


Massachusetts Annuity Suitability CE Training



AGENCY SERVICES BULLETIN

Mandatory Massachusetts Annuity Suitability Continuing Education Certificate Requirement

Effective **July 1, 2016** the Massachusetts 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 Massachusetts.

What Is the Required Training?

Completion of a one-time 4-hour Massachusetts 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?

- Massachusetts producers licensed on or after July 1, 2016 are required to complete this course before submitting any business to FGL.
- FGL will issue applications from existing Massachusetts producers solicited on or after July 1, 2016, but the compensation will be on hold until you meet the training requirements.
- Effective December 1, 2016 all agents, regardless of your license effective date, will need to complete this course before submitting any business to FGL.
- FGL **will not** process any new agent resident or non-resident Massachusetts appointments until we have received the current Annuity Suitability Certificate.
- FGL **will not accept new business** until we have received the Annuity Suitability requirements for an appointment to be processed.

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. Please visit SalesLink for details.
- Web CE is available via the SalesLink homepage. Go to Popular Links>Insurance CE Center. LIMRA and SuccessCE are available via the SalesLink homepage. Go to Required Annuity Product Training for the link.

Where Do I Send the Completed Training Documents?

Certifications can either be faxed, emailed or mailed to:

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 salesdesk@fglife.com with any additional questions.

“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. Policies issued by Fidelity & Guaranty Life Insurance Company, Des Moines, IA.

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