



## AXA Equitable Product Courses for New York Reg 187

New York State amended its Regulation 187 to impose a Best Interest standard on Financial Professionals selling Life Insurance contracts in New York State. These changes are effective for applications submitted on or after February 1, 2020 for both New Business and Post Issue transactions that generate new compensation.

Portions of this newly amended Regulation require that a Financial Professional cannot make a recommendation “about which [they have] inadequate knowledge.” This is echoed twice in the Regulation, for both New Business and In-Force transactions (New York State Regulation §224.4(h) and §224.5(e)). To help you meet these pre-sale obligations, AXA Equitable has new procedures for licensing Financial Professionals selling or servicing New York State contracts. These focus on both:

- Regulation 187 Best Interest Training and
- AXA Equitable Product Training

### Regulation 187 Best Interest Training

For Regulation 187 Training, AXA Equitable will accept any standard industry course. Documentation should be emailed to the AXA Equitable Life Licensing Team at [LifeLicensing@axa-equitable.com](mailto:LifeLicensing@axa-equitable.com).

There are a wide range of courses to take for New York State Best Interest training. New York State offers a link on its Department of Financial Services website to industry offered courses for Continuing Education purposes. AXA Equitable will accept any of these courses for Regulation 187 Best Interest training. Access options [here](#).

Additionally, LIMRA is offering a New York State Best Interest training. It is not listed on the New York State website. AXA Equitable will also accept this course.

### AXA Equitable Product Training

AXA Equitable will provide several courses based on our product portfolio.

- Indexed Universal Life (IUL) Products
- Variable Universal Life (VUL) Products
- Term Products
- Corporate Owned Incentive Life (COIL)
- In spring 2020 there will also be an overall course covering all of AXA Equitable’s IUL, VUL and Term Products (excluding COIL)

Producers may access the [link](#) after January 1, 2020 to take the courses above. Please select courses for products that you expect to recommend to clients. Courses take approximately 12-15 minutes to complete.

[Click here to access AXA Equitable Product Courses for New York Reg 187](#)

Once completed, AXA Equitable’s Licensing Team will be notified via overnight file transmission. It may take up to 24 hours for the information to be relayed to the New Business area.

***Training must be completed by the application date, or the application will be rejected and you must take a new application after training is completed.***

**For questions, please contact the Life Sales Desk at 1-800-924-6669, option 2.**

Life insurance products are issued by either AXA Equitable Life Insurance Company (AXA Equitable), New York, NY or MONY Life Insurance Company of America (MLOA), an Arizona Stock Corporation with its main administrative office in Jersey City, NJ 07310. MLOA is not licensed to conduct business in New York. Variable life products are co-distributed by affiliates AXA Advisors, LLC (member FINRA, SIPC) and AXA Distributors, LLC. Universal and Term life products are co-distributed by AXA Network, LLC and AXA Distributors, LLC. (AXA Network Insurance Agency of California, LLC in CA; AXA Network, Insurance Agency of Utah, LLC in Utah; AXA Network of Puerto Rico in PR), and AXA Distributors, LLC, New York, NY 10104, (212) 554-1234, New York, NY 10104. When sold by New York based (i.e. domiciled) Financial Professionals life insurance is issued by AXA Equitable Life Insurance Company (New York, NY).

"AXA" is the brand name of AXA Equitable Financial Services, LLC and its family of companies, including AXA Equitable Life Insurance Company (NY, NY), MONY Life Insurance Company of America (AZ stock company, administrative office: Jersey City, N.J.), AXA Advisors, LLC, and AXA Distributors, LLC. The obligations of AXA Equitable Life Insurance Company and MONY Life Insurance Company of America are backed solely by their claims-paying ability.

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