



BULLETIN: Update: NAIC Suitability Model Regulation Requirements of Producers

States: MD, HI, IN, KY

Previously Adopted States: OK, IA, CO, WI, RI, DC, NY, OH, OR, WV, ND, TX, SC

States have adopted the NAIC Suitability Model effective as of the dates indicated in the below chart. All producers selling annuity products must complete a **one-time four-hour general annuity training course** in the states indicated below. A grace period for previously licensed producers may be available as indicated in the chart below. The regulation also requires that **carriers provide product-specific training** in order that producers may have an adequate knowledge of the specific mechanics and material features of the particular annuity being purchased.

State	Effective Date	Training Requirements		General Annuity Training Grace Period Date
		Product Specific	General Annuity	
MD	November 1, 2011	Yes	Yes	May 1, 2012
HI	January 1, 2012	Yes	Yes	January 31, 2012
IN	January 1, 2012	Yes	Yes	July 1, 2012
KY	January 1, 2012	Yes	Yes	July 1, 2012

(Continued)

Contact: If you have any questions, please contact your Genworth Sales team.

Genworth Financial companies include:

Genworth Life and Annuity Insurance Company, Richmond, VA

Genworth Life Insurance Company, Richmond, VA

Genworth Life Insurance Company of New York, 666 Third Avenue, 9th Floor, New York, NY

Only Genworth Life Insurance Company of New York is admitted in and conducts business in New York.

Long term care insurance products issued by Genworth Life Insurance Company and in New York by Genworth Life Insurance Company of New York.

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Previously Adopted States

State	Adopted Date	Training Requirements		General Annuity Training Grace Period Date
		Product Specific	General Annuity	
SC	September 25, 2011	Yes	Yes	March 25, 2012
TX	September 1, 2011	Yes	Yes	March 1, 2012 (includes product-specific training)
ND	August 1, 2011	Yes	Yes	August 1, 2012
WV	July 1, 2011	Yes	Yes	January 1, 2012
OR	July 1, 2011	Yes	Yes	January 1, 2012
OH	July 1, 2011	Yes	Yes	January 1, 2012
NY	June 30, 2011	Yes		N/A
DC	June 24, 2011	Yes	Yes	December 24, 2011
RI	June 1, 2011	Yes	Yes	December 1, 2011
WI	May 1, 2011	Yes	Yes	November 1, 2011
CO	April 1, 2011	Yes	Yes	October 1, 2011
IA	January 1, 2011	Yes	Yes	May 1, 2011
OK	July 14, 2010	No	Yes	July 14, 2011

Effective October 1, 2011, Genworth will offer Computer Based Training (CBT). To complete product-specific training go to www.genworth.com/annuityproducertraining

- Click appropriate button for Financial Institution or Independent Producer
- Select an individual product course
- Review the entire course
- At end of course respond 'yes' to Attestation
- Complete course submission screen with name, NPN or SS#, submit
- Return to product training if wish to complete another product

Completion of course will be recorded and update our system automatically at least nightly. Agents can also print out the completion certificate. **Please note:** For applications signed on or after November 11, 2011, CBT will be the only method accepted for product-specific training. Click here for more information.

General Annuity Training

For states that do not provide a grace period:

All producers must comply with the General Annuity Training requirements as of the effective date.

For states providing a grace period:

Newly Licensed Producers – Producers licensed on or later than the effective dates, must include proof that the general annuity training course has been completed prior to appointment.

Producers Currently Licensed – Producers licensed prior to the state’s effective date must comply with this regulation within the grace period. Applications signed on and after the grace period, without proof of completion will be returned.

- This course must be completed through an approved provider
- Genworth will attempt to validate general annuity training through ClearCert. If we are unable to validate, producers can forward certificates to producerservices@genworth.com or fax to 434 948.5058. For more information on approved providers and courses, go to <http://www.clearcert.com/>.

Finally please remind producers that they must submit the Genworth Annuity Suitability Profile with all applications. For sales, producers should submit the appropriate form for each state as indicated in the below chart:

State	Form #
Wisconsin	49655WI 05/15/11
All Other States	49655 04/04/11