

C.L. "BUTCH" OTTER
Governor

State of Idaho
DEPARTMENT OF INSURANCE

700 West State Street, 3rd Floor
P.O. Box 83720
Boise, Idaho 83720-0043
Phone (208)334-4250
Fax (208)334-4398
Website: <http://www.doi.idaho.gov>

WILLIAM W. DEAL
Director

Notice to Life/Annuity Insurers and Producers
April 15, 2013

**Re: New Idaho Suitability in Annuity Transactions Rule –
Continuing Education Requirement**

The Idaho Legislature approved a pending rule change to IDAPA 18 Title 01, Chapter 09 (IDAPA 18.01.09), which became effective when the Legislature adjourned on April 4, 2013. The newly rewritten rule is based on the 2010 NAIC Model Regulation 275 and requires the producer or insurer to have reasonable grounds to believe an annuity is suitable based on specific information about the consumer prior to making a recommendation to the consumer.

The rule also requires producers engaged in the sale of annuity products to complete a one-time four-hour CE credit training course. The producer training requirements are in section 16 of the rule (18.01.09.016), highlights are:

- Idaho licensed producers who hold a life line of authority and sell annuities shall complete a one-time four-hour CE credit training course approved by the Department and provided by a Department-approved education provider (18.01.09.016.02.a).
- Idaho licensed producers who currently hold a life line of authority and sell annuities but have not completed at least one four-hour CE credit training course approved by the Department must complete the required CE course within six (6) months of the effective date (4-4-2013) of this rule (18.01.09.016.02.b) – that is no later than October 4, 2013.
- Appropriate courses must meet the qualifications in section 18.01.09.016.02 of the rule to qualify for this requirement.
- Producers who sell annuities in Idaho may satisfy the requirement if they have completed a substantially similar course in another state (18.01.09.016.02.i).
- Insurers shall verify that their producers have completed the annuity training course required under this rule before allowing producers to sell an annuity product for them in Idaho (18.01.09.016.02.j).
- Record keeping requires that insurers and producers provide records of all information regarding compliance with this rule. An insurer is permitted, but not required, to maintain documentation on behalf of the producer.

To review the entire rule, please use this hyperlink:
<http://adminrules.idaho.gov/rules/current/18/index.html>.

| [LIST OF ANNUITY SUITABILITY COURSES](#)

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