

Adoption of the NAIC Suitability in Annuity Transactions Model Regulation (2010)

The National Association of Insurance Commissioners' (NAIC) Suitability in Annuity Transactions Model Regulation sets standards to help ensure consumers are purchasing an annuity product that is appropriate for their financial needs. Below is a listing of states that have adopted this Model Regulation, or have updated their training requirements for annuities, with the effective date.

Iowa – January 1, 2011
Colorado – April 1, 2011
Wisconsin – May 1, 2011
Rhode Island – June 1, 2011
District of Columbia – June 1, 2011
New York – June 30, 2011
Ohio – July 1, 2011
Oregon – July 1, 2011
Kentucky – July 1, 2011
West Virginia – July 1, 2011
Indiana – new Producers must take state training as of July 1, 2011
Oklahoma – 7/14/11
North Dakota – August 1, 2011
South Carolina – September 25, 2011
Maryland – November 1, 2011

For states adopting a new Regulation, all Producers licensed to sell annuities in these states must complete any required state-approved annuity product training before they recommend new business in that state. *(Please be aware requirements may differ from state to state, but most are a one-time 4 hour course.)*

Additionally, if the Insurance Department of the state in which you conduct business has adopted a version of this Regulation or has updated their annuity training requirements, it is our policy that you complete a Penn Mutual Product Training course prior to recommending any new annuity products. This course is available in the Learning Resource Center of the Penn Mutual website.

Note: Some states, such as California and Texas have existing annuity training requirements in order to remain licensed. If you do business in those states, please be sure to comply with its regulations.

How to Complete the Training

To complete the required training, producers must do the following:

1. Complete State-Approved CE.

HTK Registered Representatives may choose to complete their state-specific training through RegEd (for details on accessing RegEd, [click here](#)). Please note that as an HTK Registered Representative, the RegEd course cost is covered, but the state certification is at producer expense. (The course will be available through the Insurance Courses tab.)

Non-HTK Representatives may complete their training at the vendor of their choice. One of the options is to use WebCE, which is accessible through Producers Place. Penn Mutual and WebCE have negotiated a price of \$44.95* for self-study Continuing Education. This price includes all of the self-study courses you need, the corresponding exams, exam grading and certificates of completion.

Getting started is easy. Simply click on the [WebCE link](#), click Course Catalog in the left navigation, choose your state, select your license type and select your course(s) or call WebCE Customer Support at 800-488-9308. Remember to mention that you are an affiliate of Penn Mutual.

*Additional cost for shipping, books and filing fees may apply. Specialty courses like CA CTQ2000 can't be discounted from Individual Course Price listed. CE courses and credit hours vary by state. Courses are not available in Wisconsin.

2. Submit your Certification.

After taking your state-specific training, submit your certification by email to HTK-IPS@htk.com or by Fax to the IPS Fax number: (866)-674-8005

(**Note:** you should submit your certification to your state as well if this service is not included by your vendor.)

3. Complete the Penn Mutual Product Training Course.

To access the Product Training for Penn Mutual:

1. www.pennmutual.com
2. Log onto Producers Place
3. Education and Training Tab
4. Under Learning Resource Center click on Visit the Learning Resource Center
5. Launch Learning Resource Center
6. Click on Penn Mutual Annuity Product Training (it states "click here")