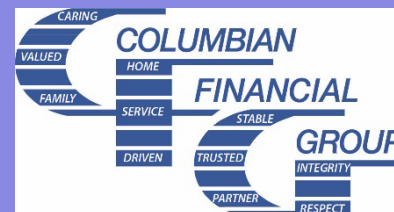


# Columbian Mutual Life Insurance

## NY DFS Regulation 187 Producer Overview

### Information for those conducting business in New York



### **Overview**

The New York State Department of Financial Services (NY DFS) has released the final version of the best-interest Regulation 187 (NY 187). The final regulation, now called “Suitability and Best Interests in Life Insurance and Annuity Transactions,” will require producers and insurers to implement a process that ensures they’re acting in the consumer’s best interest when recommending an annuity or life insurance policy issued in New York. The new regulations take effect on February 1, 2020, for life insurance policies.

As a result of this new regulation, we at Columbian Mutual Life Insurance Company (Columbian) are working to ensure we are all in compliance with NY Regulation 187. This information sheet is being provided so you can know the facts of the regulation and how to prepare for it.

### **How to Notify Columbian on Completion of Training:**

When notifying Columbian on the completion of the applicable training, we may require a fax, scan, or email version of the completed certificate. This can be faxed to 607-724-1599 or emailed to [zBGM\\_licensing@cflife.com](mailto:zBGM_licensing@cflife.com).

Producers should then email [zBGM\\_licensing@cflife.com](mailto:zBGM_licensing@cflife.com) for confirmation **prior** to submitting business or call 800-423-9765.