



New Requirements- Idaho

Due to new requirements in Idaho law, Equitable Life & Casualty's fixed indexed annuity (FIA) product portfolio in Idaho will be modified as follows:

Effective July 1, 2020:

1. The following products will no longer be available for sale in the state of Idaho:
 - **Denali 14**
 - **Denali Bonus 14**
 - **Teton 14**
 - **Teton Bonus 14**

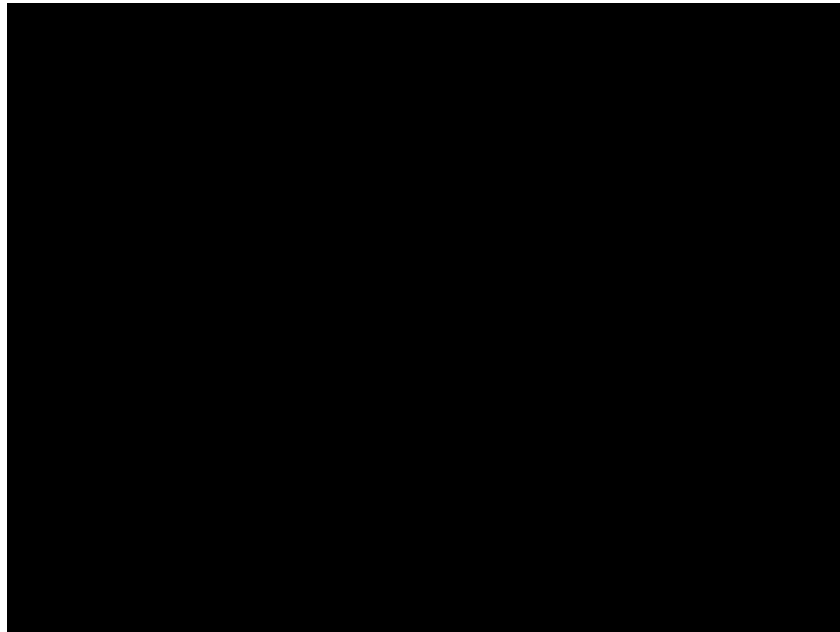
2. The following products will continue to be available for sale in Idaho but will have some modified product features:
 - **Denali 7**
 - **Denali Bonus 7**
 - **Denali 10**
 - **Denali Bonus 10**
 - **Teton 7**
 - **Teton Bonus 7**
 - **Teton 10**
 - **Teton Bonus 10**

The modified product features include:

- WD charge schedules that start at 10% and decrease 1% each policy year
 - Lower rates and crediting strategy adjustments
 - Adjusted premium bonuses

In order to purchase the existing version of our FIA products in Idaho, the following transition guidelines must be met:

- Application must be signed on or before June 30, 2020
 - For Non-1035/Transfer purchase (i.e. check), the contract must be in good order, suitability review complete, and all funds received within 14 calendar days of the application sign date
 - For 1035 exchanges/transfers, the contract must be in good order, suitability review complete, and all funds received within 45 calendar days of the application sign date
 - **If the deadlines are not met on the 7-year or 10-year products, the new version of the product will be issued.**
 - **If the deadlines are not met on the 14-year products, a new application will need to be submitted (i.e. Teton 7, Teton 10, Denali 7 or Denali 10).**
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DENALI

The Illustration, applications, forms and all marketing materials are **all available** on the agent portal. The illustration software has unique functionality which will allow you to illustrate lifetime withdrawals, wellness withdrawals, step-ups, and you can even stop and start lifetime withdrawals. Not only has Denali been added, but you can also illustrate multiple types of withdrawals on one illustration for Teton and Denali.

Below is the launch timeline:

06/22/20 – Agents can submit Denali applications.

06/24/20 – Start approving applications daily, pay commission, print, and mail policies.

07/01/20 – 1st Index buy-date/Issue date

Join us **every Monday Morning** at **10:30am CT** starting June 8th for our series of Denali webinars!
Register for to reserve your spot.

Monday, June 22nd:
[Introducing Denali](#)

10:30am CST

Monday, June 29th:

[Introducing Denali](#)

10:30am CST

Updated Apps & Forms

We updated the Teton/Teton Bonus individual app and annuity service forms. Annuity New Business will accept the forms with the previous revision date until August 14. Below is a list of the updated forms and their new revision dates. We will keep you posted when Firelight will be updated.

Form Name	New Revision Date
Teton Application	03/01/20
Teton New Business Form Package	03/01/20
Suitability Acknowledgment Form	03/01/20
Replacement Form	03/01/20
Large Case Annuity Form	06/01/20
Wire Form	06/01/20
Customer Identification Form	03/01/20
Death of Owner Form	06/01/20

Updated Suitability Guidelines

We have published our updated suitability guidelines to align with amendments made to the NAIC suitability model regulation no. 275.

A few of the updates include:

- Criteria that will trigger an escalated suitability review
 - Criteria that may trigger a suitability declined
 - State specific suitability regulations
 - Replacements

- Post Issue suitability requirements

Additional Premium Reminder

As most know, our fixed indexed annuity line allows addition of premiums during the first year. To clarify and help smooth the process, our new Additional Premium Form now available on the agent portal.

As of July 15th, this form will be required for additional premiums to be processed and must be:

- Filled out in its entirety;
- Accompanied by either a check or transfer paperwork;
- And submitted via mail, fax or by uploading on the agent portal:

Mail: PO Box 30245, Salt Lake City, UT 84130-0245

Fax: (801) 994-1892

