

Annuity Training- Best Interest Standard

Frequently Asked Questions

What are the training requirements under the 2020 version of the NAIC Suitability in Annuities Model Regulation?

Carriers must provide product-specific training. Producers must complete a 4-hour course on the best interest standard and general annuities content before selling annuities. Those who have already complied with the original suitability training under the 2010 version of the Model may substitute a 1-hour course for the 4-hour requirement, if they complete the 1-hour course within the specified time by their state (the NAIC model regulation recommends 6 months). The courses must be offered by a state approved course provider.

Reciprocity is allowed. Substantially similar course or courses taken in a state shall be deemed to meet the requirements in another state.

Any of these rules could potentially vary from state to state since it's ultimately up to the state to decide what rules they wish to adopt.

What courses does RegEd recommend to fulfill the training requirement?

Please refer to the annuity chart for information regarding the recommended course in a specific state:
[ANNforCEA_CECMaster.pdf \(reged.com\)](#)

In general, RegEd offers course 490 to fulfill the 4-hour course requirement. If the producer is eligible to take a 1-hour course instead, course 491 is recommended. The prerequisite in taking the 1-hour option is that the producer has already completed course 390 or an equivalent course.

Course 490 is referred to a 4-hour course. However, in some states it is listed as a 5-hour course. Why is that?

Course 490 was written to satisfy the 4-hour best interest training requirement. Each state approves CE for courses differently. For some states, the amount of content in 490 merited 5 hours of CE credit. It is still the 4-hour course to satisfy the Best Interest training requirement, even where 5 hours of credit are available. Individuals are simply receiving additional CE credit.

Technical Questions- Implementation of states that have recently adopted the Best Interest Training Requirement

Which states have recently adopted the annuity training requirement, but are not implemented in ITP yet?

The time it takes for a state to adopt a new or revised training requirement until it's implemented in ITP can vary from state to state. It could be due to the length of time between the adoption date and the effective date, the length of time it takes to receive confirmation from the state regarding their interpretation of the rules, or other factors. Here are the states that have adopted a best interest training requirement, but are not yet implemented in ITP:

Missouri – 8/30/2024

California – 1/1/2025