

## Nationwide

### Required Carrier Specific Training (CST) Instructions

**Annuity Carrier Specific Product Training** and state mandated NAIC Annuity Training (see NAIC Annuity Suitability and Best Interest Standard State Training Requirements for regulation) must be completed prior to soliciting prior to soliciting business. Failure to do so will result in rejected business. Please carefully review the information below and provide a copy of the training certificate to Aegis Financial ([contracting@aegisfinancial.com](mailto:contracting@aegisfinancial.com)) once completed. If you have completed production training prior to transferring over to Aegis Financial, this training will follow you. For any questions or clarifications, please reach out to your contracting representative at [contracting@aegisfinancial.com](mailto:contracting@aegisfinancial.com).

If you will not be participating in solicitation of annuity products with this carrier, you can bypass this CST requirements. Life producers are required to abide by all the rules set in place by the carrier for any additional training requirements. Review ADDITIONAL REQUIRED TRAINING (if applicable) before proceeding.

### Annuity Carrier Specific Product Training

#### Who should complete the product training?

Only agents in NAIC regulated states must complete product training.

#### When can the product training be taken?

Product training is available at any time. The training can be taken/dated the same day that new business is solicited.

#### Product Training Directions:

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

- Log in or Register
- On the Producer Status Page select Enter Product Code (on the left-hand side)
  - SPIA Product Training Code: incomepromiseselect
  - MYGA Product Training Code: securegrowth
  - FIA Product Training Code: peak10
  - CareMatters Product Training Code: MALTC
  - New Heights Select Product Code (Full Course): NewHeightsSelect

Send your certificate of completion to [contracting@aegisfinancial.com](mailto:contracting@aegisfinancial.com) so we can ensure the carrier has updated the file.

## **Additional Required Training**

### **Anti-Money Laundering Training (AML):**

Nationwide will accept the AML trainings with a certificate of completion from the following education providers: Kaplan, LIMRA, Nationwide specific AML training on RegEd, SuccessCE, SuranceBay and WebCE. Proof of AML is only required at time of initial contracting. Nationwide does not require any on-going renewal courses. If there is no AML the carrier will stop the contracting process until AML is provided.

### **Long-Term Care Training Certificate (LTC):**

Some products offer a LTC Rider. If you intend to solicit business with a LTC Rider in a state that mandates LTC CE, you must be in compliance and current with the necessary training prior to writing business. A copy of the certificate must be provided with the agent contracting initially.