Bulletin

Annuity Requirement and AML Training available through Quest CE

- In order to conform to the NAIC Suitability in Annuity transactions Model Regulation (NAIC-275)
 Presidential Life Insurance has partnered with Quest CE to provide Agent annuity product training and annuity CE courses in compliance with the various States new annuity training requirements.
- In addition, Anti-Money Laundering (AML) training is available through Quest CE.
- Annuity agents can access the Quest training site link
 https://learn.questce.com/presidentiallife/ to begin training.
 This link will be listed in the Agent Resource Center/Learning Center https://arc.presidentiallife.com/LearningCenter/content.aspx
- Agents must register with the Quest site to start the training. Please refer to the attached user guide. Quest site registration does NOT require Presidential Life Insurance Company pre-appointment.
- Company annuity product training materials are available after registration. Upon completion of the annuity product training, agents will receive an online certificate that can be printed from the site. There is no agent cost for company annuity product training.
- Through a special arrangement with Quest CE, all Presidential Life Writing Agents will be able to take all the following for the single cost of \$30.00:
 - 1. the **annuity CE** most States are requiring
 - 2. any necessary anti-money laundering (AML) training
 - and an unlimited number of CE for their respective State licensing requirements.

Payment is payable to Quest CE via the agent registration process when insurance CE is requested. Annuity Requirements by State listing (revised August 6, 2012) including CE Reciprocity Notes is attached for your reference.

 If you have any questions regarding this bulletin please contact your respective RVP (listed below) or Gary Mettler ext. 454.

Mitch Anderson ext. 467 Marikay Flemming ext. 469 D. Craig Rogers ext. 471 Donald Fleming ext. 322 Dominic Minieri ext. 472



Presidential Life Insurance Company Nyack, NY 10960 1-800-926-7599 or 1-888-PRES LIF www.presidentiallife.com



Presidential Life Insurance Company, Nyack, NY 10960 1-888-PRES-LIF or 1-800-926-7599



Annuity Requirements by State Prior to Selling Any Deferred or Immediate Annuity Contract

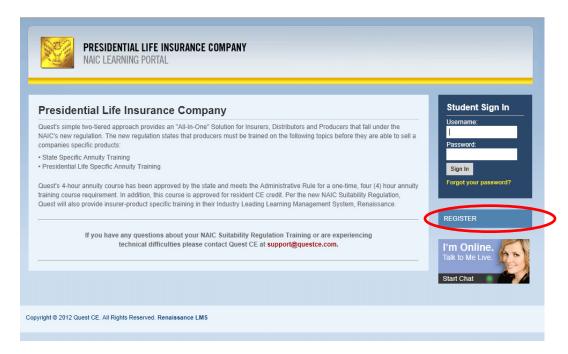
	1		benning this Deserve		
		Must complete	Must complete 4.0		
		company	hours of annuity CE		
	EFFECTIVE	annuity product	provided by a State		
STATE	DATE	specific training.	approved CE vendor.	CE Reciprocity	NOTES
Alabama					
Alaska	Jan. 16, 2012	Χ	X	Yes	
Arizona					
Arkansas					
Alkalisas					License CE Renewal
California					
				No	Requirement
Colorado	April 1, 2011	X	X	Yes	
Connecticut	Feb. 18, 2012	X	X	Yes	
Delaware					
Dist of Columbia	Dec. 24, 2011	Х	X	Yes	
Florida	200:21,2011				License CE Renewal
Tionda				No	Requirement
0				NO	Requirement
Georgia		.,	.,		
Hawaii	Jan. 1, 2012	X	X	No	
Idaho					
Illinois	July 1, 2012	Х	X	Yes	
		.,	.,	Yes. Non-Resident	Resident with
Indiana	Jan. 1, 2012	X	X	Agents only	exception
Iowa	Jan. 1, 2011	X	X	Yes	CACOPTION
	Jan. 1, 2011	^	^	162	
Kansas		21/4		.,	
Kentucky	Jan. 1, 2012	N/A	X	Yes	
Louisiana	Aug. 15, 2012	X	X	Yes	
Maine					
Maryland	Nov. 1, 2011	X	X	Yes	
Massachusetts					
Michigan	Pending				
Minnesota	Pending				
	renang				
Mississippi					
Missouri					
Montana					
Nebraska	Jan. 1, 2013	X	X	Yes	
Nevada					
New Hampshire					
New Jersey					
New Mexico	1 00 0044	V			
New York	June 30, 2011	X	Pending		
North Carolina					
North Dakota	Aug. 1, 2011	Χ	X	Yes	
Ohio	July 1, 2011	X	X	Yes	
Oklahoma	July 14, 2011	N/A	Х	Yes	
Oregon	July 1, 2011	X	X	Yes	
Pennsylvania	July 1, 2011	^	~	100	
	lune 4 0044	v	V	Vaa	
Rhode Island	June 1, 2011	X	X	Yes	
South Carolina	Sept. 25, 2011	X	X	Yes	
South Dakota	July 1, 2012	Х	X	Yes	
Tennessee	Pending			Yes	
_	1 11 10 0010	.,	X (For Resident TX		Also Annual 4.0 hour
Texas	April 10, 2010	X	Agents) *		CE
Utah	March 26, 2012	Х	/		
Vermont	Mai 011 20, 2012	^			
Virginia					
Washington	March 29, 2012	X	X	Yes	
West Virginia	July 1, 2011	X	X	Yes	
Wisconsin	May 1, 2011	Х	X	Yes	
Wyoming					
<i>J</i> g					

^{*}May be grandfathered if licensed for 20+ years

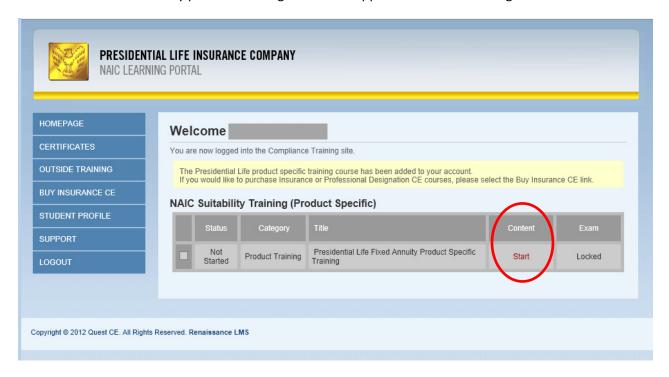
Presidential Life's annuity product training, state specific CE and AML training courses are available through Quest CE

https://learn.questce.com/presidentiallife/

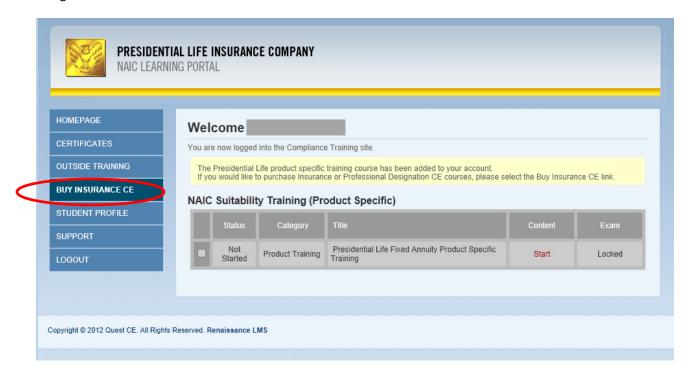
To begin, go to the Quest CE website using the above link. Click on the '**REGISTER'** button to register for free.



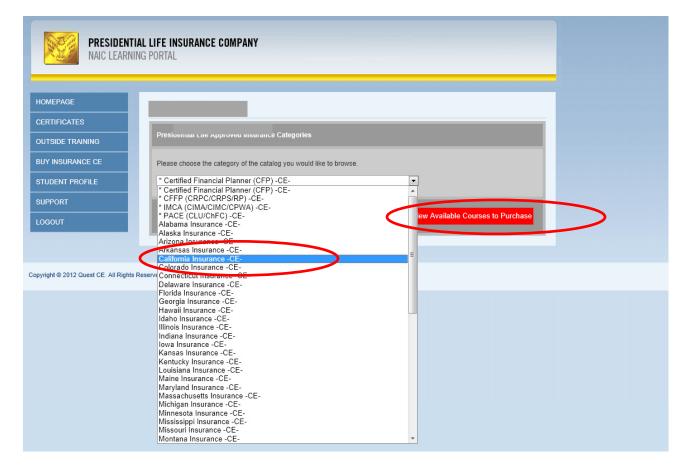
The Presidential Life annuity product training course will appear. Click 'Start' to begin the free course.



For CE and AML (Anti-Money Laundering) courses. Click the 'BUY INSURANCE CE' button on the menu along the left.



Choose the insurance state on the drop down menu. And click 'View Available Courses to Purchase'.



You can choose to enroll in multiple courses (CE and AML) in the state chosen for a fixed fee by checking off the checkbox within the red bordered box or you can choose an individual course for the fee listed in the description.

California Insurance -CE- Provider Name: Quest Continuing Education Solutions	
 Check this to purchase all courses in this catalog for \$30.00. You must select the individual courses you have chosen as part of your package. 	
☐ A Professional's Guide To Ethical Decision Making (CE) Course Cost: \$14.95	
Rostering Fee: \$0.00	
Credit Value: 3 Ethics Credit Value: 0	
Course Description:	

Below is an example of the AML courses available for California as of September 2012.

Anti-Money Laundering Regulations and Ramifications (CE) Course Cost: \$14.95 Rostering Fee: \$0.00 Credit Value: 2 Ethics Credit Value: 0 Course Description:
The objective of this course is to introduce broker dealer employees to the federal laws and regulations that apply to money laundering, record keeping, and reporting. The course discusses some "red flags" that may indicate potential money laundering activities, as well as the penalties that can be imposed for violating federal money laundering laws. * This course is not Texas classroom equivalent.
Anti-Money Laundering Regulations and the Red Flag Rule (CE) Course Cost: \$14.95 Rostering Fee: \$0.00 Credit Value: 1 Ethics Credit Value: 0 Course Description: The objective of this course is to raise the awareness of anti-money laundering regulations so agents have the knowledge to prevent and detect money laundering. This knowledge will help ensure you and your employer do not become involved in investigations or scandals that could harm your reputation or risk your client relationships. After completing this course, agents will be able to understand anti-money laundering regulations including Know Your Customer, recognize suspicious activities, and protect yourself from the consequences of being linked in any way to money-laundering activities. (32 pages) * This course is not Texas classroom equivalent.
California 4-Hr Annuity Training Course (CE) Course Cost: \$14.95 Rostering Fee: \$0.00