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

Refer to page 2 for more details regarding the MassMutual proprietary training courses, durations and how to access them for the following:

- **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.

Have questions or need help? Email: bestinterest@massmutual.com

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 **OR** 484_NY is 5 hours*
LIMRA	40 min.	Understanding Best Interest: NY Reg 187 for Producers **Note! 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 Training on RegEd *(preferred vendor)***:**

1. Go to https://secure.reged.com/trainingplatform/
2. Enter your email address and password to log in
   - *Note! If you have not logged into RegEd previously, select **Register Online** to create an account. Enter your email address for your User Name and select a password*
3. Select **State Suitability Training**, then select **Proceed**.
4. Press **Select New Courses and CE Credits**, then select **Proceed**.
5. Select **I do not want to receive CE Credits,** then select **Proceed**.
6. In the Search field, enter **187**
7. Select course: **NY Reg 187: Suitability and Best Interest of Clients in Life Insurance and Annuity Transactions (485_NY** – 1 hour**)** **or** **(484_NY** – 5 hours and CE credit**)**

Notes & Tips!

- For security purposes, 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.
- A certificate of completion is available from the RegEd website.
- For technical questions on accessing or navigating within the RegEd site, please contact RegEd's Customer Support at 800.334.8322, Monday through Friday.

To Submit Course Completion Certifications for Best Interest Training from ALL vendors listed above:

- Fax: 1-800-559-3822 or email: AdvisorOperationsHub@massmutual.com
  - Attention: Licensing, please include the producer's email address

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Trying to plan your time and create your learning path to success for NY Regulation 187 training? Use these instructions to access the required to see MassMutual proprietary life insurance to 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 Life 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.*

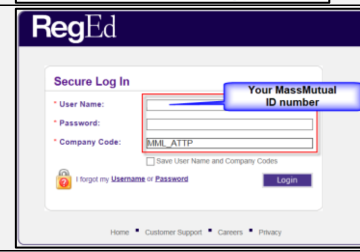
Life Insurance Product Training
MassMutual's MMFA Whole Life Insurance Portfolio (2019) *(60 min.)*
MassMutual's MMFA Term Life Insurance Portfolio (2019) *(20 min.)*
MassMutual's MMFA Hybrid Life & LTC Insurance Products – CC1 and CCS (2019) *(60 min.)*
MassMutual's MMFA Universal Life Guard & Survivorship 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 MassMutual Proprietary Product Training on: MassMutual powered by RegEd

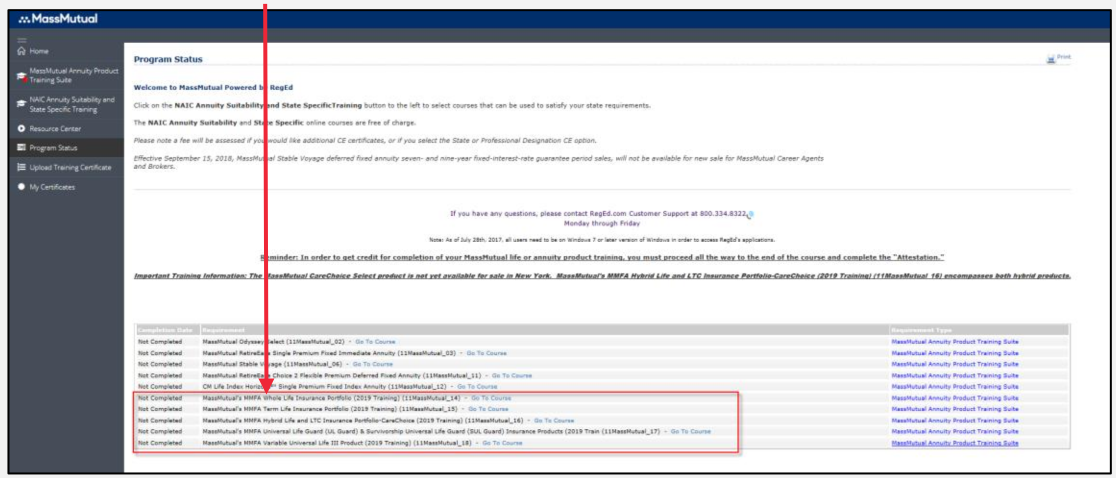
1. Go to www.reged.com
2. Select **Secure Login**

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)



5. The MassMutual proprietary training modules for life insurance appear on the screen



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Trying to plan your time and create your learning path to success for NY Regulation 187 training? Here's a preview of courses and content that are planned to support Brokers in this process.

Other Recommended Training & Resources - Your Learning Path to Success

Online Course / Resource	Available	Description / Notes	When Do I Plan to View / Complete This Training?
Best Interest & Suitability Resources			
Best Interest for New Sales Transactions Job Aid	**Now**		
NY Reg 187: How MassMutual Defines Best Interest - Guiding Principles for Brokers Reference Sheet	**Now**		
What Does Best Interest Mean at MassMutual? Video *(11 min.)*	**Now**		
Life Insurance Suitability Guide	November		
Worksite Suitability Guides	November		
Life Insurance Suitability Questionnaires	November		
Life Insurance Suitability Brochure/Guide for Clients	January		
Life Insurance Sales Process Training			
Life Sales Process Reference Guide for Brokers	December		
Needs Analysis Job Aid	December		
Completing the Suitability Tab in EZ-app Job Aid	December		
Worksite Sales Process Training			
Worksite Sales Process Reference Guides for MMFA Career Agents & Brokers	December		
Selling Skills Training			
How to Have Sensitive Conversations with Clients When Gathering Suitability Data	Early January		