

**OHIO DEPARTMENT OF INSURANCE  
STATE OF OHIO**

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**BULLETIN 2011-07**

**AGENT COMPLIANCE WITH NEW ANNUITY TRAINING REQUIREMENTS IN  
OAC RULE 3901-6-13, SUITABILITY OF ANNUITY SALES**

**Effective May 10, 2011**

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As of July 1, 2011, OAC Rule 3901-6-13 imposes a new one-time annuity-specific continuing education ("CE") requirement on insurance agents who engage in the sale, solicitation or negotiation of annuity products. This one-time requirement is in addition to the company provided product specific training required by OAC Rule 3901-6-13(G)(1). The one-time training requirement is as follows:

1. Insurance agents who hold a life insurance or variable annuity line of authority on July 1, 2011 and who desire to sell annuities shall complete four (4) hours of annuity-specific training, as specified in OAC Rule 3901-6-13(G)(2)(a) on or before January 1, 2012.
2. Insurance agents who hold a life insurance or variable annuity line of authority on July 1, 2011 but who do not complete the one-time annuity-specific training requirement before January 1, 2012 may not thereafter engage in the sale of annuities until that training has been completed.
3. Insurance agents who obtain a life or variable annuity line of authority after July 1, 2011 and who desire to sell annuities must complete the one-time annuity-specific training before they can begin selling annuities in Ohio.

An Ohio resident insurance agent who completes the one-time annuity-specific training that has been approved in another state with laws substantially similar to Ohio's will be deemed to have complied with OAC Rule 3901-6-13(G)(2), even if the training was completed prior to adoption of OAC Rule 3901-6-13.

An Ohio resident insurance agent who completes the one-time annuity-specific training will receive continuing education ("CE") credit only if the course was approved by ODI prior to the date the course was taken, and the provider submits a roster and all applicable fees to ODI.

Nonresident insurance agents who hold a life insurance or variable annuity line of authority in Ohio, and have completed the one-time annuity-specific training in another state with laws substantially similar to Ohio's will be deemed to have complied with OAC Rule 3901-6-13(G)(2).



Mary Taylor, Lt. Governor, Director