

Indiana Annuity Training Requirements & Important Regulatory Changes

Effective January 1, 2012, ReliaStar Life Insurance Company, ING Life Insurance and Annuity Company and ING USA Annuity and Life Insurance Company ("the Company") will implement the following requirements regarding the solicitation and sale of Individual Annuity Products (contracts used to fund certain types of employer-sponsored plans are exempt) in the State of Indiana:

IMPORTANT – Required Action Prior to Solicitation

Prior to the solicitation of Company annuity contracts, all Insurance Producers selling or soliciting Individual Annuity Products in the State of Indiana must:

1. Complete Company provided product-specific training. The company provided product-specific training has been required for all producers selling, soliciting, or negotiating individual annuities, regardless of jurisdiction, since September 15, 2011. It can be found at [Kaplan Education](#).
2. For resident producers, complete a one-time four (4) credit hour annuity training course approved by the Indiana Department of Insurance and provided by an approved vendor offering an Annuity Products Course. For non-resident producers, complete a course approved by Indiana or substantially similar training requirements of another state's NAIC Suitability in Annuity Transactions courses to satisfy the annuity training requirement. You will need to verify with your CE provider that the course has been approved for annuity training use or contact the Indiana Department of Insurance related to any questions surrounding courses approved for annuity training use. Ensure that the Company receives confirmation of training completion.

If you have not taken a one-time four (4) credit hour annuity training course of another state that satisfies the State of Indiana requirement, please read the following details to determine when you are required to fulfill the State of Indiana Annuity Training requirement:

Existing Licensees on January 1, 2012:

If the insurance license and Life Insurance Line of Authority was issued before January 1, 2012 and is active on January 1, 2012, you may continue to sell, solicit, or negotiate the sale of annuities up to and until, July 1, 2012. To be able to sell, solicit, or negotiate the sale of annuities in the State of Indiana on or after July 1, 2012, you must complete the one-time, 4 credit hour annuity training course and have adequate knowledge of the annuity product being recommended.

New Licensees on or after January 1, 2012:

If not insurance licensed prior to January 1, 2012 and a new Life Insurance Line of Authority is issued on or after January 1, 2012 you are required to complete a one-time, 4 credit hour annuity training course and have adequate knowledge of the product being recommended before selling, soliciting, or negotiating the sale of any type of individual annuity in the State of Indiana.

COMPANY ANNUITY PRODUCTS SOLICITED FOR SALE IN THE STATE OF INDIANA WITHOUT FIRST COMPLETING THE ANNUITY TRAINING REQUIREMENTS LISTED ABOVE WILL BE RETURNED FOR RE-SOLICITATION.

Consumer Protection Standards When Selling or Soliciting Annuities in Indiana

In addition to the requirements above, the State of Indiana noted that adequate knowledge of the annuity product being recommended includes awareness of and compliance of Indiana Department of Insurance Rule 72. Specifically, producers should consider age of a consumer in determining suitability of annuities. A concern exists for consumers exceeding 80 years of age and who are being solicited for the purchase of annuity products. Producers recommending annuities to consumers exceeding 80 years of age should maintain adequate documentation of reasonable efforts to determine suitability when making a recommendation to a consumer over age 80.

Solicitation Requirements

During the solicitation process, all Insurance Producers selling or soliciting Individual Annuity Products in the State of Indiana must continue to follow the Company's previously communicated business processes relating to a recommendation to purchase, exchange, or replace an annuity.

A summary of the Indiana legislature's changes and guidance to implementation of the changes can be found in the following Indiana Bulletin 184:

http://www.in.gov/idoi/files/4903_001.pdf

Please review the ING Business Guidelines, which can be obtained at the ING for Professionals website: www.ingforprofessionals.com, or upon request to the Company by calling the number listed below.

Please click [here](#) for the NAIC Suitability Model Regulation state-by-state training dates guide.

If you have questions regarding the Company's administration of the State of Indiana's suitability requirements, please call your primary distribution channel listed below:

ReliaStar Annuity (Independent TSA)	866-464-8727
ING Annuity and Asset Sales (Fixed and Variable)	800-369-5301