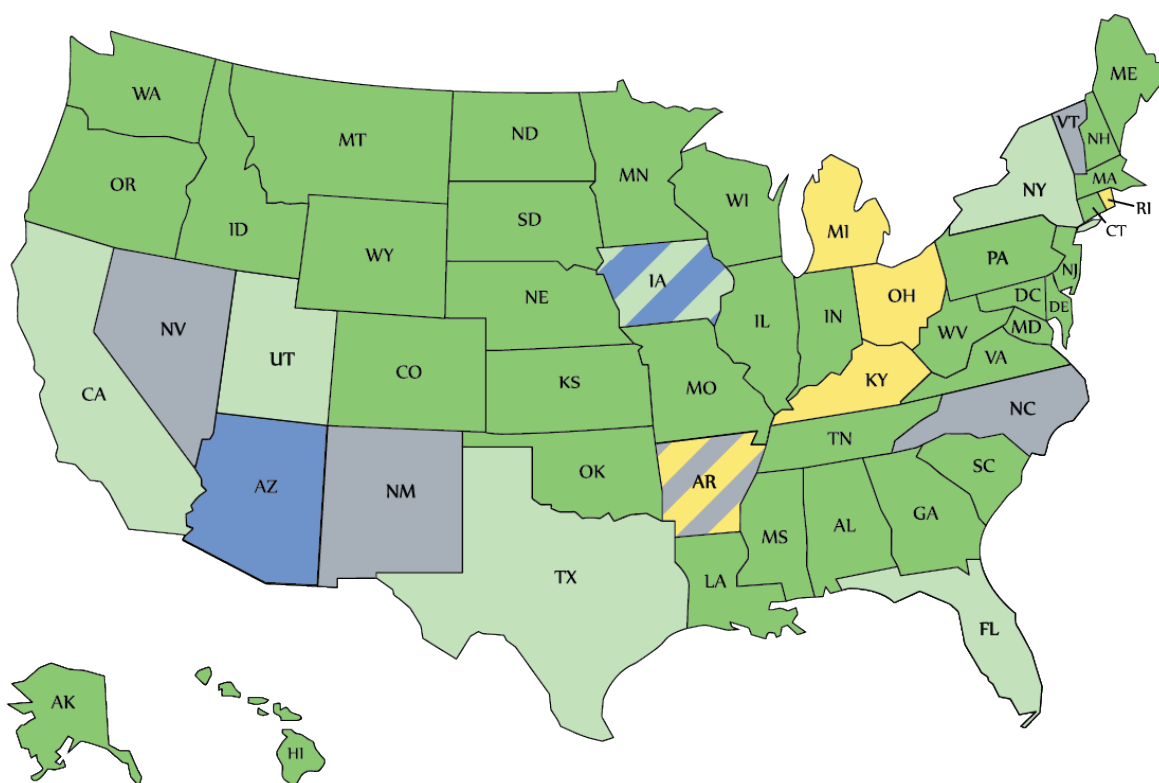


# NAIC ANNUITY SUITABILITY AND BEST INTEREST STANDARD STATE TRAINING REQUIREMENTS

The following states have adopted some version of the NAIC Suitability in Annuity Transactions Model Regulation, 4-Hour Annuity Training and/or the revised regulation, Best Interest Standard (BIS). For states that have implemented the Best Interest Standard, all licensed producers are required to take either a 1-hour supplementary training or a new 4-hour training that includes the Best Interest Standard.

Training must be taken through a state-approved vendor prior to soliciting business. Please provide a copy of your training certificate to ECA Marketing ([licensing@ecamarketing.com](mailto:licensing@ecamarketing.com)). For further information, refer to the tables on the following page or contact your licensing representative.



<span style="color: green;">■</span> Mandatory NAIC	<span style="color: blue;">■</span> Mandatory BIS
<span style="color: lightgreen;">■</span> Mandatory Annuity Training – Requirement Varies	<span style="color: yellow;">■</span> Pending BIS
<span style="color: grey;">■</span> No Requirements	

## Mandatory NAIC Annuity Suitability - Requirement Varies:

*Interpretation of the state ruling can vary by insurer*

<b>CALIFORNIA</b>	Resident and non-resident agents soliciting annuities in CA must complete an initial 8-hour CA state specific course along with a 4-hour refresher course every two years prior to license renewal. CA does not allow reciprocity for the annuity training between states.
<b>FLORIDA</b>	Resident and non-resident agents are not required to take any version of the 4-Hour NAIC Annuity Training to sell annuities in FL. The 5-hour "Law and Ethics Update" course covers the senior suitability requirement. FL resident agents soliciting cross border sales will be required to take a one-time 4-hour annuity training course in states that have implemented the NAIC guidelines. Insurers are responsible for providing product-specific training.
<b>IOWA</b>	In addition to a 4-Hour NAIC Annuity Training course, agents selling indexed annuities in IA must take a one-time 4-hour course specific to indexed annuity products.
<b>NEW YORK</b>	Effective 8/1/19 for Annuities and 2/1/20 for Life, NY has amended Regulation 187 (Suitability and Best Interests) to include agent training. NY has not instituted an hourly CE requirement, however, resident and non-resident agents are required by the insurer to take an undefined hourly vendor training specific to "Suitability & Best Practices in Life Insurance & Annuity Transactions" prior to soliciting new business or servicing in-force policies originally issued in NY.
<b>TEXAS</b>	Resident and non-resident agents must complete a one-time 4-hour annuity CE course. In addition, resident agents must take 8 hours of ongoing CE specifically relating to annuities each license period. Licensees that are exempt from CE are not exempt from the initial 4-hour annuity training. Exemptions apply to the ongoing 8 hours of CE required each license period. TX will accept most annuity CE courses taken in other states.
<b>UTAH</b>	No specific hourly requirements have been implemented. Solicitation of annuity products in the state of UT will not be allowed until the agent has taken a product specific training provided by the insurer.

## Mandatory - Best Interest Standard:

*Grace period allowance for existing producers varies by insurer – Discretion of insurer as to whether existing agents are allowed a grace period for completion or if all producers must abide by the new producer effective date*

STATE	EXISTING PRODUCERS	NEW PRODUCERS	COURSE REQUIREMENT
ARIZONA	6/30/2021	1/1/2021	Existing Producers that have taken a 4-Hour training prior to 1/1/21 have until 6/30/21 to take either a new 4-hour training or a 1-hour refresher course. New Producers licensed after effective date must take a 4-hour training.
IOWA	7/1/2021	1/1/2021	Existing Producers that have taken a 4-Hour training prior to 1/1/21 have until 7/1/21 to take either a new 4-hour training or a 1-hour refresher course. New Producers licensed after effective date must take a 4-hour training.

## Pending – Best Interest Standard:

STATE	EXISTING PRODUCERS	NEW PRODUCERS
ARKANSAS	Pending Legislation	Pending Legislation
KENTUCKY	Pending Legislation	Pending Legislation
MICHIGAN	Pending Legislation	Pending Legislation
OHIO	Pending Legislation	Pending Legislation
RHODE ISLAND	7/1/2021	4/1/2021