

NAIC Best Interest Life Training Requirement - California

Effective January 1, 2025: California requires training prior to submitting Life business to Nationwide.

Nationwide is committed to supporting our partners in delivering exceptional life insurance solutions. As part of this commitment, we're informing you about the new training requirements in California that ensure compliance with NAIC standards.

Below is a table detailing the training requirements.

Category	Requirement	Training Provider	Deadline
Financial Professionals Licensed On or After 1/1/2025 (Nonterm Life Insurance Policies)	Complete 4-hour training course before soliciting nonterm life insurance policies sales	RegEd: Course 524_CA – California Life Insurance Policies 4-Hour Course Kaplan: CA Life Insurance Policies 4-Hour Training Course #391060	Before soliciting sales
Financial Professionals Licensed On or After 1/1/2025 (Variable Life Insurance Policies only)	Before each license renewal, complete 2-hour training	RegEd: Course 525_CA – California Variable Life Insurance Policies 2-Hour Course Kaplan: CA 2-hour Variable Life Insurance Policies Training Course #391110	Before each license renewal
Life producers also selling annuities	Complete 4-hour annuity training requirement in addition to the Life training requirement	RedEd: Pending state approval Kaplan: CA 4-hour Training Annuity Best Interest Standards Transactions #391178	Before each license renewal every 2 years



Thank you for your partnership.

If you have questions about the required training or need assistance with another matter, please contact our Life Insurance Solutions Center at **1-800-321-6064** or visit nationwidefinancial.com for additional assistance.



FOR INSURANCE PROFESSIONAL USE — NOT FOR DISTRIBUTION TO THE PUBLIC

Life insurance is issued by Nationwide Life Insurance Company or Nationwide Life and Annuity Insurance Company, Columbus, Ohio. The general distributor is Nationwide Investment Services Corporation, member FINRA, Columbus, Ohio. Guarantees are subject to the claims-paying ability of the issuing insurer.

Life insurance products are underwritten by Nationwide Life Insurance Company or Nationwide Life and Annuity Insurance Company, Columbus, Ohio. Nationwide, the Nationwide N and Eagle and Nationwide is on your side are service marks of Nationwide Mutual Insurance Company. © 2024 Nationwide

LAN-0925CA (11/24)