

## How to complete your **annuity training requirements**

Advisors who wish to sell annuities in states that have adopted the 2010 revisions to the NAIC Suitability in Annuity Transactions Model Regulation must complete two training requirements to avoid any interruption in processing new business with Securian.

### The training requirements<sup>1</sup> include:

- Product-specific training provided by insurance carriers
- A one-time, four-hour CE training course

In addition to these two requirements, certain product changes may require further training. Securian will notify you of any additional training that will be required.

### Follow these easy steps to complete the training requirements:

#### **STEP 1 Complete Securian's product-specific training by the state's effective date for any products you wish to sell**

Securian has created online product-specific training modules that are available through Quest CE at <https://learn.questce.com/naicsuitability>. There is no need to notify Securian of your product training completion; you can submit it electronically at the end of each module. More information is available in the financial professional section of [securian.com](http://securian.com).

#### **STEP 2 Complete your four-hour CE training course**

Most advisors will use an online CE provider and track this as part of their usual insurance continuing education process. Typically advisors licensed in a requiring state prior to the regulation's effective date have six months to complete this requirement. Advisors wishing to become licensed on or after the regulation's effective date must complete the CE training prior to selling an annuity. This deadline may vary by state.

#### **Step 3 Notify us of your CE course completion**

Please fax proof of the training completion to Securian's Licensing team:

**Licensing fax: 1-651-665-7256**

**Licensing phone: 1-866-889-6107**

#### States currently requiring annuity product-specific training:

AL	AK	AZ	CA	CO
CT	DE	DC	FL	GA
HI	ID	IL	IN	IA
KS	KY	LA	ME	MD
MA	MI	MN	MS	MO
MT	NE	NH	NJ	NY <sup>2</sup>
ND	OH	OK	OR	RI
SC	SD	TN	TX	UT
VA	WA	WV	WI	WY



## FOR MORE INFORMATION

please contact Securian's annuity sales desk:

**1-866-335-7355.**

<sup>1</sup>The two training requirements listed and timeline to complete them are the standard requirements for the revised NAIC Suitability in Annuity Transactions Model Regulation. Actual training requirements may vary by state depending on a particular state's modifications to the model regulation prior to its adoption.

<sup>2</sup>Variable products not currently offered in New York.

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**Securian Financial Group, Inc.**

[www.securian.com](http://www.securian.com)

Insurance products are issued by Minnesota Life Insurance Company in all states except New York. In New York, products are issued by Securian Life Insurance Company, a New York authorized insurer. Minnesota Life is not an authorized New York insurer and does not do insurance business in New York. Both companies are headquartered in St. Paul, MN. Product availability and features may vary by state. Each insurer is solely responsible for the financial obligations under the policies or contracts it issues. Variable products offered through **Securian Financial Services, Inc.** Member FINRA/SIPC.

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