

# A NEW START, TO A NEW YEAR.

## 2011 Producer Appointment Process Enhancements and Training Requirement News

Sagicor is pleased to announce enhancements to our Producer Appointment process for all states beginning January 1, 2011. Once implemented, these enhancements will expedite the processing of new business since producers will first have to be appointed with Sagicor prior to the submission of their first piece of business. Moreover, the enhancements will serve to comply with the newly enacted industry regulations that ultimately help protect both the company and the producer. Therefore, effective January 1, 2011 Sagicor will no longer permit pre-appointment submission of an application, even in states that permit it. Hence, any application received prior to appointment will have to be returned with any submitted funds.

Additionally, a producer must complete Sagicor and/or state required product training classes before they sell certain products. This training is as follows:

- In all states, Sagicor requires that a producer complete an equity indexed product class before they sell equity indexed annuity or equity indexed life products. This training is provided at no cost and can be accessed from the producer's section of our website. After receiving a passing score, producers will have the option of receiving CE Credit for a minimal charge for designated states. Sagicor is currently working on an enhanced training area on our producer website which will provide training guidance in the near future.

- Iowa requires equity indexed product and California require annuity product pre-sales training. Iowa (1/1/11) is also the first among several states that require, or will be requiring in the near future, that producers obtain annuity suitability training before selling any annuity. The training requirement is a key component of the new NAIC Model Law for Suitability. Please note that Iowa has approved Sagicor's revised equity indexed product course for qualification as an annuity suitability course, and any producer taking the course after 12/15/10 can obtain annuity suitability CE credit. Sagicor will be working to obtain the same approval in all states that adopt the NAIC Model. The Model also requires that prior to selling a company's annuity products, a producer must obtain training specific to each of those products that the producer intends to sell. Sagicor is currently developing that training.

Each producer is responsible for knowing the training requirements applicable to their representation of Sagicor. If an application is submitted prior to a producer's completion of the necessary training and Sagicor having received verification of the completion, we will be unable to process the application and will return it and the funds to the producer.

Finally, a reminder that it is also very important when submitting an application and any other state or company required forms to ensure that they are all thoroughly and accurately completed. Producers can avoid compliance and legal issues by making sure that they submit all required forms, and that the submitted forms do not have missing information, have not been altered or changed without evidence (initials and date) of applicant approval, and have been dated and signed by the necessary parties in all required locations. Failure to do any of the preceding may result in a processing delay and possibly a return of the application and funds.

We very much appreciate your awareness of and attention to these details. Working together we can accomplish the shared goal of providing your clients with quality service and products to meet their financial needs. As always, do not hesitate to contact us with any questions or concerns that you may have. You may email us at [salesdept@sagicorlifeusa.com](mailto:salesdept@sagicorlifeusa.com) or call toll-free (888) 724-4267 option 2.



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Thank you.