Annuity Training Requirements

Before a financial professional can solicit business for an annuity (fixed indexed, fixed or variable) they may have to complete training, detailed below.

Applications submitted from producers without fulfilling all training requirements will result in a delay. If training is not complete at time application is submitted, a new signature page will be required that shows the application was made on the day of or after the producer's training was complete.

Security Benefit offers courses through our preferred vendor, Reg Ed, https://secure.reged.com/TrainingPlatform/

Fixed Indexed Annuity

Before a financial professional can solicit business for a Fixed Indexed Annuity (FIA) they must complete the following training.

- ☐ The Security Benefit Fundamentals of Deferred Annuities Course
- ☐ Product-specific Course
- ☐ If their state requires it, National Association of Insurance Commissioners (NAIC) Continuing Education (CE). Chart of states requiring training and details on page 2.

Fixed and Variable Annuities

Before a financial professional can solicit business for a Fixed or Variable Annuity, they must find out if their state is a National Association of Insurance Commissioners (NAIC) state. NAIC states have adopted the NAIC model regulations. Reps in those states must also complete the following:

- ☐ The Security Benefit Fundamentals of Deferred Annuities Course
- ☐ Product-specific Course
- ☐ If their state requires it, National Association of Insurance Commissioners (NAIC) Continuing Education (CE). Chart of states requiring training and details on page 2.

For non-NAIC states there are no additional training requirements.

NAIC Suitability in Annuities Transactions Model Regulation

Before a financial professional can solicit business for a Fixed or Variable Annuity, they must check if their state requires National Association of Insurance Commissioners (NAIC) Continuing Education (CE). The NAIC Suitability in Annuities Transaction Model Regulation requires all insurance producers selling annuities to complete continuing education and product specific training before soliciting an annuity application.

Reciprocity

As of 11/13/12, most states that have adopted NAIC model regulation requirements allow for reciprocity. However Texas and California have exceptions. Please contact the sales desk at 800.888.2461 for details on those two states.

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List of NAIC Suitability in Annuities Transactions Model Regulation States

Effective Date: The date the new annuity suitability regulation is effective.
Annuity Suitability Course Grace Period: The date by which each state-approved general suitability training course (CE) is required. If an Annuity Suitability Course Grace Period date is not listed, they should have already taken a training course or must take a course immediately.

State	Effective Date	Continuing Education Course Grace Period	Additional Information
Alaska	10/16/11		
California	1/1/12		Initial 8 Hour CE required, followed by 4 Hours CE biannually before license renewal date
Colorado	4/1/11		
Connecticut	2/18/12		
District of Columbia	6/24/11		
Hawaii	1/1/12		
Idaho	4/4/13		
Illinois	9/26/11		
Indiana	1/1/12		
Iowa	1/1/11		
Kansas	6/1/13	12/1/13	
Kentucky	1/1/12		
Louisiana	8/15/12		
Maryland	11/1/11		
Michigan	6/1/13	12/1/13	
Nebraska	7/19/12		
New Jersey	2/4/13	8/4/13	
North Dakota	8/1/11		
Ohio	7/1/11		
Oklahoma	7/14/11		
Oregon	7/1/11		
Rhode Island	6/1/11		
South Carolina	9/25/11		
South Dakota	7/1/12		
Texas	9/1/11		Initial 4 hour CE, followed by 8 hours CE biannually before license renewal
Washington	3/29/12		
West Virginia	7/1/11		
Wisconsin	5/1/11		

Producers licensed in these states after the effective date are required to take both the Security Benefit Fundamentals and Product Specific Training and the NAIC Continuing Education Training course prior to soliciting business. If you are licensed after the effective date, you do not have a grace period.

Continued on next page

Additional Continuing Education Vendors

The following vendors are also approved for NAIC Continuing Education in addition to RegEd. If you use one of the following vendors, you need to email a copy of your training certificate to MAWF@securitybenefit.com.

If you cannot email your certificate, please mail it to Security Benefit, P.O. Box 750497, Topeka, KS 66675-0497.

1. Achievement Group/A Pais Partner
2. AD Banker & Co, LLC
3. Affordable Success – First Choice – Clientell CE
4. American Equitel Insurance Agency, Inc
5. Broker Educational Sales & Training
6. CE by Design, LLC
7. Financial Campus
8. Heartland Financial Services, LTD
9. InsuranceStudy.com
10. Iowa Bankers Insurance & Services
11. John Hancock Academy
12. Kaplan Financial Education
13. NAIFA- Iowa
14. National Underwriter Company
15. Pentera Group, Inc
16. Professional Insurance Planners & Consultants of IA, Inc
17. Quest Continuing Education Solutions
18. St. Ambrose University
19. Stoneriver Reg Ed, Inc (vendor for Security Benefit)
20. United Life Insurance Company
21. WebCE LP LLLP
22. Western Fraternal Life Association