

## NAIC Required Training for the Protective Indexed Annuity

Per NAIC Model Regulations, a **separate product training course is required** prior to any sales of the Protective Indexed Annuity. Any sales of this product without the required training completed will be held until the training requirement has been met. Following are instructions for accessing and completing the course.

Go to <https://learn.questce.com/naicsuitability/>

### Returning Producers with existing accounts

If you are returning to the site and have an existing account: Login to your existing account with your **SSN and last name** (lowercase)

- A. Once logged into your account, click **Add Product Specific** from the menu options on the left.
- B. The new course, **PROTECTIVE—COURSE FIA**, will be available to add into your account. Click the box to select the course. Then click **Select Courses** to add the course into your account.
- C. The course now appears in your student dashboard. Click **Start** to launch the course.
- D. When you have reviewed all content, click **Certification** to open the course attestation.
- E. Click **Start Exam** to answer a one-question attestation to complete your training requirement.
- F. Protective Life Insurance Company will be notified of any course completion(s) once the course status is 'Complete'.

### New Producers

- A. Click **Register**
- B. Enter your information into the required fields to create your account. Click **Register** in lower right to proceed.
- C. Review instructions on screen and then click **Continue to Step 1**.
- D. Click **NAIC Requirement** in lower left. Click **Yes** on pop-up screen to confirm CE credit is not available for product training.
- E. Unless you still need state-specific training, click **Skip Step 1** to advance to Course FIA product training.
- F. At Step 2, choose your **Broker Dealer** or **Independent (Unaffiliated)** from the drop-down menu and **Protective Life Insurance Company** as one of your Carriers. Click **Continue**.
- G. Step 3 – Choose **PROTECTIVE—COURSE FIA** and then click **Select Courses** to add course to your account.
- H. The course now appears in your student dashboard. Click **Start** to launch the course.
- I. When you have viewed all content, click **Certification** to open the course attestation.
- J. Click **Start Exam** to answer a one-question attestation to complete your training requirement.
- K. Protective Life Insurance Company will be notified of any course completion(s) once the course status is 'Complete'.

Note: Course completion notification will feed into Protective's licensing department within 24 hours.

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**For support, contact the  
Protective Life Sales Desk  
at 800.421.5614**

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The Protective Indexed Annuity is a limited flexible premium deferred indexed annuity contract (policy form series FIA-P-2007) issued by Protective Life Insurance Company, Birmingham, AL. Policy form numbers, product availability and features may vary by state.

