# Becoming a Registered Representative

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# NYLIFE Securities Licensing Benefits

## What you can offer as a Registered Rep

By becoming a Registered Representative, you can offer a wide array of investment solutions through NYLIFE Securities LLC, member of FINRA/SIPC, a Licensed Insurance Agency and a New York Life Company, to your clients.

**Mutual Funds**

**Brokerage Accounts**


**529 College Savings Plans**

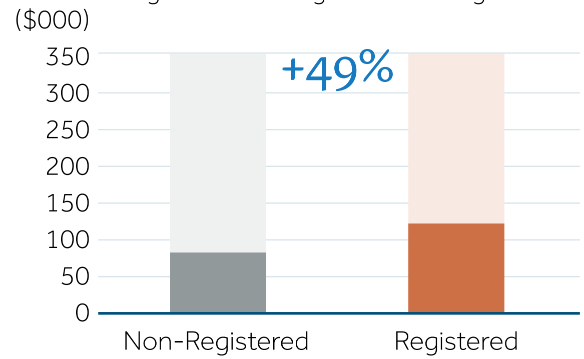
**Retirement Plans**


**Variable Annuities**


**Variable Universal Life**

## Growing the skills that make you more valuable, referable... and productive

Average First Year Commissions per Council* Agent —Non Registered vs. Registered




Average 2022 First Year Commission
(All Products)

| Class | Non-Registered | Registered |
|---|---|---|
| Current Class | $7,095 | $15,823 |
| 1P | $13,592 | $21,909 |
| 2P | $17,473 | $29,626 |
| 3P | $20,451 | $33,154 |
| Established | $22,556 | $60,879 |
| Average Total | $16,173 | $52,437 |

*Council is an annual Company recognition program based on agent production levels from July 1st to June 30th.

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# NYLIFE Securities Licensing Resources

New York Life partnered with Securities Training Corporation (STC) - one of the most well regarded pre-license training providers, to provide a wide array of best-in-class resources.

- **Free access to Licensing materials**
- **Automatic Enrollment in materials/class**
- **In-language resources***
- **Best-practice guides & sample exams**
- **1:1 Instructor support**
- **Exclusive virtual sessions**

## Exclusive Licensing Cohort programs

- **Prepares agents in 3-5 weeks** to take and pass licensing exams
- **Automatic enrollment** in monthly cohort program when you follow licensing roadmap
- **2-hour exam review with STC Instructor** at the end of each week
- **Contact your Field Service Professional** to sign up and get into the appropriate licensing Cohort program

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*All licensing exams are available in English only.

# NYLIFE Securities Licensing Roadmap

## SIE (4–6 weeks*)

If you have an agent/candidate that is interested in becoming a registered representative with NYLIFE Securities, listed below are the necessary steps:

### 1. Get Permission from MP

- Agent/candidate must receive permission from MP before starting SIE process

### 2. Contact Field Service Professional

- Reach out to GO Field Service Professional to fill out SIE Reg Form

### 3. Access SIE Information/Materials

- Look out for email from offsite_training@newyorklife.com with voucher code and instructions on how to open SIE window and schedule exam
- Look out for email from customerservice@stcusa.com with instructions on how to access STC materials

### 4. Receive Class Invitations

- Look out for invitations from offsite_training@newyorklife.com with instructions on how to join SIE kick-off classes (Fri/2pm ET)
- Look out for email from customerservice@stcusa.com for details on how to join 5-week live instructor end of week review (meets 1X/ week on Fridays from 12-2pm) and 2-day end of the month review session

### 5. Open FINRA Window**

- Use provided voucher code to pay & open SIE Window
- For issues with enrolling for SIE, please call FINRA Support Team at: 240-386-4040

### 6. Schedule SIE Exam

- Use provided instructions to schedule exam at Prometric
- For technical issues with scheduling appointments, please contact Prometric at: 800-578-6273

### 7. Prepare and Take SIE Exam

Passing SIE exam is a requirement prior to taking S6 exam

**Have an agent that wasn't successful?**

- Agent repeats process but pays $80 for SIE exam (ledger deduct)
- SIE Retakers Session Click here

## Series 6 (3–4 weeks*)

While Agent goes through U4/S6 process, make sure they don't stop studying. 45% overlap between SIE and S6 exam.

### 1. Receive Congratulations Email

- Email comes from offsite_training@newyorklife.com to inform of pending U4 filing – if applicable (MP/Partner and FSP are cc'd)
- Once pending items are closed, follow-up email informs of next steps in U4 process
- Look out for email sent to personal email from NewYorkLifeOnline@email.newyorklife.com

### 2. Go into Selection Portal Click here

- Complete requirements and press complete and save to submit the task

### 3. FINRA Window Opens**

- Once U4 is filed and FINRA approved, an email will be sent from agent_registration@newyorklife.com with instructions from FINRA on how to schedule S6 exam

### 4. Schedule S6 Exam

- Use provided instructions to schedule exam at Prometric

### 5. Attend or listen to S6 kick-off call Click here

### 6. Access S6 materials & sign-up for S6 Review session

- Agent has automatically been enrolled in S6 materials: Click on link below to log into STC Dashboard https://www.stcusa.com/

### 7. Prepare and Take S6 Exam

In order for Agent to move to S63, they need to pass S6 or S7 exam

**Have an agent that wasn't successful?**

- Agent repeats process but pays $75 for S6 exam (ledger deduct)
- S6 Retakers Session Click here

## Series 63 (2–3 weeks*)

Inform your agents that although S63 is a shorter exam with different content, they will still need to follow same study process and should quickly pivot to S63 studies after they pass S6.

### 1. Receive Congratulations Email

- Email comes from offsite_training@newyorklife.com (MP/Partner and FSP are cc'd)

### 2. Respond to email to confirm opening S63 window

### 3. FINRA Window Opens**

- Once window is opened, you will receive an email from FINRA

### 4. Schedule S63 Exam

- Use provided instructions to schedule exam at Prometric

### 5. Attend or listen to S63 kick-off call Click here

### 6. Access S63 materials & sign-up for S63 Review Session

- Agent has automatically been enrolled in S63 materials: Click on link below to log into STC Dashboard **https://www.stcusa.com/**

### 7. Prepare and Take S63 Exam

**Have an agent that wasn't successful?**

- Agent repeats process but pays $147 for S63 exam (ledger deduct)
- S63 Retakers Session Click here

**Additional Resources:**

NYL Questions?: offsite_training@newyorklife.com

STC Customer Service: 1-800-STC-1223 (8am-7pm ET)

Instructor Hotline: 800-782-3926 (M-F 9am-5pm ET)

Securities Instructor Support Email: instructors@stcusa.com

Order STC Securities Materials (all exams except SIE exam)

STC Live Class Schedule

STC Resource Center

STC On-demand reports

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*Recommended study time re: 15 hours of studying per week | **After window opens, agent has 120 days to take each exam

FINRA Retakers Rule: 30 days wait to retest After three attempts, wait 180 days | NYL only pays for the 1st attempt of each exam