



Protective Life Product Training

Per NAIC Model Regulations, product training is required prior to any sales of Protective Life Insurance Company's annuity products. Following are instructions for accessing and completing the training courses.

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

First-time or new Producers

- Click **Register**
- Enter your information into the required field to create your account. Click **Register** in lower right to proceed
- Review instructions on screen and then click Continue to Step 1
- Click **NAIC Requirement** in lower left. Click **Yes** on pop-up screen to confirm CE credit is not available for product training
- Unless you still need state specific training, click **Skip Step 1** to advance to continue to product training
- At Step 2, choose **Independent (Unaffiliated)** from the drop-down menu, and **Protective Life Insurance Company** as one of your Carriers. Click **Continue**
- Step 3- choose applicable Protective product(s) and then click **Select Courses** to add your account
- The courses now appear in your student dashboard. Click **Start** to launch each desired course
- When you have viewed all content, click **Certification** to open the course attestation
- Click **Start Exam** to answer a one-question attestation to complete the product training course
- Protective will be notified of any course completions within 24 hours once the course status is "Complete"

Returning Producers with existing accounts

If you are returning to the site and have an existing account, log in with your **SSN** and **last name** in lower case.

- Once logged into your account, you will see a list of assigned courses in your student dashboard
- 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 no Protective course are available, click **Manage Appointments** to add Protective as a carrier and then choose applicable courses
- Return to **Dashboard** to access your courses. Click **Start** to launch desired course
- When you have reviewed all content, click **Certification** to open the course attestation
- Click **Start Exam** to answer a one-question attestation to complete the product training course

- Protective will be notified of any course completions within 24 hours once the course status is **“Complete”**

Product Code - your courses will appear under the **“Carrier-Specific Product Training”** on your Producer Status screen.

- **Course FIAPGI** - Protective Guaranteed Income Indexed Annuity
 - **Course FIAPAB** - Protective Asset Builder Indexed Annuity
 - **Course FIAPIB** - Protective Income Builder Indexed Annuity
 - **Course FIA2M** - Protective Indexed Annuity II
 - **Course FIANY** - Protective Indexed Annuity NY
 - **Course PROSPIA** - Protective ProPayer Income Immediate Annuity
 - **Course PSS** - Protective SecureSaver Fixed Annuity
-
- Click **“Enter Product Code”** in the left menu bar and enter the product code to add a specific course.
 - Click **“Go to Requirement”** next to the course of interest to open the course. Review the information and use the arrows at the bottom of the screen to advance through the material. At the end of the training, click **“Attest”**. Click **“A Yes”** and continue. The survey is optional. Click **“Submit”** at the bottom of your screen to finish. **Note:** there is no audio in these presentations. You can click the **“Notes”** button for additional details on each page.
 - Once you finish the course, your Producer Status screen will indicate **“Completed”** and your completion data will be automatically transmitted to Protective Life.

Please print the completion certificate and send to our Licensing & Contracting Department at licensing@3d advisorsinc.com or fax to 586.580.8586.