

# NAIC Suitability Regulation

## Product and State Training Requirements



In states that have adopted the 2010 NAIC Model Regulation on Suitability in Annuity Transactions, producers must comply with certain training requirements. Details regarding these procedures are as follows.

### STATE REQUIRED TRAINING

Producers must complete four (4) continuing education (CE) credits from an APPROVED vendor offering an Annuity Products course. This one-time requirement is not a condition of license renewal. Review the rules in your state as the regulations may vary.

- Phoenix-appointed producers in these states must complete the 4 CE credits no later than the state's deadline to avoid interruption in processing new business with Phoenix.
- New producers appointed with Phoenix on or after the state effective date must complete the 4-hour annuity specific training prior to solicitation.
- State-required CE courses are available through Phoenix's online NAIC Product Training Center, powered by LIMRA and accessible through the Phoenix Salesnet website.
- Training may also be completed via an outside vendor such as LIMRA or RegEd, provided that vendor's valid certification confirming course completion is submitted to Phoenix. Certification should be emailed to [contracts@nsre.com](mailto:contracts@nsre.com) or faxed to 816-221-9672.

### PRODUCT SPECIFIC TRAINING

Insurance producers may not solicit an annuity application unless the producer has adequate knowledge about the product and is in compliance with the issuing insurer's standards for product training. To that end, Phoenix requires all producers to complete detailed product training prior to solicitation.

- In addition to state CE requirements, both newly licensed producers and existing producers must complete Phoenix product training prior to solicitation.
- Product training courses are available online through the Phoenix NAIC Product Training Center, powered by LIMRA, on the Phoenix Salesnet website.

**To avoid interruption in the sale of the Phoenix annuity products, you must complete the required training as described above and, if taken elsewhere, submit proof of completion prior to appointment activation with Phoenix and/or prior to solicitation of any new annuity applications if already appointed.**

**Please refer to the [Annuity Training Requirements on PhoenixSalesnet.com](https://www.phoenixsalesnet.com) for details.**

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