

Arizona Annuity Suitability CE Training



AGENCY SERVICES BULLETIN

Mandatory Arizona Annuity Suitability Continuing Education Certificate Requirement

Effective **January 1, 2018**, the Arizona Department of Insurance adopted the revised NAIC Model Regulation on Suitability in annuity transactions. Adoption of this regulation requires resident and non-resident producers to fulfill certain training before they may solicit Fidelity & Guaranty Life Insurance Company annuity products in Arizona.

What Is the Required Training?

Completion of a one-time four-hour Arizona Department of Insurance approved Suitability education course on annuities. This course is in addition to any general education courses required by the state.

When Do I Need to Complete the Training?

- FGL will issue applications from existing Arizona producers solicited on or after **January 1, 2018**, but the compensation will be on hold until you meet the training requirements.
- For those producers looking to become appointed with us prior to the end of the year, the sooner the required training is completed, the better.
- Arizona producers licensed on or after **January 1, 2018** are required to complete this course before submitting any business.
- Effective **February 1, 2018**, all agents, regardless of your license effective date, will need to complete this course before submitting any business to FGL.

How Do I Take the Training?

- Fidelity & Guaranty Life partnered with LIMRA and NAFA-sponsored SuccessCE to make this annuity suitability course available to you for a small fee. LIMRA and SuccessCE are available via the [SalesLink](#) homepage. Go to Required Annuity Product Training for the link.
- Web CE is available via the [SalesLink](#) homepage. Go to Popular Links>Insurance CE Center.

Where Do I Send the Completed Training Documents?

Certifications can be faxed, emailed or mailed:

Fax: 410-895-0129

Email: contractingandlicensing@fglife.com

Mail: Fidelity & Guaranty Life 1001 Fleet Street Baltimore, MD 21202

More Information

Please contact us directly at contractingandlicensing@fglife.com with any additional questions.

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"FGL" when used herein refers to Fidelity & Guaranty Life, the marketing name for Fidelity & Guaranty Life Insurance Company issuing insurance in the United States outside of New York. Life insurance and annuities issued by Fidelity & Guaranty Life Insurance Company, Des Moines, IA.