

Announcements

• Arkansas - Annuity Suitability Training

Arkansas recently passed Rule 82 regarding suitability in annuity transactions. The rule requires that all producers complete at least annually four (4) hours of training regarding annuity suitability and the mechanics of annuity products. This rule became effective July 15, 2009. Producers who sell annuity products in Arkansas must complete four (4) hours of annual training for annuity suitability by July 15, 2010.

This is an annual requirement, meaning Arkansas producers must complete this training every year by July 15th. For example, the training requirement for 2011 can be completed any time between July 16, 2010 and July 15, 2011.

American National Insurance Company will not issue Arkansas annuity business from a producer who has not met this requirement by July 15, 2010.

The regulation imposes responsibility on the Company to ensure that Arkansas-licensed annuity producers meet this education requirement.

The following three online providers have an annuity training course that: (1) fulfills the Arkansas annuity suitability training requirement, and (2) provides the necessary tracking of course completion to allow the Company to fulfill its state-mandated tracking and record-keeping requirements. Therefore, it is strongly recommended that producers complete the required annuity training course from one of the following three approved providers:

Broker Educational Sales & Training Inc.

(www.bestonlinecourses.com) Course: *Financial Advisors Guide to Annuities & Suitability Practices* - Course Code: 10087687 - Credit hours 9.0 - Cost: \$19.95. This course has been developed to give the financial and insurance professional a complete guide to understanding annuities, annuity tax laws and contract structure, and their suitability and ethical marketing practices.

Kaplan Financial

(www.kfeducation.com) Course: *Suitability for Annuities* - Credit hours 7.0 - Cost \$29.00. This course provides principles and guidelines for determining the suitability of annuity products and making appropriate recommendations for prospects and clients.

WebCE

(www.webce.com) Course: *Annuity Suitability: Issues and Standards* - Credit hours 4.0 - Cost \$25.95. The purpose of this course is to provide an understanding of the concept and issue of annuity suitability and the guidelines and standards by which suitability annuity products are recommended.



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