

New York Reg 187 Training

At the end of 2018 New York State amended its Regulation 187 to impose a Best Interest standard on Financial Professionals selling Life Insurance contracts in the State of New York. This change applies to applications taken on or after February 1, 2020 for new contracts to be issued in New York and also to recommendations relating to post-issue New York issued contracts that generate compensation.

This regulation REQUIRES all Insurance Producers to complete carrier-specific product training BEFORE making a recommendation regarding life and annuity products issued as New York contracts.

There are many different vendors you can complete Reg 187 training through. Below are vendors we recommend based on general carrier acceptance. Most carriers will also accept training completed through your broker dealer.

RegEd – <https://secure.reged.com/TrainingPlatform> - RegEd is the most widely accepted vendor. Complete course “NY Reg 187-1 Hour Course (485_NY)”.

LIMRA – <https://knowledge.limra.com/LimraLogin.aspx>

WebCE – <https://www.webce.com/catalog>

QuestCE – <https://learn.questce.com/naicsuitability/>

Frequently Asked Questions:

How often do I need to take a course?

- Training is required to be completed once and is required by carriers to be on file and compliant prior to soliciting annuity or life business in NY.

What is carrier specific Reg 187 training?

- Carrier specific training is product specific training that is required by carriers to be completed before solicitation of life business in NY. We have the list of carrier training links on our website under the [Get Licensed](#) tab labeled “Life Product Training.” This will continue to be updated as we get more information from the carriers.

If you have any questions, please contact Katie in the licensing department at licensing@kafl.com.