



# GORDON MARKETING

COMMITTED TO HEALTH, SENIOR, LIFE, ANNUITIES & YOU!

SINCE 1980

## ANNUITY PRODUCT TRAINING GUIDE

### Allianz Life Insurance Company of North America

- [Appointed agents](#)
- [Non-appointed agents](#)
- Course Codes (Note: These codes are only for use on the RegEd site)
  - Fixed – Allianz Accumulation Advantage Annuity ACCUMULATION
  - Fixed – Allianz Core Income 7 Training COREINCOME7V2
  - Fixed – Allianz 222 Product Training ALLIANZ222V2
  - Fixed – Allianz 360 Product Training ALLIANZ360V2
  - Fixed – Allianz 365i Product Training ALLIANZ365iV2
  - Fixed – Market Value Adjustment (MVA) Training MVAV1
  - (Note: These codes are only for use on the RegEd site)

### American Equity Investment Life Insurance Company

- [Appointed agents](#)
- [Non-appointed agents](#)

### American General Life Company

- [Access instructions](#)

### American National Life Insurance Company

- [Appointed agents](#)
- [Non-appointed agents](#)

### Annuity Investors

### Athene Annuity & Life Company

- Course Codes
  - IMO Channel
    - Agility: Agility10\_2018
    - Ascent Pro Bonus: PROBO\_2017
    - Performance Elite: PerformanceElite\_2015
    - MaxRate: MaxRate\_2017
    - Benefit 10: B10\_2014
    - SPIA: SPIA\_2016
    - MYG NY: 17Athene\_02NY

## Atlantic Coast

- Non-Appointed Agents use Access code = Agent1405

## Equitrust Life Insurance Company

## Fidelity & Guaranty Life Insurance Company Global Atlantic

- Course Codes

- a. **FTFCARE** ForeCare Fixed Annuity with Long-Term Care Benefits
- b. **INCOME150SE** Income 150+ SE Fixed Index Annuity
- c. **SecureForeAll** SecureFore Fixed Annuities
- d. **ALLCHOICE** Choice Accumulation II and Choice Income II Fixed Index Annuities
- e. **ForeCertain** ForeCertain Income Annuity

## Great American Life Insurance Company

## Guaranty Income Life Insurance Company

- Course codes:
  - Guaranty Series: GS
  - Annuicare Series: ACS
  - FlexPlus Series: FPS

## Guggenheim Life and Annuity Company

## Legacy (Americo and Ameritas)

- Non-Appointed Agents, Register-Guest Access; password = LEGACY 12

Life Insurance Company of the Southwest – agents must be appointed first

## Lincoln Financial Group

## National Western Life Insurance Company

- Dynamic product series: agents need to complete the training packet and send in with the application

## North American Company for Life and Health Insurance

- [Appointed agents](#)
- [Non-appointed agents](#)
- Course codes:
  - 15SFGNAC\_01 – NAC Benefit Solutions Series REV 8-17
  - 15SFGNAC\_05 – NAC Guarantee Choice II MYGA REV 6-17
  - 15SFGNAC\_09 – NAC RetireChoice & Income Pay Plus REV 4-17
  - 15SFGNAC\_11 – NAC Charter Plus REV 4-17
  - 15SFGNAC\_13 – NAC Income Choice REV 10-17
  - 15SFGNAC\_16 – NAC Performance Choice Series & Income Pay Plus REV 4-17
  - 15SFGNAC\_17 – NAC Foundation Choice Plus REV 4-17
  - 15SFGNAC\_18 – NAC Income SPIA PRT 4-17
  - 15SFGNAC\_21 - NAC VersaChoice REV 2-18

## OneAmerica Financial Partners, Inc.

- Oxford - Product training is covered when the agent completes the electronic appointment link. Contact our sales team for details.

## [Phoenix](#)

## [Sagicor](#)

- [Requirements by product](#)
- Non-appointed Agents: complete producer registration, submit, training tab, once complete agent code will be “pending”

## [Sentinel Life](#)

- Non-Appointed Agents, use Access code=Agent1405

## [United of Omaha](#)

- Non-Appointed Agents - contact our sales team for current training materials