

## **Virginia Annuity Suitability Training FAQ's**

**1. What were the revisions to the Rules Governing Suitability in Annuity Transactions?**

Among other changes, the revised Rules require agents to complete a one-time 4 credit continuing education course on annuity products. This new requirement will be effective on January 1, 2018. Insurers are responsible for verifying agents selling an annuity product in Virginia on behalf of an insurer, on or after January 1, 2018, have completed the 4 credit continuing education course. (See 14 VAC 5-45-45 B 10 of the Virginia Administrative Code.)

**2. How do resident agents comply with the training requirements?**

Effective April 1, 2017, resident licensed agents selling annuity products will be required to complete a one-time Virginia approved four credit training course designated for annuity suitability on or before January 1, 2018. The Bureau has determined that resident agents may meet this training requirement by completing an approved training course – one that has either been approved in Virginia or in another state since that state's adoption of the 2010 or 2015 NAIC Suitability in Annuity Transactions Model Regulation – prior to the relevant deadline. The Bureau acknowledges that this is a change from its prior interpretation of these provisions as requiring that licensed resident agents complete a Virginia-approved training course between April 1, 2017 and January 1, 2018.

Resident agents licensed on or after January 1, 2018 are required to complete the training prior to the sale of annuity products.

**3. Are nonresidents required to comply with the training requirements?**

Non-residents are exempt if they have already completed "substantially similar" training in their home state.

**4. Where do I find a list of approved annuity suitability courses?**

Visit [www.sircon.com/virginia](http://www.sircon.com/virginia) to review a list of approved providers, courses and course offerings.

**5. Who is responsible for verifying the training?**

Insurers are responsible for verifying agents selling an annuity product in Virginia on behalf of an insurer, on or after January 1, 2018, have completed the 4 credit continuing education course. (See 14 VAC 5-45-45 B 10 of the Virginia Administrative Code.)

**6. Will resident agents exempt from CE have to take the annuity suitability training?**

Yes. The training is a separate requirement that all residents selling annuities must complete.

**7. Can I use the one-time Virginia approved four credit annuity suitability training course for my Virginia CE requirements?**

Yes. The course can be applied towards resident CE requirements.

**8. If I have already completed annuity suitability training prior to April 1, 2017 am I in compliance?**

The Bureau has determined that resident agents may meet this training requirement by completing an approved training course – one that has either been approved in Virginia or in another state since that state's adoption of the 2010 or 2015 NAIC Suitability in Annuity Transactions Model Regulation – prior to the relevant deadline. The Bureau acknowledges that this is a change from its prior interpretation of these provisions as requiring that licensed resident agents complete a Virginia-approved training course between April 1, 2017 and January 1, 2018. Non-residents are exempt if they have already completed "substantially similar" training in their home state.

**9. If I have already completed annuity suitability training as a non-resident prior to becoming a Virginia resident do I need to complete the training again?**

No. As long as the completed training is "substantially similar" you will not need to complete the training again.

**10. Are agents required to provide proof to the Bureau that they completed the required training?**

No. Insurers are responsible for verifying agents selling an annuity product in Virginia on behalf of an insurer, on or after January 1, 2018, have completed the 4 credit continuing education course. (See 14 VAC 5-45-45 B 10 of the Virginia Administrative Code.)

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