

NAIC Suitability in Annuity Transactions Model Regulation

FAQ

Great American Financial Resources® is committed to the continued success of its valued distribution partners. Learn more about the NAIC Suitability in Annuity Transactions Model Regulation by reviewing our frequently asked questions below.

1. *When does the NAIC Suitability in Annuity Transactions Model Regulation take effect?*

Please refer to the chart on page two to find out if your state has adopted the model regulation and when it takes effect.

2. *What are the training requirements of the model regulation?*

Two trainings are required for distribution partners as part of the model regulation, including:

- 1) a one-time, four-hour state approved continuing education course; and
- 2) a one-time product-specific training, as required by the insurance company, prior to the solicitation of the sale of an annuity. Please note that product-specific training will also need to be completed for new products and major changes to an existing product.

3. *When must I complete the training requirements if I intend to solicit annuity sales?*

Please refer to the chart on page two to find out the date by which you must fulfill the training requirements for your state.

4. *Do the training requirements apply to all annuities?*

Yes.

5. *How do I complete the product-specific training?*

The product-specific training is available in the *Training* section of the agent secured website at www.GAFRI.com.

6. *How will GAFRI know when I have completed the required trainings?*

- ★ After you complete the four-hour state approved continuing education course, you must submit proof of completion to our Licensing department at GafriLicensing@gafri.com or via fax (513) 412.5144.
- ★ At the end of the product-specific training, you will be required to click an *I'm finished* button, which will notify GAFRI that the training has been completed.

7. *What are the penalties for non-compliance?*

New business will be delayed and commissions will not be paid until all required training is completed.

8. *What if I complete only one of the two required trainings?*

New business will be delayed and commissions will not be paid until all required training is completed.

9. *Am I required to provide any product disclosures to my clients?*

Yes, distribution partners are required to present, review and leave behind product-specific disclosure documents with clients at the time of sale. You may access these documents under the *New Business Forms* section of the agent site.

For more information, contact Internal Sales Support at (800) 438.3398, option 2.

NAIC Suitability in Annuity Transactions Model Regulation State Chart

Refer to this chart to find out the latest information on the NAIC Suitability in Annuity Transactions Model Regulation as it applies to the state in which you are appointed.
As of June 7, 2011.

Effective Date	State	State Approved Continuing Education Course	Product-specific Training
January 1, 2011	Iowa	<ul style="list-style-type: none"> ★ <i>Distribution partners appointed prior to January 1, 2011, must complete this course by May 1, 2011</i> ★ <i>Distribution partners appointed on or after January 1, 2011, must complete this course immediately</i> 	Distribution partners appointed in Iowa must complete this training prior to soliciting annuity sales
April 1, 2011	Colorado	<ul style="list-style-type: none"> ★ <i>Distribution partners appointed prior to April 1, 2011, must complete this course by October 1, 2011</i> ★ <i>Distribution partners appointed on or after April 1, 2011, must complete this course immediately</i> 	Distribution partners appointed in Colorado must complete this training prior to soliciting annuity sales
May 1, 2011	Wisconsin	<ul style="list-style-type: none"> ★ <i>Distribution partners appointed prior to May 1, 2011, must complete this course by November 1, 2011</i> ★ <i>Distribution partners appointed on or after May 1, 2011, must complete this course immediately</i> 	Distribution partners appointed in Wisconsin must complete this training prior to soliciting annuity sales
June 1, 2011	Rhode Island	<ul style="list-style-type: none"> ★ <i>Distribution partners appointed prior to June 1, 2011, must complete this course by December 1, 2011</i> ★ <i>Distribution partners appointed on or after June 1, 2011, must complete this course immediately</i> 	Distribution partners appointed in Rhode Island must complete this training prior to soliciting annuity sales
June 24, 2011	District of Columbia	<ul style="list-style-type: none"> ★ <i>Distribution partners appointed prior to June 24, 2011, must complete this course by December 24, 2011</i> ★ <i>Distribution partners appointed on or after June 24, 2011, must complete this course immediately</i> 	Distribution partners appointed in the District of Columbia must complete this training prior to soliciting annuity sales
July 1, 2011	Ohio Oregon	<ul style="list-style-type: none"> ★ <i>Distribution partners appointed prior to July 1, 2011, must complete this course by January 1, 2012</i> ★ <i>Distribution partners appointed on or after July 1, 2011, must complete this course immediately</i> 	Distribution partners appointed in Ohio and Oregon must complete this training prior to soliciting annuity sales

August 1, 2011	North Dakota	<ul style="list-style-type: none"> ★ <i>Distribution partners appointed prior to August 1, 2011, must complete this course by August 1, 2012</i> ★ <i>Distribution partners appointed on or after August 1, 2011, must complete this course immediately</i> 	Distribution partners appointed in North Dakota must complete this training prior to soliciting annuity sales
September 25, 2011	South Carolina	<ul style="list-style-type: none"> ★ <i>Distribution partners appointed prior to September 25, 2011, must complete this course by March 25, 2012</i> ★ <i>Distribution partners appointed on or after September 25, 2011, must complete this course immediately</i> 	Distribution partners appointed in South Carolina must complete this training prior to soliciting annuity sales
November 1, 2011	Maryland	<ul style="list-style-type: none"> ★ <i>Distribution partners appointed prior to November 1, 2011, must complete this course by May 11, 2012</i> ★ <i>Distribution partners appointed on or after November 1, 2011, must complete this course immediately</i> 	Distribution partners appointed in Maryland must complete this training prior to soliciting annuity sales