

NYS Regulation 187

("Suitability and Best Interests in Life Insurance and Annuity Transactions")



PURPOSE: The amendment clarifies the duties and obligations of producers (and B/Ds, Agencies, and Insurers) when making recommendations to consumers with respect to insurance and annuity policies delivered in NYS to help ensure that a transaction is in the best interest of the consumer and appropriately addresses the insurance needs and financial objectives of the consumer at the time of the transaction.

Reg NYS 187 Components	Reg NYS 187 Activities	DDW Has It Covered	DDW Solutions
SUITABILITY	Enhance your Suitability process		Product client needs grid and categorization
DUE DILIGENCE	Perform ongoing due diligence Document rationale, justification, and positioning for each product.		Independent Product Due Diligence
	Train your Advisors (and Suitability teams)		Independent Product Fact Cards
	Ensure that compensation does not influence the recommendation to the customer.		Independent Product Reviews
DOCUMENT	Document rationale for transaction		FC and Supervision Portal
	Document fee and compensation comparisons for recommended products.		FC and Supervision Portal
	Standard Operating Procedures for your Suitability program		DDW Consulting Services
DISCLOSE	Relevant features of the product, both positive and negative.		Independent Product Fact Cards
	Limited universe and arrangements with selected carriers.		Independent Product Menu Optimization and Due Diligence
	Fee comparisons should be provided to the client when similar products from the same carrier are available.		Provides the Facts to Disclose