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Annuity Continuing Education Requirements by State

As of August 26th, 2021

Care has been taken to provide accurate information in the subject matter provided within this document. This information is provided with the understanding that The Success Family of Continuing Education Companies nor its' employees are engaged in providing legal advice or council.

If the date above is more than a few weeks old you may want to download a current version of this document by visiting the link below:

<http://www.succesce.com/PSTAnnuityTrainingRequirements.aspx>

The first three pages of this document list, in tabular format, all of the current and proposed annuity training requirements by state.

The body of this document begins with a clickable table of contents which leads to a summary of each state annuity training requirement including a link to the full text of each rule or law discussed.

Regulation Best Interest Key
Approved to satisfy Reg. Best Interest Requirement
Course No Longer Available
State Announced Effective Date: Courses Pending Approval
State Regulation Pending: Check Back for Updates

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ANNUITY REQUIREMENTS

For more detailed information on your Specific State Annuity Requirement, please click on the name of your state.

State	Annuity Effective date	State DOI Annuity Course #	Reg. Best Interest Effective Date	State DOI Reg. Best Interest 4 Hour Course #	State DOI Reg. Best Interest 1 Hr Course # <small>(Update to previous State Annuity Training)</small>	Reg. Best Interest 1 Hr Course: Last Available Date <small>(After this date, All Agents must take 4 hour Reg BI course to sell annuity products)</small>	
Alaska	1/1/2017	10412					
Alabama	10/16/2011	16653	1/1/2022			6/30/2022	
Arizona	1/1/2018	106938	1/1/2021	106632	106760	7/1/2021	
Arkansas	Not Currently Required	186916	7/8/2021	6000093760	6000093761	1/7/2022	
California	Initial 8- Hour	1/1/2005	333753				
	Follow Up 4- Hour	1/1/2005	306291				
Colorado	4/1/2011	49576					
Connecticut	2/18/2021	111570	3/1/2022			9/1/2022	
Delaware	6/1/2017	6000003971	8/1/2021	6000093609	6000093588	1/31/2022	
District of Columbia	6/24/2011	3661					
Florida Product	10/1/2013	78516					
Georgia	3/1/2016	40071					
Hawaii	1/1/2012	LH209818					
Idaho	4/4/2013	3184690	7/1/2021	3195714	3195715	12/31/2021	
Illinois	9/26/2011	60194					
Indiana	7/1/2011	23145					
Iowa	5/1/2011	83375	1/1/2021	105752	106085	7/1/2021	
Kansas	6/1/2013	979949					
Kentucky	1/1/2012	C09468	1/1/2022	C13918	C13205		
Louisiana	8/15/2012	20504					
Maine	11/1/2015	20074	1/1/2022			7/1/2022	
Maryland	11/1/2011	9468	pending				
Massachusetts	7/1/2016	C09468					
Michigan	6/1/2013	81031	6/29/2021	83943	83765	12/29/2021	
Minnesota	6/1/2013	1015470					
Mississippi	4/10/2013	12891					
Missouri	3/30/2017	17000418					
Montana	1/1/2018	State Prohibits Publishing Course ID	10/1/2021	6000102614	6000102573	4/1/2022	
Nebraska	7/19/2012	30723	7/1/2021	6000098481	6000098478	12/31/2021	
Nevada	Not Currently Required		pending				
New Hampshire	1/1/2015	470105					
New Jersey	2/4/2013	88891412					
New Mexico	Not Currently Required	54287					
New York Reg. 187 *	8/1/2019	State Prohibits Publishing Course ID					
North Carolina	Not Currently Required	9468					
North Dakota	8/1/2011	1895	1/1/2022	6000099599	6000099582	7/1/2022	
Ohio	7/1/2011	33828	2/14/2021	68553	68552	8/14/2021	
Oklahoma	7/14/2010	1017105					
Oregon	8/1/2011	37310					
Pennsylvania **	12/26/2018	129039	pending				
Rhode Island	6/1/2011	6000035061	4/2/2021	6000083879	6000083896	10/1/2021	
South Carolina	9/25/2011	132967					
South Dakota	7/1/2012	1273374					
Tennessee	11/1/2015	28015					
Texas	4-Hr Annuity Certification	4/1/2010	85269	9/1/2021	128288	128289	1/1/2022
	8-Hr Annuity CE	4/1/2010	95429				
Utah	3/26/2012	25525					
Vermont	Not Currently Required						
Virginia	4/1/2017	216365	9/1/2021	223339	223340	3/1/2022	
Washington	3/29/2012	618881	Pending				
West Virginia	7/1/2011	105660					
Wisconsin	5/1/2011	64808					
Wyoming	9/26/2014	19395					

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States with Adopted Annuity Training Requirements

Alabama Annuity Training Requirement:

The state of Alabama has adopted changes to the Suitability in Chapter 482 -1-137 on in June 2021 to Require the Regulation Best Interest Annuities Training.

Alabama Regulation Best Interest - Annuity Training Requirement – Effective: 1/1/2022

- Licensees who sell annuity products need to complete a new Regulation Best Interest - Annuities Course (Reg BI) prior to selling annuities.
- Producers that completed the 4-hour annuity training prior to Reg BI effective date may take either 1-hour Reg BI course or the new 4-hour Reg BI course within 6 months of the effective date.
- Producers who have not completed the 4-hour annuity training must take the Reg BI 4-hour course prior to selling annuities.

Link to full text of Alabama regulation: <https://www.aldoi.gov/pdf/legal/137r-2021.pdf>

Alabama has given notice of rulemaking related to annuity suitability.

This rule goes into effect July 1st, 2017

Below is a brief summary of the Agent continuing education/training requirements contained in the Proposed Rulemaking.

- Producers licensed to sell, solicit or negotiate annuities prior to the effective date (1/1/2017) must complete a one- time 4 hour Annuity Training course within 6 months (7/1/2017) of the effective date in order to continue to sell annuities.
- Individuals who obtain a life insurance license on or after the effective date (1/1/2017) must complete this training before selling, soliciting or negotiating annuity products.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

Link to full text of the Alabama law affecting agent training requirements:

www.alabamaadministrativecode.state.al.us/docs/ins/482-1-137.pdf



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Alaska Annuity Training Requirements:

Alaska has amended Title 3 of the Alaska Administrative Code as part of adopting the current NAIC Suitability in Annuity Transactions Model Regulations.

Effective Date: 10/16/2011

Below is a brief summary of the agent continuing education/training requirements contained in the Notice of Proposed regulations.

- Producers licensed to sell, solicit or negotiate annuities on or before 10/16/2011 must complete a one-time 4 hour Annuity Training course before 4/16/2012 in order to continue to sell annuities.
- Individuals who obtain a life insurance license after 10/16/2011 must complete this training before selling, soliciting or negotiating annuity products.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training. **NOTE:** The training deadline for product specific training is 1/16/2012.

Link to full text of Alaska regulation: <http://www.legis.state.ak.us/basis/aac.asp#3.26.778>



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Arizona Annuity Training Requirements

The state of Arizona has adopted the Regulation Best interest Annuity Training Requirement with passage of ARS 20-1243.07 and Section 8 on June 5th, 2020

Regulation Best interest – Annuities Training requirement – Effective 01/01/2021

- Licensees who sell annuity products need to complete a new Regulation Best Interest – Annuities Course (Reg BI)
- Producers that completed the 4-hour NAIC course prior to Reg BI effective date may take either 1-hour Reg BI course (Available until 06/30/2021) or the new 4-hour Reg BI course.
- Producers who have not completed the 4-hour NAIC course must take the Reg BI 4-hour course prior to selling annuities.

NAIC Suitability in Annuity Transactions (Model #275)

The state of Arizona has adopted the NAIC Suitability in Annuity Transactions Model Law (MDL #275) with the passage of Arizona House Bill 2160 on May 1st, 2017

Annuity Training Requirement Effective 01/01/18:

- The new Arizona regulation took effect on January 1st, 2018.
- There is NOT a 6 month grace period, and producers must complete the 4 hour Annuity Training course **on or before** December 31st, 2017.

Link to Full information for Arizona Regulation Best Interest: <https://www.azleg.gov/legtext/54leg/2R/laws/0090.pdf>



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Arkansas Annuity Training Requirements

The state of Arkansas has adopted changes to the Suitability in Annuities Rule 82 on December 29, 2020 to Require the Regulation Best Interest Annuities Training.

Arkansas Regulation Best Interest – Annuities Training Requirement – Effective 07/08/2021

- Producers who engage in the sale of annuities must complete a one-time 4-hour Regulation Best Interest – Annuities (Reg BI) training course prior to selling annuity products.

Producers who hold a life insurance line of authority on the effective date and desire to sell annuities, shall complete the 4-hour Reg BI course within 6 months after the effective date prior to selling annuity products.

Link to Full information for Arkansas Regulation Best Interest:

<https://insurance.arkansas.gov/uploads/resource/documents/7-2021.pdf>



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California Annuity Training Requirement Currently Effective:

Initial 8 Hour Annuity Training Requirement:

- Prior to selling annuities in California, producers must complete an initial **8-hour**, state-approved annuity training course.
- This requirement applies to resident and non-resident producers.

Ongoing 4 Hour Annuity Training Requirement:

- After completion of the initial 8-hour training requirement, producers must complete a **4-hour**, state-approved annuity CE course during each 2-year license term to continue selling annuities.
- This requirement applies to resident and non-resident producers.
- At this point in time it appears that California will not be reciprocal with training taken in other states.



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Colorado Annuity Training Requirement:

Annuity Training Requirement Effective 04/01/11:

- Producers who hold a life insurance line of authority on 4/1/11 must complete a one-time 4 hour Annuity Training course by 10/1/11.
- Individuals who obtain a life insurance line of authority on or after 4/1/11 may not engage in the sale of annuities until they have completed this training.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

Link to full text of Colorado Regulation:

<https://www.sos.state.co.us/CCR/GenerateRulePdf>.



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Connecticut Annuity Training Requirements:

Connecticut Regulation Best Interest - Annuity Training Requirement – Effective: 3/1/2022

- Licensees who sell annuity products need to complete a new Regulation Best Interest - Annuities Course (Reg BI) prior to selling annuities.
- Producers that completed the 4-hour annuity training prior to Reg BI effective date may take either 1-hour Reg BI course or the new 4-hour Reg BI course within 6 months of the effective date.
- Producers who have not completed the 4-hour annuity training must take the Reg BI 4-hour course prior to selling annuities.

Link to see the full Regulation:

<https://eregulations.ct.gov/eRegsPortal/Search/getDocument?guid=%7bB004417B-0000-C4D1-9F8F-EF3EFAC415DA%7d>

Connecticut has adopted amendments and additions to the Regulations of Connecticut State Agencies which require annuity training.

Below is a brief summary of the agent continuing education/training requirements.

- Producers licensed to sell, solicit or negotiate annuities prior to the 2/18/2012 must complete a one-time 4 hour Annuity Training course by 8/18/2012 in order to continue to sell annuities.
- Individuals who obtain a life insurance license on or after 2/18/2012 must complete this training before selling, soliciting or negotiating annuity products.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement..
- Carrier is responsible for providing product specific training.

Link to full text of Connecticut regulation:

http://www.ct.gov/cid/lib/cid/Suitability_in_Annuity_Transactions.pdf



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Delaware Annuity Training Requirements:

Delaware Regulation Best Interest - Annuity Training Requirement – Effective: 8/1/2021

- Licensees who sell annuity products need to complete a new Regulation Best Interest - Annuities Course (Reg BI) prior to selling annuities.
- Producers that completed the 4-hour annuity training prior to Reg BI effective date may take either 1-hour Reg BI course or the new 4-hour Reg BI course within 6 months of the effective date.
- Producers who have not completed the 4-hour annuity training must take the Reg BI 4-hour course prior to selling annuities.

Link to Full text of Delaware Regulation Best Interest:

<https://regulations.delaware.gov/register/december2020/proposed/24%20DE%20Reg%20533%2012-01-20.htm>

Delaware Annuity Training Requirement Effective 6/1/2017

- Producers who hold a life license line of authority on 6/1/2017 must complete a one-time 4 hour Annuity Training course by 12/1/2017
- Individuals who obtain a life insurance line of authority on or after 6/1/2017 may not engage in the sale of annuities until they have completed this training.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement..
- Carrier is responsible for providing product specific training.

Link to full text of Connecticut regulation:

<http://regulations.delaware.gov/register/december2016/final/20%20DE%20Reg%20456%2012-01-16.pdf>



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District of Columbia Annuity Training Requirement:

Annuity Training Requirement Effective 06/24/2011:

- Producers holding a life line of authority prior to 6/24/2011 and who desire to sell annuities must complete a one-time 4 hour Annuity Training course by 12/24/2011.
- Individuals who obtain a life insurance line of authority on or after 6/24/2011 must complete this training before selling annuities.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

Link to full text of District of Columbia Regulation:

<http://www.dcregs.dc.gov/Gateway/ChapterHome.aspx?ChapterNumber=26-A84>



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Florida Suitability Training Currently Effective:

- Resident agents licensed to sell life insurance must complete at least 5 hours of continuing education in Law and Ethics each continuing education compliance period. Licensees may use these hours to satisfy their ethics continuing education requirements.
- This requirement only applies to Florida resident agents.

Florida Annuity Training Requirement Effective 10/1/2013:

Florida has passed Senate Bill 166 with an effective date of 10/1/2013.

This annuity product training required by this bill is in addition to the current suitability training in effect in Florida (see above).

Annuity Training Required in Senate Bill 166:

- Agents must complete product training on each annuity product prior to selling that annuity product.
- Carrier is responsible for providing product specific training.
- This Training applies to resident and nonresident agents

In addition to the annuity training requirements listed above Senate Bill 166 also makes changes that are important to individual agents. Below is a partial list of changes; however, we encourage each agent to read the entire 6 page bill to better understand their responsibilities under the revised law.

- This Bill extends the annuity suitability requirements that existed prior to 10/1/2013 to all annuity sales, regardless of age of the annuitant or applicant.
- Replacement and Suitability forms must be received by carrier within 10 days of execution.

Link to full text of Florida Senate Bill 166: <http://laws.flrules.org/2013/163>



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Georgia Annuity Training Requirement:

This rule goes into effect March 1st, 2016.

Below is a brief summary of the Agent continuing education/training requirements contained in the Proposed Rule making.

- Producers licensed to sell, solicit or negotiate annuities prior to the effective date must complete a one-time 4 hour Annuity Training course within 6 months of the effective date in order to continue to sell annuities.
- Individuals who obtain a life insurance license on or after the effective date must complete this training before selling, soliciting or negotiating annuity products.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

Link to full text of the Georgia Proposal affecting agent training requirements:

<http://www.oci.ga.gov/ExternalResources/ANNOUNCEMENTS/2095AR-8202015105842.pdf>



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Hawaii Annuity Training requirements:

Hawaii has passed Senate Bill 1278 which requires annuity training.

Below is a brief summary of the Agent continuing education/training requirements contained in recently passed Hawaii Senate Bill 1278.

- Producers authorized to sell life or accident and health or sickness insurance and who engage in the sale of annuity products must complete a one-time 4 hour Annuity Training by January 31, 2012.
- Any insurance producer who obtains a life insurance line of authority after January 31, 2012, may not engage in the sale of annuities until they have completed a one-time 4 hour annuity training course.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

Follow the Link below to view the entire text of Hawaii Senate Bill 1278

http://www.capitol.hawaii.gov/session2011/Bills/SB1278_.pdf



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Idaho Annuity Training Requirements:

Idaho has adopted the regulation best interest training requirement as a part of House bill No. 79- annuities consumer protections act.

Idaho Regulation Best Interest - Annuity Training Requirement – Effective: 7/1/2021

- Licensees who sell annuity products need to complete a new Regulation Best Interest - Annuities Course (Reg BI) prior to selling annuities.
- Producers that completed the 4-hour annuity training prior to Reg BI effective date may take either 1-hour Reg BI course or the new 4-hour Reg BI course within 6 months of the effective date.
- Producers who have not completed the 4-hour annuity training must take the Reg BI 4-hour course prior to selling annuities.

Link to Full Idaho Regulation Best interest Bill: <https://legislature.idaho.gov/wp-content/uploads/sessioninfo/2021/legislation/H0079.pdf>

Idaho has adopted amendments to IDAPA 18.01.09 to require produce annuity training.

The effective date is 4/4/2013

Below is a brief summary of the agent continuing education/training requirements contained in the proposed changes.

- Producers licensed before 4/4/2013 who engage in the sale of annuity products must complete a one-time 4 hour Annuity Training by 10/4/2013.
- Producers licensed on or after 4/4/2013 must complete this training prior to selling annuities.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

Link to full text of Idaho regulation:

<http://adminrules.idaho.gov/rules/current/18/0109.pdf>



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Illinois Annuity Training Requirements:

Illinois has adopted amendments to Rule 3120, Suitability in Annuity Transactions.

The effective date is 9/26/2011

Below is a brief summary of the agent continuing education/training requirements contained in the proposed changes.

- All producers licensed to sell, solicit or negotiate annuities (regardless of date of licensure) must complete a one-time 4 hour Annuity Training course by 7/1/2012 to sell annuities.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

Link to full text of Illinois proposed regulation changes:

http://www.cyberdriveillinois.com/departments/index/register/register_volume35_issue41.pdf

Note: This is a link to the Illinois Register, Volume 35, Issue 41, Oct 7, 2011. This is a 476 page PDF document. The referenced changes involving annuity suitability training begin on page 390 (cumulative page number 16087) of this document.



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Indiana Annuity Training Requirement:

Indiana has enacted House Bill 1486 and House Bill 1015 this legislative session. HB 1486 makes changes to the agent training requirements related to the sale of annuities and HB 1015 makes changes to the agent training requirements contained within HB 1486.

NOTE:

On 6/30/2011 Indiana DOI issued Bulletin 1804 to explain the annuity training requirements. Follow the link below to access this bulletin. http://www.in.gov/idoi/files/4903_001.pdf

Below is a brief summary of the Annuity Training Requirements of Indian House Bills 1486 and 1015.

- If an individual is licensed with a life authority prior to 01/1/2012 they must complete a one- time 4 hr annuity training course by 7/01/2012 to continue selling annuities.
- If an individual is licensed with a life authority on or after 01/1/2012 they must complete the 4 hr annuity training course prior to selling an annuity product.
- These training requirements apply to resident and non-resident agents.
- Indiana non-resident agents may complete a substantially similar training requirement in another state to meet this requirement.
- Carriers are required to provide product specific training beginning 1/1/2012.

Follow the Link below to view the entire text of the enrolled version of Indiana House Bill 1486.

***NOTE:** This entire bill is 54 pages long and has a working title of "Insurance Matters". This bill covers amendments and additions to many sections of Indiana Insurance Code.*

<http://www.in.gov/legislative/bills/2011/HE/HE1486.1.html>

Follow the Link below to view the entire text of the enrolled version of Indiana House Bill 1015.

***NOTE:** This entire bill is 8 pages long and has a working title of "Insurance Matters". This bill covers amendments and additions to several sections of Indiana Insurance Code.*

<http://www.in.gov/legislative/bills/2011/HE/HE1015.1.html>



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Iowa Annuity Training Requirement Currently Effective:

Iowa has adopted Regulation to require agents to act in the best interest of their customers on May 11, 2020

Iowa Regulation Best Interest - Annuity Training Requirement – Effective: 1/1/2021

- Licensees who sell annuity products need to complete a new Regulation Best Interest - Annuities Course (Reg BI)
- Producers that completed the 4-hour NAIC course prior to Reg BI effective date may take either 1-hour Reg BI course (Available until 06/30/2021) or the new 4-hour Reg BI course.
- Producers who have not completed the 4-hour NAIC course must take the Reg BI 4-hour course prior to selling annuities.

Link to Legislation: https://iid.iowa.gov/sites/default/files/bi_af.pdf

Annuity Training Requirement Currently Effective as of 01/01/11:

- Prior to selling or soliciting any annuity product in Iowa, all producers must complete a one-time 4 hour Annuity Training course.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- This requirement is separate from the Indexed Products requirement.
- Carrier is responsible for providing product specific training.

Link to full text of Iowa Regulation:

<https://www.legis.iowa.gov/docs/iac/agency/09-18-2013.191.pdf>

Scroll to 191-15.68

Iowa Indexed Products Training Requirement Currently Effective:

All insurance producers selling or soliciting Indexed Products in Iowa must complete a one-time 4 hour Indexed Product Course.



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Kansas Annuity Training Requirement:

Kansas has KAR 40-2-149 as part of implementing the newer NAIC standards for annuity suitability.

Below is a brief summary of the agent continuing education/training requirements contained in KAR 40-2-149:

- Insurance producers licensed to sell, solicit or negotiate annuities prior to 06/1/13 must complete a one-time 4 hour Annuity Training course by 12/1/2013 in order to continue to sell annuities.
- Individuals who obtain a life insurance license on or after 06/1/2013 must complete this training before selling, soliciting or negotiating annuity products.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.



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Kentucky Annuity Training Requirement:

Kentucky has adopted an amendment of KAR 806 12:120 to include best interest obligation.

Kentucky Regulation Best Interest - Annuity Training Requirement – Effective: 01/01/2022

- Licensees who sell annuity products need to complete a new Regulation Best Interest - Annuities Course (Reg BI) prior to selling annuities.
- Producers that completed the 4-hour annuity training prior to Reg BI effective date may take either 1-hour Reg BI course or the new 4-hour Reg BI course within 6 months of the effective date.
- Producers who have not completed the 4-hour annuity training must take the Reg BI 4-hour course prior to selling annuities

Kentucky has amended Regulation KAR 806 12:120 “Suitability in Annuity Transactions” as part of implementing the newer NAIC standards for annuity suitability.

NOTE: Amended KAR 806 12:120 (above) contains annuity training requirements by referencing another section of KAR which is currently proposed. The proposed amendments to the section of KAR containing the actual annuity training requirements is KAR 806 9:220 “Continuing Education”. There is a public hearing scheduled for July 27, 2011 on the proposed amendments to the continuing education section of KAR.

The effective date of the adopted amendment to KAR 806 12:120 “Suitability in Annuity Transactions” and the proposed amendments to KAR 806 9:220 “Continuing Education” is January 1, 2012.

The text of the final regulation may not be published prior to the amendment(s) effective date due to Kentucky’s administrative rulemaking and publishing procedures.

Below is a brief summary of the agent continuing education/training requirements contained in the adopted and proposed amendments to Kentucky Administrative Regulations (KAR):

- Insurance producers licensed to sell, solicit or negotiate annuities prior to 01/1/12 must complete a one-time 4 hour Annuity Training course within 6 months of the effective date in order to continue to sell annuities.
- Individuals who obtain a life insurance license on or after 01/1/12 must complete this training before selling, soliciting or negotiating annuity products.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement..
- Carrier is responsible for providing product specific training.

Follow the link below to view the entire text of adopted amendments to KAR 806 12:120, “Suitability in Annuity Transactions” <http://www.lrc.state.ky.us/kar/806/009/220.htm> scroll to section 5

Due to the Kentucky’s rulemaking and publishing process we cannot currently provide a link to the proposed amendments to KAR 806 9:220, “Continuing Education”



The Success Family of CE Companies

Louisiana Annuity Training Requirement:

House Bill LA-H1177 was signed by the Governor.

The effective date is 8/15/2012.

Below is a brief summary of the agent continuing education/training requirements contained in the introduced version of House Bill LA-H1177.

- Insurance producers licensed to sell, solicit or negotiate annuities prior to 8/15/2012 must complete a one-time 4 hour Annuity Training course by 1/1/2013 in order to continue to sell annuities.
- Individuals who obtain a life insurance license on or after 8/15/2012 must complete this training before selling, soliciting or negotiating annuity products.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

Link to Louisiana House Bill LA-H1177:

<http://legis.la.gov/legis/Law.aspx?d=815030>



The Success Family of CE Companies

Maine Annuity Training Requirement:

On Maine gave notice of Proposed rulemaking related to The Best Interest in Annuity Suitability

Maine Regulation Best Interest - Annuity Training Requirement – Effective: 01/01/2022

- Licensees who sell annuity products need to complete a new Regulation Best Interest - Annuities Course (Reg BI) prior to selling annuities.
- Producers that completed the 4-hour annuity training prior to Reg BI effective date may take either 1-hour Reg BI course or the new 4-hour Reg BI course within 6 months of the effective date.
- Producers who have not completed the 4-hour annuity training must take the Reg BI 4-hour course prior to selling annuities

Link to full Rule: https://www.maine.gov/pfr/insurance/legal/rules/pdf/917_final_rule.pdf

On January 5, 2011 Maine gave notice of proposed rulemaking related to annuity suitability.

This rule goes into effect November 1st, 2015.

Below is a brief summary of the Agent continuing education/training requirements contained in the Proposed Rule making.

- Producers licensed to sell, solicit or negotiate annuities prior to the effective date must complete a one-time 4 hour Annuity Training course within 6 months of the effective date in order to continue to sell annuities.
- Individuals who obtain a life insurance license on or after the effective date must complete this training before selling, soliciting or negotiating annuity products.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

Link to full text of the Maine Proposal affecting agent training requirements:

www.maine.gov/sos/cec/rules/02/031/031c917.doc



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Maryland Annuity Training Requirement:

Maryland has amended insurance regulations (COMAR 31.09.12) to require annuity training.

The effective date of the amendments is November 1, 2011.

Below is a brief summary of the agent continuing education/training requirements contained in the amendments.

Source: The Maryland Register (Volume 38 Issue 3).

- Insurance producers licensed to sell, solicit or negotiate annuities prior to 11/1/11 must complete a one-time 4 hour Annuity Training course within 6 months of the effective date in order to continue to sell annuities.
- Individuals who obtain a life insurance license on or after 11/1/11 must complete this training before selling, soliciting or negotiating annuity products.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

Below is a link to the amended Maryland Code of Regulations (COMAR) sections 31.09.12.

http://www.dsd.state.md.us/comar/SubtitleSearch.aspx?search=31.09.12.*



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Massachusetts Annuity Training Requirement:

Massachusetts has given notice of currently effective rulemaking related to annuity suitability.

This rule goes into effect July 1st, 2016

Below is a brief summary of the Agent continuing education/training requirements contained in the Proposed Rule making.

- Producers licensed to sell, solicit or negotiate annuities prior to the effective date (7/1/2016) must complete a one- time 4 hour Annuity Training course within 6 months (12/31/2016) of the effective date in order to continue to sell annuities.
- Individuals who obtain a life insurance license on or after the effective date (7/1/2016) must complete this training before selling, soliciting or negotiating annuity products.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

Link to full text of the Massachusetts law affecting agent training requirements:

www.mass.gov/courts/docs/lawlib/210-219cmr/211cmr96.pdf



The Success Family of CE Companies

Michigan Annuity Training Requirement:

Michigan Regulation Best Interest – Annuity Training Requirement – Effective: 6/29/2021

- Licensees who sell annuity products need to complete a new Regulation Best Interest – Annuities Course (Reg BI)
- Producers that completed the 4-hour Annuity course prior to the Reg BI effective date may take either the 1-hour Reg BI or the new 4-hour Reg BI course.
- Producers who have not completed the 4-hour Annuity course must take the Reg BI 4-hour course prior to selling annuities.

Link to Full Michigan Regulation Best Interest: <http://www.legislature.mi.gov/documents/2019-2020/billanalysis/House/pdf/2019-HLA-6112-C0617657.pdf>

Annuity Training Requirement:

- Agents who hold a life insurance line of authority on 6/1/2013 and desire to sell annuities must complete a one-time 4 hour Annuity Training course by 12/1/2013.
- Individuals who obtain a life insurance line of authority on or after 6/1/2013 may not engage in the sale of annuities until they have completed this training.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement..
- Carrier is responsible for providing product specific training.



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Minnesota Annuity Training Requirement:

Annuity Training Requirement:

- Agents who hold a life insurance line of authority on 6/1/2013 and desire to sell annuities must complete a one-time 4 hour Annuity Training course by 07/01/2014.
- Individuals who obtain a life insurance line of authority on or after 1/1/2014 may not engage in the sale of annuities until they have completed this training.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement..
- Carrier is responsible for providing product specific training.

Link to full text of Minnesota House file 791.1

<https://www.revisor.mn.gov/laws/?id=54&year=2013&type=0>



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Mississippi Annuity Training Requirement:

Annuity Training Requirement:

- Agents who hold a life insurance line of authority on 4/10/2013 and desire to sell annuities must complete a one-time 4 hour Annuity Training course by 04/10/2014.
- Individuals licensed between 4/10/2013 and 9/1/2013 who desire to sell annuities must complete this training by 9/1/2013.
- Individuals licensed on or after 9/1/2013 may not engage in the sale of annuities until they have completed this training.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement..
- Carrier is responsible for providing product specific training.



The Success Family of CE Companies

Missouri Annuity Training Requirement:

Missouri has given notice of currently effective rulemaking related to annuity suitability.

This rule goes into effect March 30th, 2017

Below is a brief summary of the Agent continuing education/training requirements contained in the Proposed Rule making.

- Producers licensed to sell, solicit or negotiate annuities prior to the effective date (3/30/2017) must complete a one- time 4 hour Annuity Training course within 6 months (9/30/2017) of the effective date in order to continue to sell annuities.
- Individuals who obtain a life insurance license on or after the effective date (3/30/2017) must complete this training before selling, soliciting or negotiating annuity products.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

Link to full text of the Missouri law affecting agent training requirements:

<http://www.sos.mo.gov/cmsimages/adrules/csr/current/20csr/20c400-5.pdf>



The Success Family of CE Companies

Montana Annuity Requirement:

Montana has adopted the Regulation Best Interest Annuity Requirement in Section 6. Section 33-20-807 , MCA on February 22, 2021.

Montana Regulation Best Interest – Annuity Training Requirement – Effective 10/1/2021

- Licensees who sell annuity products need to complete a new Regulation Best Interest – Annuities Course (Reg BI)
- Producers that completed the 4-hour Annuity course prior to the Reg BI effective date may take either the 1-hour Reg BI or the new 4-hour Reg BI course.
- Producers who have not completed the 4-hour Annuity course must take the Reg BI 4-hour course prior to selling annuities.

Link to Full Bill: <https://leg.mt.gov/bills/2021/LcHtml/LC0098.htm>

*The Approved Success CE 4 Hour annuity Course for Montana covers the Montana requirements. However, Montana differs from the standard NAIC Suitability Model in that they do not require agents to complete a 4-hr general annuities course. They do however, indicate that their agents should be trained, at a minimum, on the following topics:

- a. The types of Annuities and various classifications of annuities
- b. Identification of the parties to an annuity
- c. How product-specific annuity contract features affect consumers
- d. The application of income taxation of qualified and nonqualified annuities
- e. The primary uses of annuities
- f. Appropriate sales practices, replacement and disclosure requirements



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Nebraska Annuity Training Requirement:

Nebraska has adopted the Regulation Best Interest Annuity Requirement in Legislative bill 22 on January 7, 2021.

Nebraska Regulation Best Interest – Annuity Training Requirement – Effective 7/1/2021

- Licensees who sell annuity products need to complete a new Regulation Best Interest – Annuities Course (Reg BI)
- Producers that completed the 4-hour Annuity course prior to the Reg BI effective date may take either the 1-hour Reg BI or the new 4-hour Reg BI course.
- Producers who have not completed the 4-hour Annuity course must take the Reg BI 4-hour course prior to selling annuities.

Link to full Legislative Bill 22: <https://nebraskalegislature.gov/FloorDocs/107/PDF/Intro/LB22.pdf>

Annuity Training Requirement:

- Agents who hold a life insurance line of authority on 7/19/2012 and desire to sell annuities must complete a one-time 4 hour Annuity Training course by 1/19/2013.
- Individuals who obtain a life insurance line of authority on or after 7/19/2012 may not engage in the sale of annuities until they have completed this training.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement..
- Carrier is responsible for providing product specific training.

Link to full text of Nebraska Legislative Bill 887: http://www.americo.com/ac_docs/bulletincb128annuitiesuitability.pdf



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Nevada has no Annuity requirement at this time



The Success Family of CE Companies

New Hampshire Annuity Training Requirement:

Annuity Training Requirement:

- Agents who hold a life insurance line of authority on 1/1/2015 and desire to sell annuities must complete a one-time 4 hour Annuity Training course by 7/1/2015.
- Individuals who obtain a life insurance line of authority on or after 1/15/2015 may not engage in the sale of annuities until they have completed this training.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement..
- Carrier is responsible for providing product specific training.



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New Jersey Annuity Training Requirement:

Annuity Training Requirement:

- All agents who hold a life insurance line of authority and desire to sell annuities must complete a one-time 4 hour Annuity Training course by 08/4/2013.
- Individuals who obtain a life insurance line of authority on or after 8/4/2013 may not engage in the sale of annuities until they have completed this training.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement..
- Carrier is responsible for providing product specific training.



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New Mexico has no Annuity requirement at this time



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New York DFS Final version of amendments to Regulation 187:

New York adopts a Best Interest Standard in the sale of Life Insurance and Annuities. The amended Regulation 187 will become effective for **annuity products** on **August 1st, 2019** and for **life insurance products** on **February 1st, 2020**.

New York amended regulation requires an Agent Training Requirement:

New York requires that all Resident and Non-Resident agents be properly trained on the Annuities and Life Insurance Products that they sell. New York requires that agents take a 4 hour course in the subject of "Suitability and Best Interest in Life Insurance and Annuity Transactions" - (*amended Regulation 187*).

Carrier is responsible for providing Product Specific Training.

Link to full text of New York final version of New York Regulation 187:

https://www.dfs.ny.gov/docs/insurance/r_finala/2018/rf187a1txt.pdf



The Success Family of CE Companies

North Carolina has no Annuity requirement at this time



The Success Family of CE Companies

North Dakota Annuity Training Requirement:

North Dakota has adopted House Bill No.1160 to amend previous Annuity Requirements to include Regulation Best Interest

North Dakota Regulation Best Interest – Annuity Training Requirement – Effective: 1/1/2022

- Licensees who sell annuity products need to complete a new Regulation Best Interest – Annuities Course (Reg BI)
- Producers that completed the 4-hour Annuity course prior to the Reg BI effective date may take either the 1-hour Reg BI or the new 4-hour Reg BI course.
- Producers who have not completed the 4-hour Annuity course must take the Reg BI 4-hour course prior to selling annuities.

Link to full amended House Bill No.1160: <https://www.legis.nd.gov/assembly/67-2021/documents/21-0473-02000.pdf>

North Dakota House Measure 1160 was signed by the Governor and filed with the Secretary of State on April 19, 2011.

Below is a brief summary of the new North Dakota agent Annuity Training Requirements effective 8/1/2011.

- Producers licensed to sell, solicit or negotiate annuities prior to 8/1/2011 must complete a one-time 4 hour Annuity Training course by 8/1/2012 in order to continue to sell annuities.
- Individuals who obtain a life insurance license on or after 8/1/2011 must complete this training before selling, soliciting or negotiating annuity products.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

Link to full text of Enrolled version of North Dakota House Bill 1160:

<http://www.legis.nd.gov/assembly/62-2011/documents/11-0360-03000.pdf>



The Success Family of CE Companies

Ohio Annuity Training Requirement:

Ohio has adopted Regulation Best interest under Rule 3901-6-13 Suitability in annuity transactions

Ohio Regulation Best Interest – Annuity Training Requirement – Effective: 2/14/2021

- Licensees who sell annuity products need to complete a new Regulation Best Interest - Annuities Course (Reg BI)
- Producers that completed the 4-hour Annuity course prior to Reg BI effective date may take either 1-hour Reg BI or the new 4-hour Reg BI course.
- Producers who have not completed the 4-hour Annuity course must take the Reg BI 4-hour course prior to selling annuities.

Link to full OH Rule 3901-6-13: <https://codes.ohio.gov/ohio-administrative-code/rule-3901-6-13>

On February 3, 2011 Ohio re-adopted an amended version of existing Rule 3901-6-13 “Suitability in Annuity Transactions”

Below is a brief summary of the agent continuing education/training requirements contained in the re-adopted version of Rule 3901-6-13:

- Producers licensed to sell, solicit or negotiate annuities prior to 7/1/2011 date must complete a one-time 4 hour Annuity Training course by January 1, 2012 in order to continue to sell annuities.
- Individuals who obtain a life insurance license on or after 7/1/2011 must complete this training before selling, soliciting or negotiating annuity products.
- This requirement applies to resident and non-resident producers.
- Ohio non-resident agents may complete a substantially similar training requirement in another state to meet this requirement.
- Carrier is responsible for providing product specific training.

Link to full text of Ohio Re-adopted Rule 3901-6-13: [http://www.registerofohio.state.oh.us/pdfs/3901/0/6/3901-6-13 PH FF N RU 20110203 0922.pdf](http://www.registerofohio.state.oh.us/pdfs/3901/0/6/3901-6-13_PH_FF_N_RU_20110203_0922.pdf)



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Oklahoma Annuity Training Requirement:

Annuity Training Requirement Currently Effective:

- Producers who held a life insurance line of authority prior to 07/14/2010 and desires to sell annuities must complete a one-time 4 hour Annuity Training course by 07/14/2011.
- Individuals who obtain a life insurance line of authority on or after 07/14/2010 may not engage in the sale, solicitation or negotiation of annuities until this training has been completed.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.

Link to full text of Oklahoma Regulation:

<http://www.ok.gov/oid/documents/SUBCHAPTER%203.%20%20PRODUCERS,%20BROKERS%20AND%20LIMITED%20LINES%20PRODUCERS.pdf>

Scroll to 365:25-3-21



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Oregon Annuity Training Requirement:

On February 3, 2011 Oregon amended and renumbered OAR 836-080-170 to 836-080-0190 related to annuity suitability.

Below is a brief summary of the affect on agent continuing education/training requirements as a result of the changes noted above:

- Oregon requires 4 hours of annuity training for all agents selling annuity products. The “Effective Date and Operative Date” section of this new requirement states: “Insurance producers who hold a life insurance line of authority on the effective date of OAR 836-080-0170 to 836-080-0190 and who desire to sell annuities shall complete the requirements of OAR 836-080-0183 (where the 4 hour annuity training requirement is located) within six months after July 1, 2011.” This would indicate that agents licensed on 7/1/2011 must complete the 4 hour annuity training by 1/1/2012 to sell annuities.
- The “Effective Date and Operative Date” section of this new requirement also states “OAR 836-080-0170 to 836-080-0190 and the amendments to OAR 836-080-0090 become operative on July 1, 2011, except that the requirement under OAR 836-080-0183 (2) shall become operative on August 1, 2011 or six months after the director determines that the requisite training is available”. This appears to indicate that the effective date may be delayed if annuity courses are not available. This is unlikely as Success CE already has the course approved in Oregon.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

Text of the final regulation text may not be published before the regulation's effective date due to the state's rulemaking and publishing process.

Link to full text of Oregon changes affecting agent training requirements:

http://arcweb.sos.state.or.us/pages/rules/oars_800/oar_836/836_080.html

scroll to 836 080 170.



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Pennsylvania Annuity Training Requirement:

On December 26th, 2018 the Pennsylvania Department of Insurance ("PID") will be implementing new procedures regarding the suitability of annuity transactions, pursuant to Act 48 of 2018 ("Act 48") - [Act 48, Section 403.1-B]

This rule goes into effect December 26th, 2018:

- Requires licensed insurance producers with the authority to sell annuities in Pennsylvania to complete at least 4 continuing education credits in an approved annuity training course.
- The continuing education credit requirement shall be met on or before the end of the insurance producer's next complete license period occurring after the effective date, 12/26/2018.
- Individuals licensed on or after 12/26/2018, the requirement shall be met on or before the end of the insurance producer's first license period.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product-specific training.

Link to full text of Pennsylvania Regulation: [Click Here](#)



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Rhode Island Annuity Training Requirement:

Rhode Island announced its new regulation best interest requirement in Insurance Bulletin Number 2021 -1

Rhode Island Regulation Best Interest – Annuity Training Requirement – Effective: 4/2/2021

- Licensees who sell annuity products need to complete a new Regulation Best Interest – Annuities Course (Reg BI)
- Producers that completed the 4-hour Annuity course prior to Reg BI effective date may take either 1-hour Reg BI or the new 4-hour Reg BI course.
- Producers who have not completed the 4-hour Annuity course must take the Reg BI 4-hour course prior to selling annuities.

Link to full Regulation: <https://rules.sos.ri.gov/regulations/part/230-20-25-1/11225>

Annuity Training Requirement Effective 06/01/11:

- Insurance producers who hold a life insurance line of authority prior to 06/01/11 and who desire to sell annuities shall complete a one-time 4 hour Annuity Training Course by 12/01/11.
- Individuals who obtain a life insurance line of authority on or after 06/01/11 may not engage in the sale of annuities until they complete this Annuity training requirement.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training

Link to full text of Rhode Island Regulation:

<http://www.dbr.state.ri.us/documents/rules/insurance/InsuranceRegulation12.pdf>



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South Carolina Annuity Training Requirement :

Annuity Training Requirement Effective 09/25/11: New Regulation 69-29

- Insurance producers who hold a life insurance line of authority prior to 09/25/2011 and who desire to sell annuities shall complete a one-time 4 hour Annuity Training Course by 03/25/2012.
- Individuals who obtain a life insurance line of authority on or after 09/25/2011 may not engage in the sale of annuities until they complete this Annuity training requirement.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.



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South Dakota Annuity Training Requirement:

- Agents who hold a life insurance line of authority on 7/1/2012 and desire to sell annuities must complete a one-time 4 hour Annuity Training course by 1/1/2013.
- Individuals who obtain a life insurance line of authority on or after 7/1/2012 may not engage in the sale of annuities until they have completed this training.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

Link to full text of the enrolled version South Dakota Senate Bill 32:

<http://sdlegislature.gov/docs/legsession/2012/Bills/SB32P.htm>



The Success Family of CE Companies

Tennessee Annuity Training Requirement:

On January 5, 2011 Tennessee gave notice of proposed rulemaking related to annuity suitability.

This rule goes into effect November 1st, 2015.

Below is a brief summary of the Agent continuing education/training requirements contained in the Proposed Rule making.

- Producers licensed to sell, solicit or negotiate annuities prior to the effective date must complete a one-time 4 hour Annuity Training course within 6 months of the effective date in order to continue to sell annuities.
- Individuals who obtain a life insurance license on or after the effective date must complete this training before selling, soliciting or negotiating annuity products.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

Link to full text of the Tennessee Proposal affecting agent training requirements:

http://share.tn.gov/sos/rules_filings/08-01-15.pdf



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Texas Annuity Training Requirements:

Texas Regulation Best Interest - Annuity Training Requirement – Effective: 01/01/2022

- Licensees who sell annuity products need to complete a new Regulation Best Interest - Annuities Course (Reg BI) prior to selling annuities.
- Producers that completed the 4-hour annuity training prior to Reg BI effective date may take either 1-hour Reg BI course or the new 4-hour Reg BI course within 6 months of the effective date.
- Producers who have not completed the 4-hour annuity training must take the Reg BI 4-hour course prior to selling annuities

Link to the state information: https://www.tdi.texas.gov/agent/annuity_certifi.html

Texas initial one-time 4hr. annuity suitability training requirement:

- Resident AND non-resident agents are required to complete the 4 hr initial annuity training prior to selling annuities.
- Texas will accept the completion of a substantially similar course in another state to meet this requirement
- Insurers must provide product specific training

Texas ongoing annuity training requirement

- Texas RESIDENT agents must complete 8 hours of ongoing annuity continuing education each license renewal(does not apply to non-resident Texas licensees).
- The initial one-time 4 hr. annuity training listed above counts towards the 8 required hours in the biennium in which the initial course is completed.



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Utah Annuity Training Requirement:

Utah has amended R590-230-1 thru 9 to require insurers to provide product specific training.

Annuity Training in Rule R590-230-1+:

- This rule does not require agents to complete a one-time 4 hour CE course like most of the other states.
- This requirement applies to resident and non-resident producers.
- Carrier is responsible for providing product specific training.
- Enforcement will begin 5/25/2012

Link to amended text of Rule R590-230-1+

<http://www.rules.utah.gov/publicat/code/r590/r590-230.htm>



The Success Family of CE Companies

Vermont has no Annuity requirement at this time



The Success Family of CE Companies

Maryland Annuity Training Requirement:

Maryland has amended insurance regulations (COMAR 31.09.12) to require annuity training.

The effective date of the amendments is November 1, 2011.

Below is a brief summary of the agent continuing education/training requirements contained in the amendments.

Source: The Maryland Register (Volume 38 Issue 3).

- Insurance producers licensed to sell, solicit or negotiate annuities prior to 11/1/11 must complete a one-time 4 hour Annuity Training course within 6 months of the effective date in order to continue to sell annuities.
- Individuals who obtain a life insurance license on or after 11/1/11 must complete this training before selling, soliciting or negotiating annuity products.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

Below is a link to the amended Maryland Code of Regulations (COMAR) sections 31.09.12.

http://www.dsd.state.md.us/comar/SubtitleSearch.aspx?search=31.09.12.*



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Virginia Annuity Training Requirement:

Virginia Regulation Best Interest – Annuity Training Requirement – Effective: 9/1/2021

- Licensees who sell annuity products need to complete a new Regulation Best Interest – Annuities Course (Reg BI)
- Producers that completed the 4-hour Annuity course prior to Reg BI effective date may take either 1-hour Reg BI or the new 4-hour Reg BI course.
- Producers who have not completed the 4-hour Annuity course must take the Reg BI 4-hour course prior to selling annuities.

Link to the State annuity Training FAQ's: <https://www.scc.virginia.gov/getattachment/5919fc6d-4c25-4023-8145-2244588ff1dc/ATS.pdf>

Virginia has given notice of currently effective rulemaking related to annuity suitability.

This rule goes into effect April 1st, 2017

Below is a brief summary of the Agent continuing education/training requirements contained in the Proposed Rule making.

- Producers licensed to sell, solicit or negotiate annuities prior to the effective date (4/1/2017) must complete a one- time 4 hour Annuity Training course within 9 months (1/1/2018) of the effective date in order to continue to sell annuities.
- Individuals who obtain a life insurance license on or after the effective date (4/1/2017) must complete this training before selling, soliciting or negotiating annuity products.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

Link to full text of the Virginia law affecting agent training requirements:

<http://www.scc.virginia.gov/docketsearch#caseDetails/136671>



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Washington Annuity Training Requirement:

- Agents who hold a life insurance line of authority on 3/29/2012 and desire to sell annuities must complete a one-time 4 hour Annuity Training course by 9/29/2012.
- Individuals who obtain a life insurance line of authority on or after 3/29/2012 may not engage in the sale of annuities until they have completed this training.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

Note: The rule should show up on the recently adopted section of the WA DOI website accessible via this link:
<http://www.rules.utah.gov/publicat/code/r590/r590-230.htm>



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West Virginia Annuity Training Requirement:

West Virginia adopted amendments to existing Title 114 Legislative Rule 11B related to Annuity Suitability.

Below is a brief summary of the Agent continuing education/training requirements contained in the amendments to existing WV Title 114 Rule 11B.

- Producers licensed to sell, solicit or negotiate annuities prior to 07/01/2011 must complete a one-time 4 hour Annuity Training course by 12/31/2011 in order to continue to sell annuities.
- Individuals who obtain a life insurance license on or after 07/01/2011 must complete this training before selling, soliciting or negotiating annuity products.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

Below is a link to the recently amended and adopted Title 114 Legislative Rule 11B:

<http://www.wvinsurance.gov/LinkClick.aspx?fileticket=Fyp7G839d8c%3d&tabid=547>



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Wisconsin Annuity Training requirement:

Annuity Training Requirement Effective 5/1/2011:

- Producers licensed to sell, solicit or negotiate annuities prior to 5/1/2011 must complete a one-time 4 hour Annuity Training course by 11/1/2011.
- Intermediaries who obtain a life insurance license on or after 5/1/2011 must complete this training before selling, soliciting or negotiating annuity products.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

Link to full text of Wisconsin Regulation: <http://legis.wisconsin.gov/statutes/Stat0628.pdf>

Scroll to 628.347



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Wyoming Annuity Training Requirement:

Wyoming has an adopted Chapter 64 dealing with annuity suitability.

The effective date is 9/26/2014.

Below is a brief summary of the Agent continuing education/training requirements contained in the Proposed Rule making.

- Producers licensed to sell annuities on or before 9/26/14 must complete a one-time 4 hour Annuity Training course by 3/26/2015 to continue to selling annuities.
- Individuals who obtain a life insurance license after 9/26/2014 must complete the 4 hr. course before selling, soliciting or negotiating annuity products.
- This requirement applies to resident and non-resident producers.
- Meeting a substantially similar training requirement in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

Link to full text of the Wyoming Proposal affecting agent training requirements:

<http://soswy.state.wy.us/Rules/RULES/9459.pdf>