

Compliance Mandatory Annuity Training



11/30/2011

COMPLIANCE

Both resident and non-resident agents selling annuities in the following states that have implemented the NAIC Annuity Suitability regulation must complete the training requirements **BEFORE** soliciting and submitting **any** Annuity applications.

The regulation requires us to confirm completion of the required training **prior** to processing an application. If an application is received from an agent who has not completed the training, the application will be returned and the agent will need to complete the training, then rewrite and submit a new application.

State	Training Requirement	Effective Date
Alaska	4 hr. state approved CE course and the Company Specific Training found on SPA	If licensed on or after 10/16/2011 producers are required to complete both training courses prior to solicitation. If licensed prior to 10/16/2011 producer has until 04/16/12 to complete both training courses prior to solicitation.
Kentucky	4 hr. state approved CE course and the Company Specific Training found on SPA	If licensed on or after 01/01/12 producers are required to complete both training courses prior to solicitation. If licensed prior to 01/01/12 producer has until 07/01/12 to complete both training courses prior to solicitation.

Prior to the solicitation of United of Omaha annuity contracts, all insurance producers selling or soliciting individual annuity products must:

1. Obtain four (4) continuing education credits provided by an approved vendor offering an Annuities training course; and
2. Complete Company provided product-specific training (available on Sales Professional Access under the Product tab, Annuities, NAIC Suitability in Annuity Transactions Model Regulation link and
3. Submit confirmation of training completion for the four (4) continuing education credits (a completion certificate must be submitted) and the Company provided product-specific training (a Certification and Acknowledgement form must be submitted)

Certificates of completion must be submitted to Producer Services **prior** to solicitation. Certificates can be faxed to 402-997-1830 or e-mailed to: contractsandappointments@mutualofomaha.com.

NOTE: The third party vendor, RegEd offers courses to meet the 4-hour CE annuity requirement in several of the states listed above. RegEd lists the specific courses that can be taken for each state. Please make sure that you consult your specific state rules and be sure to order CE when selecting your course.

As Mutual of Omaha appointed agents, RegEd offers a promotional discount. Log into the discounted site at: www.reged.com/moobroker. RegEd offers a discounted price of \$30.00 annual fee. You must sign up as a first-time user to receive this discounted price.

Any certificate of completion must be submitted to Producer Services prior to solicitation. Certificates can be faxed to 402-997-1830 or e-mailed to: contractsandappointments@mutualofomaha.com.

If you have any questions, please contact Sales Support at 1-877-617-5589 or sales.support@mutualofomaha.com.

States that already have mandated the Annuity Requirements already.

State	Training Requirement	Effective Date
California	Company Specific Training found on SPA	All producers licensed to sell annuities on or after 01/01/2012 are required to complete the Company Specific Training found on SPA prior to solicitation.
Colorado	4 hr. state approved CE course and the Company Specific Training found on SPA	If licensed on or after 4/1/11 must complete training prior to solicitation. If licensed prior to 4/1/11, producer has until 10/1/11 to complete training courses prior to solicitation.
Connecticut	4 hr. state approved CE course and the Company Specific Training found on SPA	If licensed on or after 02/18/12 must complete training prior to solicitation. If licensed prior to 02/18/2012 producer has until 08/18/12 to complete training courses prior to solicitation.
District of Columbia	4 hr. state approved CE course and the Company Specific Training found on SPA	If licensed on or after 6/24/11 must complete training prior to solicitation. If licensed prior to 6/24/11, producer has until 12/24/11 to complete training courses prior to solicitation.
Hawaii	4 hr. state approved CE course and the Company Specific Training found on SPA	All producers licensed to sell annuities on or after 01/31/2012 are required to take both training courses prior to solicitation.
Iowa	4 hr. state approved CE course and the Company Specific Training found on SPA	If licensed on or after 1/1/11 producers are required to complete both training courses prior to solicitation.
Illinois	4 hr. state approved CE course and the Company Specific Training found on SPA	If licensed on or after 07/01/12 producers are required to complete both training courses prior to solicitation.
Indiana	4 hr. state approved CE course and the Company Specific Training found on SPA	If licensed on or after 01/01/2012 must complete training prior to solicitation. If licensed prior to 01/01/12, producer has until 07/01/2012 to complete training courses prior to solicitation.
Maryland	4 hr. state approved CE course and the Company Specific Training found on SPA	If licensed on or after 11/1/11 must complete training prior to solicitation. If licensed prior to 11/1/11, producer has until 05/01/2012 to complete training courses prior to solicitation. .
New Jersey	Company Specific Training found on SPA	All producers who solicit and sell annuities on or after 06/06/2011 are required to complete the company specific training prior to solicitation.
New York	Company Specific Training found on SPA	If licensed on or after 06/30/2011 producers are required to complete company specific training prior to solicitation.
North Dakota	4 hr. state approved CE course and the Company Specific Training found on SPA	If licensed on or after 08/01/11 must complete training prior to solicitation. If licensed prior to 8/1/11, producer has until 7/31/12 to complete training courses prior to solicitation.
Ohio	4 hr. state approved CE course and the Company Specific Training found on SPA	If licensed on or after 7/1/11 must complete training prior to solicitation. If licensed prior to 7/1/11, producer has until 12/31/11 to complete training courses prior to solicitation.
Oklahoma	4 hr. state approved CE course and the Company Specific Training found on SPA	If licensed on or after 7/14/10 must complete training prior to solicitation. If licensed prior to 7/14/10, producer has until 7/14/11 to complete the 4 hour state approved CE prior to solicitation.
Oregon	4 hr. state approved CE course and the Company Specific Training found on SPA	If licensed on or after 7/1/11 must complete training prior to solicitation. If licensed prior to 7/1/11, producer has until 12/31/11 to complete training courses prior to solicitation.