



Carrier Product Training: Annuities

1. Begin by visiting: <https://learn.questce.com/naicsuitability>
2. For additional support:
 - a. Protective Life Annuity Sales Desk: (800)-421-5614
3. **First-time or new Producer:**
 - 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 continue to product training.
 - f. At Step 2, choose "**Independent (Unaffiliated)**" from the drop-down menu, and "**Protective Life Insurance Company**" as one of your Carriers. Click "**Continue**".
 - g. Step 3 — choose applicable Protective product(s) and then click "**Select Courses**" to add to your account.
 - h. The courses now appear in your student dashboard. Click **Start** to launch each desired 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 the product training course.
 - k. Protective will be notified of any course completions within 24 hours once the course status is "**Complete**".
4. **Returning Producers with existing accounts:**
 - a. If you are returning to the site and have an existing account, log in with your **SSN** and **last name** in lower case.
 - b. Once logged into your account, you will see a list of assigned courses in your student dashboard.
 - c. If you don't see a required course, click "**Add Product Specific**" from the menu options on the left. Click the desired course(s) to add into your account. Note: if

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no Protective courses are available, click “**Manage Appointments**” to add Protective as a carrier and then choose applicable courses.

- d. Return to “**Dashboard**” to access your courses. Click “**Start**” to launch desired course.
 - e. When you have reviewed all content, click “**Certification**” to open the course attestation.
 - f. Click “**Start Exam**” to answer a one-question attestation to complete the product training course.
 - g. Protective will be notified of any course completions within 24 hours once the course status is “**Complete**”.
5. Annuity Courses:

Product Name:	Course Name:
Protective Indexed Annuity II	Course FIA-M2 with MVA
Protective Indexed Annuity NY	Course FIA-NY
Protective Income Builder	Course FIA-PIB
Protective Asset Builder Indexed Annuity	Course PAB
ProPayer Income (SPIA), Future Saver II (MYGA), ProSaver Secure II (SPDA)	Course 8

6. Finally, inform your contracting specialist of your completion at:
Contracting@bpim.com

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