

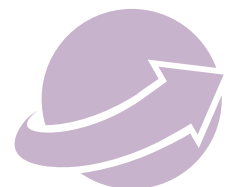
# Annuity Training Requirements

## For Producers By State

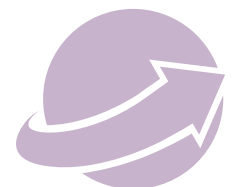
STATE	<b>ANNUITY TRAINING REQUIREMENTS FOR PRODUCERS</b> (requirements subject to change)
Alabama	<p>Effective 01/01/2022 producers who were licensed and who previously completed a general 4 hour training must complete either an additional 1 hour supplemental or 4 hour best interest training course prior to solicitation. After 06/30/2022 only the 4 hour course will be available. Producers licensed on or after 01/01/2022 must complete the new 4 hour training course prior to solicitation. All producers must complete company annuity product training.</p>
Alaska	<p>Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.</p>
Arizona	<p>Effective 01/01/2021 producers who were licensed and who previously completed a general 4 hour training must complete either an additional 1 hour supplemental or 4 hour best interest training course prior to solicitation. After 07/01/2021 only the 4 hour course will be available. Producers licensed on or after 01/01/2021 must complete the new 4 hour training course prior to solicitation. All producers must complete company annuity product training.</p>
Arkansas	<p>Effective 01/01/2022 producers who were licensed and who previously completed a general 4 hour training must complete either an additional 1 hour supplemental or 4 hour best interest training course prior to solicitation. Producers licensed on or after 01/01/2022 must complete the new 4 hour training course prior to solicitation. All producers must complete company annuity product training.</p>
California	<p>Producers are required to complete initial 8 hour state annuity training prior to solicitation. Additionally, producers must complete a 4 hour CA approved ongoing state state training within each 2-year license renewal period.</p>
Colorado	<p>Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.</p>
Connecticut	<p>Effective 03/01/2022 producers who were licensed and who previously completed a general 4 hour training must complete either an additional 1 hour supplemental or 4 hour best interest training course prior to solicitation. After 08/31/2022 only the 4 hour course will be available. Producers licensed on or after 03/01/2022 must complete the new 4 hour training course prior to solicitation. All producers must complete company annuity product training.</p>

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STATE	<b>ANNUITY TRAINING REQUIREMENTS FOR PRODUCERS</b> (requirements subject to change)
Delaware	Effective 08/01/2021 producers who were licensed and who previously completed a general 4 hour training must complete either an additional 1 hour supplemental or 4 hour best interest training course prior to solicitation. After 02/01/2022 only the 4 hour course will be available. Producers licensed on or after 08/01/2021 must complete the new 4 hour training course prior to solicitation. All producers must complete company annuity product training.
DC	Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.
Florida	All producers must complete company annuity product training.
Georgia	Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.
Hawaii	Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.
Idaho	Effective 07/01/2021 producers who were licensed and who previously completed a general 4 hour training must complete either an additional 1 hour supplemental or 4 hour best interest training course prior to solicitation. After 02/01/2022 only the 4 hour course will be available. Producers licensed on or after 07/01/2021 must complete the new 4 hour training course prior to solicitation. All producers must complete company annuity product training.
Illinois	Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.
Indiana	Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.
Iowa: <b>Annuities &amp; Fixed Products</b>	Effective 01/01/2021 producers who were licensed and who previously completed a general 4 hour training must complete either an additional 1 hour supplemental or 4 hour best interest training course prior to solicitation. After 07/01/2021 only the 4 hour course will be available. Producers licensed on or after 01/01/2021 must complete the new 4 hour training course prior to solicitation. All producers must complete company annuity product training. Producers who are soliciting an indexed product must complete a state approved 4 hour indexed product course.



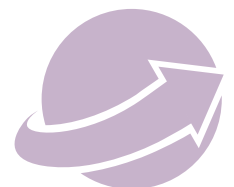
STATE	<b>ANNUITY TRAINING REQUIREMENTS FOR PRODUCERS</b> (requirements subject to change)
Kansas	Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.
Kentucky	Effective 01/01/2022 producers who were licensed and who previously completed a general 4 hour training must complete either an additional 1 hour supplemental or 4 hour best interest training course prior to solicitation. After 06/30/2022 only the 4 hour course will be available. Producers licensed on or after 01/01/2022 must complete the new 4 hour training course prior to solicitation. All producers must complete company annuity product training.
Louisiana	Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.
Maine	Effective 01/01/2022 producers who were licensed and who previously completed a general 4 hour training must complete either an additional 1 hour supplemental or 4 hour best interest training course prior to solicitation. After 06/30/2022 only the 4 hour course will be available. Producers licensed on or after 01/01/2022 must complete the new 4 hour training course prior to solicitation. All producers must complete company annuity product training.
Maryland	Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.
Massachusetts	Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.
Michigan	Effective 06/29/2021 producers who were licensed and who previously completed a general 4 hour training must complete either an additional 1 hour supplemental or 4 hour best interest training course prior to solicitation. After 12/31/2021 only the 4 hour course will be available. Producers licensed on or after 06/29/2021 must complete the new 4 hour training course prior to solicitation. All producers must complete company annuity product training.
Minnesota	Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.



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Mississippi	Effective 01/01/2022 producers who were licensed and who previously completed a general 4 hour training must complete either an additional 1 hour supplemental or 4 hour best interest training course prior to solicitation. After 06/30/2022 only the 4 hour course will be available. Producers licensed on or after 01/01/2022 must complete the new 4 hour training course prior to solicitation. All producers must complete company annuity product training.
Missouri	Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.
Montana	Effective 10/01/2021 producers who were licensed and who previously completed a general 4 hour training must complete either an additional 1 hour supplemental or 4 hour best interest training course prior to solicitation. After 04/01/2022 only the 4 hour course will be available. Producers licensed on or after 10/01/2021 must complete the new 4 hour training course prior to solicitation. All producers must complete company annuity product training.
Nebraska	Effective 07/01/2021 producers who were licensed and who previously completed a general 4 hour training must complete either an additional 1 hour supplemental or 4 hour best interest training course prior to solicitation. After 12/31/2021 only the 4 hour course will be available. Producers licensed on or after 10/01/2021 must complete the new 4 hour training course prior to solicitation. All producers must complete company annuity product training.
Nevada	NA
New Hampshire	Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.
New Jersey	Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.
New Mexico	NA
New York	The State Ins. Dept. requires insurers to ensure their producers are properly trained to sell annuities. Producers should complete the required product specific annuity training for National Life Group prior to soliciting annuities. Effective 08/01/2019, producers will also be required to complete an approved NY Best Interest Rule annuity training.



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North Carolina	NA
North Dakota	Effective 01/01/2022 producers who were licensed and who previously completed a general 4 hour training must complete either an additional 1 hour supplemental or 4 hour best interest training course prior to solicitation. After 06/30/2022 only the 4 hour course will be available. Producers licensed on or after 01/01/2022 must complete the new 4 hour training course prior to solicitation. All producers must complete company annuity product training.
Ohio	Effective 02/14/2021 producers who were licensed and who previously completed a general 4 hour training must complete either an additional 1 hour supplemental or 4 hour best interest training course prior to solicitation. After 08/14/2021 only the 4 hour course will be available. Producers licensed on or after 02/14/2021 must complete the new 4 hour training course prior to solicitation. All producers must complete company annuity product training.
Oklahoma	Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.
Oregon	Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.
Pennsylvania	Effective 06/20/2022 producers who were licensed and who previously completed a general 4 hour training must complete either an additional 1 hour supplemental or 4 hour best interest training course prior to solicitation. After 12/20/2022 only the 4 hour course will be available. Producers licensed on or after 12/20/2022 must complete the new 4 hour training course prior to solicitation. All producers must complete company annuity product training.
Rhode Island	Effective 04/01/2021 producers who were licensed and who previously completed a general 4 hour training must complete either an additional 1 hour supplemental or 4 hour best interest training course prior to solicitation. After 10/01/2021 only the 4 hour course will be available. Producers licensed on or after 04/01/2021 must complete the new 4 hour training course prior to solicitation. All producers must complete company annuity product training.
South Carolina	Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.



STATE	<b>ANNUITY TRAINING REQUIREMENTS FOR PRODUCERS</b> (requirements subject to change)
South Dakota	Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.
Tennessee	Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.
Texas	Effective 01/01/2022 producers who were licensed and who previously completed a general 4 hour training must complete either an additional 1 hour supplemental or 4 hour best interest training course prior to solicitation. Producers licensed on or after 01/01/2022 must complete the new 4 hour training course prior to solicitation. Producers are not able to be grandfathered into an exemption from this best interest requirement. In addition to the initial 4 hours, the State of Texas has an ongoing state annuity CE training requirement for resident producers only. Texas resident producers are required to complete 8 hours of CE-Annuity training every 2 year Texas license renewal period. All producers must complete company annuity product training.
Utah	All producers must complete company annuity product training.
Vermont	NA
Virginia	Effective 09/01/2021 producers who were licensed and who previously completed a general 4 hour training must complete either an additional 1 hour supplemental or 4 hour best interest training course prior to solicitation. After 03/01/2022 only the 4 hour course will be available. Producers licensed on or after 09/01/2021 must complete the new 4 hour training course prior to solicitation. All producers must complete company annuity product training.
Washington	Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.
West Virginia	Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.
Wisconsin	Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.
Wyoming	Producers must complete a general 4 hour annuity training course prior to solicitation. All producers must complete company annuity product training.

