



**DEPARTMENT OF INSURANCE, FINANCIAL  
INSTITUTIONS AND PROFESSIONAL REGISTRATION**

P.O. Box 690, Jefferson City, Mo. 65102-0690

**INSURANCE BULLETIN 17-06**

**Annuity Suitability Training – 20 CSR 400-5.900**

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To: All producers and insurers offering or selling annuity products in the State of Missouri

From: Chlora Lindley-Myers, Director

Re: Annuity Suitability Training Requirements

The purpose of this Bulletin is to respond to and address inquiries the Department has received with regard to producer training requirements arising from “Suitability in Annuity Transactions,” Regulation 20 CSR 400-5.900, which was effective March 30, 2017.

The Department has received a number of inquiries regarding the implementation of Regulation 20 CSR 400-5.900, in light of the March 30, 2017 effective date. The Regulation requires that producers who hold a life insurance line of authority and who intend to engage in the sale of annuity products complete a one-time four (4) hour training course. These requirements apply to both resident and non-resident producers and to all types of annuity products.

The Department directs insurers and producers to 20 CSR 400-5.900(5)(B)1.B. This subparagraph provides that currently licensed producers have six (6) months after the March 30, 2017 effective date in which to complete the training requirements. In other words, producers licensed as of March 30, 2017 have until September 30, 2017 to complete the annuity suitability training. Individuals seeking to become a licensed producer must complete the annuity suitability training before they sell, solicit, or negotiate annuities in Missouri.

The Department next directs insurers and producers to 20 CSR 400-5.900(5)(B)8. This paragraph states that satisfying training requirements of another state that are substantially similar shall be deemed to satisfy the training requirements of this State. The training requirements are specifically identified in 20 CSR 400-5.900(5)(B)3. To further clarify, if a producer (resident or non-resident) has met another state's annuity suitability training requirements, and those requirements are substantially similar to Missouri's, there is no additional training required to sell, solicit, or negotiate annuities in Missouri. This provision applies even if the training was completed prior to the adoption of Regulation 20 CSR 400-5.900.

Finally, the Department directs insurers and producers to 20 CSR 400-5.900(5)(B)9. This paragraph details the obligations of an insurer to ensure all of its insurance producers have completed the annuity suitability training course. This paragraph further details the manner in which an insurer may document its compliance and provides a few examples of how to do so.

Insurers with questions regarding this Bulletin or needing other assistance may contact the Licensing Section by email at [licensing@insurance.mo.gov](mailto:licensing@insurance.mo.gov) or by phone at 573-751-3518.

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