

The NAIC Suitability Model is now mandatory in most states.

Part of the regulation obliges every producer in the model states to undergo a *carrier specific product training* in order to conduct business.

If you are currently selling Bankers Life Insurance Company annuities please complete the *producer product training* on our website.

Don't have your policies delayed...finish your training today!

Follow the link below to conduct your training now:

- 1) Log on to www.bankerslifeinsurance.com
 - a. ID: PT1111
 - b. Password: pt1111 *case sensitive
- 2) Under the AGENTS header, click Training and then Click Bankers
- 3) You will need to read through each of the **four** underlined hyperlinks. (Each product.)
- 4) Type in your Name and the last four of you social security number in the appropriate fields.
- 5) Click "I Agree" at the bottom.

This will auto-generate a message to our Licensing department once you have clicked "I Agree." You will NOT receive notice of completion.