

# Annuities



A Smart Choice for Safety  
Conscious Individuals

## ANNUITY NEWS

JANUARY 13, 2012

### **Reliance Standard – Annuity Product Specific Training and State Mandated CE Requirements (please review)**

Early in 2010, the NAIC adopted a new enhanced “Suitability in Annuity Transactions Model Regulation.” As of today, twenty one (21) states and the District of Columbia have enacted legislation identical or similar to the Model Regulation. In addition, three (3) states have introduced legislation to do so.

While the new Model Regulation contains many of the same requirements as previous suitability regulations, there are three significant changes:

- 1) Carriers “*shall not issue an annuity resulting from a recommendation to a consumer unless there is a reasonable basis to believe the annuity is suitable based on the consumer’s suitability information.*” This section mandates that carriers pre-screen all annuity applications before issuing a contract. Reliance Standard began pre-screening all annuity applications in 2009 and will continue to do so.
- 2) The new Model Regulation mandates that “*an insurance producer who engages in the sale of annuity products shall complete a one time (4) credit training CE course approved by the department of insurance and provided by the department of insurance–approved education provider.*”
- 3) Carriers are also required to “*provide product-specific training and training materials which explain all of the material features of its annuity products to insurance producers*” before they can recommend a carrier’s annuity products to a consumer.

Reliance Standard provides web based product-specific training to producers soliciting business in states where the new regulations are effective to comply with the product-specific training requirement. The table below shows the training completion deadlines for both the Reliance Standard Product Specific Training course and the Four Credit CE course (for both new licensees and licensees prior to the effective date of the regulations).

State	Four Credit CE Completion Date		Reliance Standard Product Specific Training (PST) Completion Date
	Agents Licensed before Product Specific Training Date	Agents Licensed after Product Specific Training Date	
Alaska (new)	4/16/2012	<b>1/16/2012</b>	<b>1/16/2012</b>
California	<b>1/1/2012</b> <sup>1</sup>	<b>1/1/2012</b> <sup>1</sup>	<b>1/1/2012</b>
Colorado	<b>10/1/2011</b>	<b>4/1/2011</b>	<b>4/1/2011</b>
Connecticut	8/18/2012	2/18/2012	2/18/2012
D.C.	12/24/2011	<b>6/24/2011</b>	<b>6/24/2011</b>
Hawaii	<b>1/31/2012</b>	<b>1/31/2012</b>	<b>1/1/2012</b>
Illinois (new)	7/1/2012	<b>1/1/2012</b>	<b>9/26/2011</b>
Indiana	7/1/2012	<b>1/1/2012</b>	<b>1/1/2012</b>
Iowa	<b>5/1/2011</b>	<b>1/1/2011</b>	<b>1/1/2011</b>
Kentucky	<b>7/1/2012</b>	<b>1/1/2012</b>	<b>1/1/2012</b>
Maryland	5/1/2012	<b>11/1/2011</b>	<b>11/1/2011</b>
New Jersey	N/A	N/A	<b>6/6/11</b>
North Dakota	8/1/2012	<b>8/1/2011</b>	<b>8/1/2011</b>
Ohio	<b>1/1/2012</b>	<b>7/1/2011</b>	<b>7/1/2011</b>
Oklahoma	<b>7/14/2011</b>	<b>7/14/2011</b>	<b>7/14/2011</b>
Oregon	<b>1/1/2012</b>	<b>7/1/2011</b>	<b>7/1/2011</b>
Rhode Island	<b>12/1/11</b>	<b>6/1/2011</b>	<b>6/1/11</b>
South Carolina	3/25/2012	<b>9/25/2011</b>	<b>9/25/2011</b>
Texas	3/1/2012	<b>9/1/11</b>	3/1/2012 <sup>2</sup>
West Virginia	<b>12/31/11</b>	<b>7/1/11</b>	<b>7/1/11</b>
Wisconsin	<b>11/1/2011</b>	<b>5/1/2011</b>	<b>5/1/2011</b>

<sup>1</sup> California initially requires eight (8) hours of annuity CE, then four (4) CE hours every two years thereafter.

<sup>2</sup> Texas producers licensed after 9/1/11 must complete PST immediately.

**Dates show in Bold above indicate a Completion Date that has passed or will pass by the end of the month. Completion of Product Specific Training (PST) and proof of CE will be required for new business submitted in states where the completion dates precede that date the application was signed.**

Producers may access and complete the Reliance Standard web based Product Specific Training Module by visiting <http://rsli.successce.com>. Complete your Product Specific Training and State CE Training by the dates shown above to ensure that your business can be processed.

SuccessCE and the National Association for Fixed Annuities (NAFA) have partnered to offer the 4 Credit CE course at [www.NAFA.SuccessCE.com](http://www.NAFA.SuccessCE.com). The course complies with the requirements for each state that has enacted the new suitability regulation. If you complete the SuccessCE four hour CE course, your completion will automatically be reported to Reliance Standard. If you take the course from another CE provider, please fax your Certificate of Completion to 267-256-4752 or email a scan of the Certificate to [agentappointments@rsli.com](mailto:agentappointments@rsli.com)

Any producer appointment received after the date Product-Specific Training Completion Date (for the states shown above) will not be processed until we verify completion of the Product-Specific Training Module. Reliance Standard can immediately verify completion of the product-specific training course as soon as it is completed.

As Reliance Standard processes appointment renewals in states where the regulations are effective, we will verify compliance with the both training requirements and will not renew any appointments where the producer is not in compliance with the training requirements.

After a period of time, but no later than June 16, 2013, we will require all producers in all states to complete the Product-Specific Training Module and the state mandated CE requirement before making recommendations regarding our annuity products to be compliant with the Harkin Amendment of the Dodd–Frank Wall Street Reform and Consumer Protection Act passed in 2010.

Should you have any questions regarding this bulletin, the new training requirements, or need help navigating our training site, please do not hesitate to contact the annuity sales desk: [annuity.marketing@rsli.com](mailto:annuity.marketing@rsli.com) or 800-351-7500 x3696.

**Reliance Standard Life Insurance Company**  
**2001 Market Street, Suite 1500**  
**Philadelphia, PA 19103**  
**(800) 351-7500**