

Annuity Requirements by State

Continuing Education



PREFACE

Care has been taken to provide accurate information in the subject matter provided within this document. This information is provided with the understanding that Quest CE nor its' employees are engaged in providing legal advice or council.



SECTION 1:

STATES WITH ADOPTED ANNUITY TRAINING REQUIREMENTS

CALIFORNIA - ANNUITY TRAINING REQUIREMENT CURRENTLY EFFECTIVE	3
COLORADO - NEW REQUIREMENT	3
DISTRICT OF COLUMBIA - NEW REQUIREMENT	4
FLORIDA - SUITABILITY TRAINING CURRENTLY EFFECTIVE	4
IOWA - ANNUITY TRAINING REQUIREMENT CURRENTLY EFFECTIVE	4
OHIO - NEW REQUIREMENT	5
OKLAHOMA - ANNUITY TRAINING REQUIREMENT CURRENTLY EFFECTIVE	5
RHODE ISLAND - NEW REQUIREMENT	6
TEXAS - ANNUITY TRAINING REQUIREMENTS CURRENTLY EFFECTIVE	6
WISCONSIN - NEW REQUIREMENT	7

SECTION 2:

STATES WITH PROPOSED ANNUITY TRAINING REQUIREMENTS

CONNECTICUT - PROPOSED REGULATION	8
HAWAII - PROPOSED LEGISLATION	9
INDIANA - PROPOSED LEGISLATION	9
MARYLAND - PROPOSED LEGISLATION	10
NEW YORK - CURRENT AND PROPOSED LEGISLATION	10
NORTH DAKOTA - PROPOSED REQUIREMENT	11
OREGON PROPOSED REQUIREMENT	12
SOUTH CAROLINA PROPOSED REQUIREMENT	13
TENNESSEE PROPOSED REQUIREMENT	13
WEST VIRGINIA PROPOSED REQUIREMENT	14

SECTION 3:

STATES WITH RULES THAT DO NOT REQUIRE AGENT TRAINING

NEW JERSEY PROPOSED...NO AGENT TRAINING REQUIRED	15
--	----



SECTION 1: STATES WITH ADOPTED ANNUITY TRAINING REQUIREMENTS

CALIFORNIA 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.

COLORADO New 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.
- A substantially similar course completed in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

[Link to full text of Colorado Regulation](#)



DISTRICT OF COLUMBIA New Requirement

Effective 06/24/11

- 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.
- A substantially similar course completed in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

[Link to full text of District of Columbia Regulation](#)

FLORIDA Currently Effective

- Resident agents licensed to sell life insurance must complete at least 3 hours of continuing education in suitability in annuity and life insurance transactions 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.

IOWA Currently Effective

- 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.
- A substantially similar course completed 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](#)



OHIO

New Requirement

Effective Date 07/01/11

- 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.
- ** Ohio Non Resident Agents may complete a substantially similar course in another state to meet this requirement.**
- Carrier is responsible for providing product specific training.

[Link to full text of Ohio Requirement](#)

*** This represents a departure in wording of this section from other state adoptions of the NAIC Suitability in Annuity Transactions Model Regulation. So far Ohio is the only state to specify that non-resident agents may take a similar course in another state. The inference is that resident agents must take an Ohio approved course.*

OKLAHOMA

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.
- A substantially similar course completed in another state will meet this requirement.

[Link to full text of Oklahoma Regulation](#)



RHODE ISLAND

New 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.
- A substantially similar course completed in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

[Link to full text of Rhode Island Regulation](#)

TEXAS

Currently Effective

Initial 4 Hour Annuity Training Requirement:

- Resident agents who sell, solicit or negotiate annuities and were licensed prior to April 1, 2010 must complete a 4 hour Annuity Certification Course prior to their next renewal occurring on or after April 1, 2010.
- Resident agents with a license issued on or after 4/1/2010 must complete a 4 hour Annuity Certification Course before selling, soliciting, or negotiating annuities.
- The Annuity Certification course does apply towards the continuing education requirement.
- The Continuing Education exemption based on 20 years of continuous licensure does not apply to the Annuity Certification Course requirement
- This requirement only applies to Texas resident agents.

Ongoing 4 Hour Annuity Training Requirement:

- After completion of the initial 4-hour Annuity Certification Course, producers must complete a 4-hour, state- approved Annuity Continuing Education Course every 12 months. This 12 month period is calculated from the date of the license renewal date.
- The Continuing Education exemption based on 20 years of continuous licensure does not apply to the Annuity Continuing Education Course requirement.
- This requirement only applies to Texas resident agents.



WISCONSIN New Requirement

Effective 5/01/11

- 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.
- A substantially similar course completed in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

[Link to full text of Wisconsin Regulation](#)



Below is a listing of Proposed Rule and regulations that will impose Annuity Training Requirements if passed as currently written.

SECTION 2: STATES WITH PROPOSED ANNUITY TRAINING REQUIREMENTS

CONNECTICUT Proposed Regulation

Proposed Effective Date N/A

Connecticut is proposing amendments and additions to the Regulations of Connecticut State Agencies as part of adopting the current NAIC Suitability in Annuity Transactions Model Regulations.

Here is a brief summary of the agent continuing education/training requirements contained in the Notice of intent to Amend Regulations.

- 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.
- A substantially similar course completed in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

[Link to full text of Connecticut Proposed Legislation](#)



HAWAII

Proposed Legislation

Proposed Effective Date N/A

On January 26, 2011 companion bills were introduced in the Hawaii House of Representatives and Senate (House Bill 1051 and Senate Bill 1278). These Bills are worded identically and closely resemble The NAIC Suitability in Annuity Transactions Model Regulation. The proposed effective date of both bills is upon approval and there has been no public hearing posted on either bill.

Below is a brief summary of the Agent continuing education/training requirements contained in the both the House Bill and Senate Bill.

- 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.
- State to state reciprocity of training courses is not addressed in either bill.
- Carrier is responsible for providing product specific training.

[Link to full text of Hawaii House Bill](#)
[Link to full text of Hawaii Senate Bill](#)

INDIANA

Proposed Legislation

Proposed Effective Date 7/01/11

On January 20, 2100 Indiana House Bill 1486 was introduced. House Bill 1486 makes numerous additions and amendments to several sections of Indiana Code. Among these are changes affecting training requirements for the sale of variable annuity and life insurance products. Indiana House Bill 1486 varies considerably from other currently proposed and/or recently adopted annuity training requirements in other states. Below is a brief summary of the training requirements in Indiana House Bill 1486

- If an individual is not yet life licensed and wants to become licensed to sell variable annuities and variable life they must have 4 hrs of annuity training in their pre-licensing course.
- If an individual is already life licensed and wants to add the variable life and annuity line they must complete a 4 hr annuity continuing education course.
- It appears that if an individual is already variable annuity licensed in Indiana they do not have to take the training required by House Bill 1486.
- As currently written House Bill 1486 does not require agent training for the sale of fixed annuities.
- State to state reciprocity is not directly addressed in the Bill.
- Carriers are NOT required to provide product specific training by the Bill

[Link to full text of Indiana Regulation](#)

NOTE: This entire bill is 61 pages long and has a working title of "Insurance Matters". This bill covers amendments and additions to many sections of Indiana Insurance Code.



MARYLAND

Proposed Legislation

Proposed Effective Date N/A

Maryland is proposing amendments and additions to insurance regulations as part of adopting the current NAIC Suitability in Annuity Transactions Model Regulations. There is currently no effective date in the proposal, no public hearing has been scheduled and the deadline for comment is February 28, 2011. Below is a brief summary of the agent continuing education/training requirements contained in the Notice of Proposed Action published in the January 28, 2011 issue of The Maryland Register (Volume 38 Issue 3).

- Insurance 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.
- A substantially similar course completed in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

[Link to full text of Maryland Register](#)

NOTE: If you reference the internal pages numbers of the document (upper right hand corner of each page) the information begins at page 23

NEW YORK

Current and Proposed Legislation

Proposed Effective Date 1/19/13

New York Emergency Regulation 187 (Currently in Effect) requires that insurers must ensure their producers are properly trained to sell annuities. This emergency regulation contains no specific hourly requirements for agent training.

[Link to full text of New York Emergency Regulation](#)

New York proposed regulation which includes an Agent Training Requirement; On January 5, 2011 A00563 was introduced, read once and referred to the Committee on Insurance.

As of January 19, 2011 no other action on this Act has been posted on the New York legislative site. This Act would amend existing chapters and add new chapters to New York Insurance Law.

Following is a brief summary of the Training Requirements of this proposed Act:

- The superintendent shall require that a licensee shall complete a minimum of three hours annually on the subject of Suitability in Annuity and Life Insurance Transactions.
- No product specific training is required

[Link to full text of New York Proposed Legislation](#)



NORTH DAKOTA

Proposed Requirement

Proposed Effective Date N/A

There are proposed Annuity Training Requirements for this state. North Dakota House Measure 1160 was introduced on January 6, 2011 and referred to the Business, Industry and Labor Committee.

Below is a brief summary of the Agent continuing education/training requirements contained in the House Bill as of January 6, 2011.

- 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.
- A substantially similar course completed in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

[Link to full text of North Dakota House Bill](#)



OREGON

Proposed Requirement

Proposed Effective Date N/A

There are proposed Annuity Training Requirements for this state Oregon has proposed adopting, amending and renumbering several rules related to annuity suitability. Below is a brief summary of the affect on agent continuing education/training requirements if the proposed rule changes proceed as currently written.

- ****** It is unclear when the training deadline is for producers licensed to sell annuities prior to the effective date of the rules. ******
- 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.
- A substantially similar course completed in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

*** In the proposed new section 836-080-183 reference is made, in 2(a) B, to an individual who is licensed on or after the effective date of the rule completing the training prior selling an annuity; however, unlike other states adopting the NAIC Model regulation they make no mention of the date when a producer licensed prior to the effective date must complete the training. (see excerpts from 836-808-0183 in italics below)*

836-080-0183 Insurance Producer Training

(1) An insurance producer shall not solicit the sale of an annuity product unless the insurance producer has adequate knowledge of the product to recommend the annuity and the insurance producer is in compliance with the insurer's standards for product training. An insurance producer may rely on insurer-provided product-specific training standards and materials to comply with this section.

(2) (a)(A) An insurance producer who engages in the sale of annuity products shall complete a one-time four credit training course provided by a continuing education provider registered with the department.

(B) Individuals who obtain a life insurance line of authority on or after the effective date of OAR 836-080-0170 to 836-080-0190 may not engage in the sale of annuities until the insurance producer completes the annuity training course required under this section.

In the "Statement of Need" accompanying this Oregon proposed Rule, under fiscal impact, the statement below appears to indicate that Oregon intends to adopt the NAIC Model unchanged in the area of agent training. If this is so, it is likely that the intent is to give the existing agent 6 months from the effective date of the rule to complete the training.

"From Statement of Need" The department may incur some fiscal impact in implementing the continuing education requirements if it becomes necessary to revise forms or annual reporting data. In order to minimize any potential fiscal impact, the Division has decided to adopt the model act without additional changes as insurers and producers may already be implementing the requirements of the model act in order to comply with requirements of other states as well as best practices.

[Link to full text of Oregon Proposed Requirement](#)



SOUTH CAROLINA Proposed Requirement

Proposed Effective Date N/A

The South Carolina Department of Insurance is proposing to promulgate a regulation to establish standards to be followed in the negotiation and sale of annuities. The South Carolina proposal closely follows the NAIC Model. A public hearing has been scheduled for March 3, 2011.

Below is a brief summary of the agent continuing education/training requirements contained in South Carolina proposed regulation 69-29 as published in the South Carolina State Register January 29, 2011 (Volume 35 Issue 1).

- Insurance 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.
- A substantially similar course completed in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

We are unable to provide a link to the text of the proposed regulation published in The South Carolina State Register. Access to this information requires a subscription.

TENNESSEE Proposed Requirement

Proposed Effective Date N/A

On January 5, 2011 Tennessee gave notice of proposed rulemaking related to annuity suitability. A public hearing is scheduled for March 2, 2011.

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.
- A substantially similar course completed in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

[Link to full text of Tennessee Proposed Requirement](#)



WEST VIRGINIA

Proposed Requirement

Proposed Effective Date N/A

There are proposed Annuity Training Requirements for this state West Virginia has proposed amendments to existing Title 114 Legislative Rule 11B. Below is a brief summary of the Agent continuing education/training requirements contained in the proposed amendments to existing WV Title 114 Rule 11B as currently written.

- 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.
- A substantially similar course completed in another state will meet this requirement.
- Carrier is responsible for providing product specific training.

[Link to full text of West Virginia Proposed Requirement](#)



SECTION 3:

STATES WITH RULES THAT DO NOT REQUIRE AGENT TRAINING

NEW JERSEY

Proposal - No Agent Training

Proposed Effective Date N/A

New Jersey has pending amendments and additions to New Jersey Administrative Code that were introduced on June 8, 2010. These amendments and additions, while affecting annuity suitability DO NOT require product specific training or annuity specific agent continuing education in order to sell annuities.

As of January 13, 2011, there is currently no additional introduced or pending legislation or amendment/addition to Statute or Code that affect annuity suitability in New Jersey.

[Link to full text of New Jersey Proposal](#)

