NAIC Required Training for Protective Annuity Products

Per NAIC Model Regulations, product training is required prior to any sales of Protective Life Insurance Company's annuity products. Any sales or applications for our products cannot be accepted without documentation indicating the requirement was met before the business was solicited. Following are instructions for accessing and completing the training courses.

Instructions for first-time registrations or new Producers

You must register for access at **https://learn.questce.com/naicsuitability** . **Click "Register Now" near the bottom of the home page.**

1. Enter information into the required fields to create your account. Type **000** if you do not have a CRD number (only securities licensed reps have a CRD number). Click the blue **Register** bar underneath to proceed.
2. Review instructions on screen and then click **Continue to Step 1**.
3. Click **Skip Step 1** (if you already have any required annuity suitability Continuing Education) in lower right.
4. Step 2: choose **INDEPENDENT (UNAFFILIATED)** as your **Broker Dealer** from drop-down menu.
5. Check box for **Protective Life Insurance Company** as one of your Carriers. Click **Continue**.
6. Step 3: Check the box next to the specific course needed and click **Select Courses** to add to your account.
7. The course now appears in your student dashboard. Click **Start** to launch the course.
8. Click **Start Course** and view all content. At end, click **Certification** to open the course attestation.
9. Click **Start Exam** to answer **Yes** to a one-question attestation to complete the product training course.
10. Protective will be notified of any course completions within 24 hours once the course status is **"Complete".** You can log out of the web site when you are finished.

Returning Producers with existing accounts

If you are returning to the site and have an existing account, log in with your **SSN** and **last name** in lower case.

1. Once logged into your account, you will see a list of assigned courses in your student dashboard.
2. If you don't see the required Course 06, click **Add Product Specific** from the menu options on the left. Click the box for the course you need, to add into your account. Note: if no Protective courses are available, click **Manage Appointments** to add Protective as a carrier and then choose applicable course.
3. Return to **Dashboard** to access your courses. Click **Start** to launch desired course.
4. When you have reviewed all content, click **Certification** to open the course attestation.
5. Click **Start Exam** to answer **Yes** to a one-question attestation to complete the product training course.
6. Protective will be notified of any course completions within 24 hours once the course status is **"Complete"**.

For support, contact:

800-421-5614 or product.info@protective.com