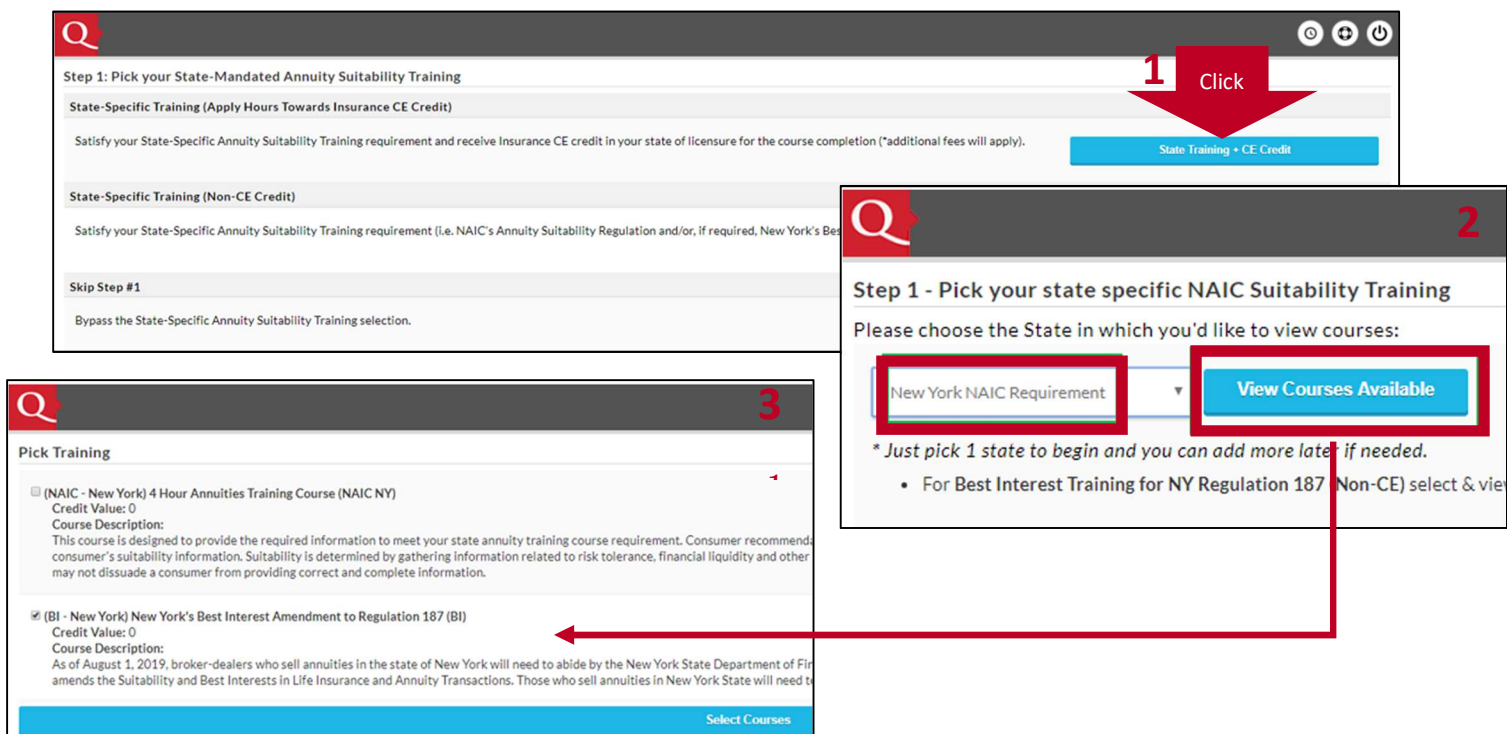
NY Regulation 187 Best Interest Training	Lincoln Product Training
<ul style="list-style-type: none"> (NYCS-261350) New York's Best Interest Amendment to Regulation 187 (BI CE), or (BI-New York) New York's Best Interest Amendment to Regulation 187 (BI) 	<ul style="list-style-type: none"> Lincoln Fixed Individual Life Insurance Nov. 2019 Lincoln Variable Individual Life Insurance Nov. 2019 Lincoln MoneyGuard Dec. 2019

If this is your first time registering with Quest CE, you will be able to register for your course while you develop your account.

After entering your personal information, you will be presented with three-steps to access both the NY Regulation Best Interest and product trainings. Although Step 1 is titled **State-Specific Annuity Suitability Training**, it is conclusive of the life version of the Best Interest training.



Both the CE Credit and Non-CE Credit options under **“State-Mandated Annuity Suitability Training”** provide courses that meet the criteria for the NY Regulation Best Interest training. Select **“New York NAIC Requirement”** to view courses.



To get access to Lincoln's product specific training, you will need to select Lincoln as a Carrier that you are appointed with in Step 2. Continuing into Step 3 will allow you to select the Lincoln product training courses that cover the various products you recommend to clients.

Step 2 - Select your Broker Dealer/ BGA/ Independent Firm from the drop down list. Then select the Carrier(s) you are appointed with from the list below:

Broker Dealer
Please choose...

Carriers:

- ☐ AIG Annuities
- ☐ AIG Life
- ☐ Catholic Order of Foresters
- ☒ Lincoln Financial Group
- ☐ Massachusetts Mutual Life Insurance Company
- ☐ Minnesota Life-Securian
- ☐ National Western Life Insurance Company
- ☐ New York Life Insurance Company
- ☐ Pacific Life Insurance Company
- ☐ Protective Life Insurance Company
- ☐ Prudential Annuities
- ☐ Prudential Life
- ☐ Transamerica Life Insurance Company

[Continue](#)

Step 3 - Pick your Product Specific Training:

Please choose the product specific training courses you'd like added to your profile:

- ☒ Lincoln Fixed Individual Life Insurance Nov. 2019
Description: Receive product training, as prescribed by NY Regulation 187, for the Lincoln Life & Annuity Company of New York fixed individual life insurance offerings.
- ☒ Lincoln Variable Individual Life Insurance Nov. 2019
Description: Receive product training, as prescribed by NY Regulation 187, for the Lincoln Life & Annuity Company of New York variable individual life insurance offerings.

[Select Courses](#)

A Personal Profile Security Setup is the last part of your registration. Once complete, you will be able to find the courses you selected under the training tab.

Training Profile

Welcome John smith

Please use the menu to the left to keep your profile up to date.

NAIC Suitability

Status	Category	Title	Content
Not Started	New York NAIC Requirement	New York's Best Interest Amendment to Regulation 187 (BI)	Start

NAIC Suitability Training (Product Specific)

Status	Title	Content
Not Started	Lincoln Fixed Individual Life Insurance Nov. 2019	Start
Not Started	Lincoln Variable Individual Life Insurance Nov. 2019	Start

For users that already have accounts, after logging in you can add the NY Best Interest training by hovering over the left-hand menu and clicking on **State Specific NAIC Annuity CE** tab. If you choose **State Training + CE Credit** from the options, you will need to select "New York" from the drop-down menu. If you choose **State Training Only** from the options, select "New York NAIC Requirement" from the drop-down.

To access Lincoln's product courses, click the **Add Product Specific** tab on the left-hand side of your screen. If the Lincoln courses do not appear, you will need to click on the **Manage Appointments** tab within the menu on the left to verify the Carrier(s) listed in your account. You can add Lincoln at this time.

Success CE

NY Regulation 187 Best Interest Training	Lincoln Product Training
<ul style="list-style-type: none"> NY Regulation 187 and NAIC Suitability 	<ul style="list-style-type: none"> Lincoln Fixed Individual Life Insurance Nov. 2019 Lincoln Variable Individual Life Insurance Nov. 2019 Lincoln MoneyGuard Dec. 2019

After logging-in/registering to your account, you can gain access to both the NY Best Interest and product trainings by clicking on **the Purchase Courses** tab in the left-hand rail. To find courses for either your "Resident NY" or "Non-Resident" license, click on the state that you hold your "Resident License" in. If you have a Non-Resident license for New York, you will need to make sure that information is updated in your account.

MEMBER INFO

Account Information

Change Password

Purchase Courses

Redeem Your
CE Card/CE Voucher

Your Rewards points

Logout

Contact Us

Welcome Angel Smith

NEW CONTINUING
EDUCATION REQUIRED TO
SELL ANNUITIES

Click Here for Your
State Annuity
CE Requirements

FEATURES

Home

Getting Started

Browse Course
Catalog

Purchase Individual

Select Your State

for Your State Insurance, CFP,
Professional Recertification Program (CLU/ChFC),
and CIMA/CPWA/IMCA Continuing Education Courses

All the online self-study courses and hours needed for license
renewal

just \$35.95*

*not including state fees if applicable

1. CLICK ON
YOUR STATE

2. CHOOSE YOUR
LICENSE TYPE

3. SELECT YOUR
CE COURSES

United States

Canada

The Success Family of Continuing Education Companies provides this information as a courtesy to individuals who are subject to insurance continuing education requirements. Due to regulatory requirements we suggest that you contact your state department of insurance to insure that no

Next, click on **“Life, Annuity, AML, Long Term Care and Health Insurance CE”** to populate the NY Regulation 187 required courses. Finally, scroll down to select the ones you need.

Click & Scroll

Select License Category:

- Life, Annuity, AML, Long Term Care and Health Insurance CE
Several of these courses are eligible for CFP, CLU/ChFC and CIMA CE. Check for CFP reciprocity under each course number. Extra Certificates can be selected in the Shopping Cart.
- Property & Casualty Insurance CE
- Claims Adjuster CE
- CFP (only) CE (plus covers AAMS, ADPA, APMA, AWMA, CMFC, CRPC, CRPS, MPAS, RP)
- CIMA, CPWA, & IMCA CE
- Professional Recertification Program only CE (and covers CLU/ChFC, RHU, REBC, CASL, CLF, CAP, FSCP, ChHC, ChSNC)
- AML (Anti-Money Laundering)

Special package pricing offer! All the online self-study courses and hours you need for renewal for only \$ 35.95* (you have one year to complete your courses)

1) All Package Pricing Discounts are Automatically Applied When You Checkout
2) CE Vouchers/Coupons are Also Applied At Checkout

Click on Boxes on the Right to Select Your Courses

State Specific Insurance Continuing Education Courses
Includes Initial and Followup Ethics, LTC, Suitability and Annuity training

Click box to select

Suitability & Best Practices in Life Insurance & Annuity Transactions (Reg 187) 4 Hours <small>Meets the NY Reg 187 8/01/2019 Requirement for Best Interests in Annuities and the 02/01/2020 Reg for Life Insurance Products</small>	Pkg or \$9.95 <input type="checkbox"/>
N.Y. Regulation 187 and NAIC Suitability 9 Hours <small>Meets the NY Reg 187 8/01/2019 Requirement for Best Interests in Annuities and the 02/01/2020 Reg for Life Insurance Products Meets NAIC Reg for NY only</small>	Pkg or \$19.95 <input type="checkbox"/>

Residential Licensees will have NY 187 Courses that look like these

Suitability & Best Practices in Life Insurance & Annuity Transactions (Reg 187) 4 Hours <small>Meets the NY Reg 187 8/01/2019 Requirement for Best Interests in Annuities and the 02/01/2020 Reg for Life Insurance Products</small>	Pkg Price <input type="checkbox"/>
N.Y. Regulation 187 and NAIC Suitability 9 Hours <small>Meets the NY Reg 187 8/01/2019 Requirement for Best Interests in Annuities and the 02/01/2020 Reg for Life Insurance Products Meets NAIC Reg for NY only</small>	Pkg Price <input type="checkbox"/>

Non-Residential Licensees will receive this option

Suitability & Best Practices in Life Insurance & Annuity Transactions (Reg 187) - NY Non-Resident Requirement Course Number: NY Reg 187 Non-Resident (NO CE CREDIT) - 0 Hours	Pkg or \$9.95 <input type="checkbox"/>
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This product is a life insurance policy with a rider that accelerates the death benefit for qualified long-term care services and is not a health insurance policy providing long-term care insurance subject to the minimum requirements of New York Law, does not qualify for the New York State Long Term Care Partnership Program and is not a Medicare supplement policy.

Lincoln Life & Annuity Company of New York, Syracuse, NY, and distributed by Lincoln Financial Distributors, Inc., a broker-dealer. Contractual obligations are backed by the claims-paying ability of the issuing insurance company. Lincoln Financial Group is the marketing name of Lincoln National Corporation and its affiliates. Only Registered Representatives can sell variable products.