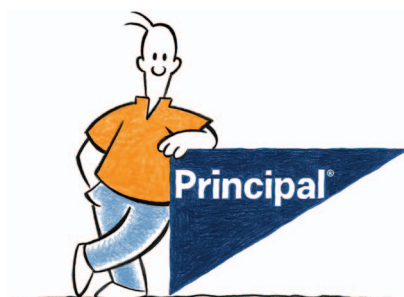


States Requiring Training

# Suitability in Annuity Transactions Model Regulation



State	Effective Date of Carrier-Specific Product Training Courses	Effective Date of General Annuity Training Courses
Alaska	New producers: Oct. 16, 2011 Existing producers: Jan. 16, 2012	New producers: Oct. 16, 2011 Existing producers: Apr. 16, 2012
California <sup>1</sup>	Jan. 1, 2012	All producers: Jan. 1, 2012
Colorado	Apr. 1, 2011	New producers: Apr. 1, 2011 Existing producers: Oct. 1, 2011
Connecticut	Feb. 18, 2012	New producers: Feb. 18, 2012 Existing producers: Aug. 18, 2012
District of Columbia	June 24, 2011	New producers: June 24, 2011 Existing producers: Dec. 24, 2011
Florida <sup>2</sup>	Oct. 1, 2013	Not applicable
Hawaii	Jan. 1, 2012	All producers: Jan. 31, 2012
Idaho	Apr. 4, 2013	New producers: Apr. 4, 2013 Existing producers: Oct. 4, 2013
Illinois	Sept. 26, 2011	All producers: July 1, 2012
Indiana <sup>3</sup>	Jan. 1, 2012	New producers: Jan. 1, 2012 Existing producers: July 1, 2012
Iowa	Jan. 1, 2011	All producers: Jan. 1, 2011
Kansas	June 1, 2013	New producers: June 1, 2013 Existing producers: Dec. 1, 2013
Kentucky	Jan. 1, 2012	New producers: Jan. 1, 2012 Existing producers: July 1, 2012
Louisiana	Aug. 1, 2012	New producers: Aug. 15, 2012 Existing producers: Jan. 1, 2013
Maryland	Nov. 1, 2011	New producers: Nov. 1, 2011 Existing producers: May 1, 2012
Michigan	June 1, 2013	New producers: June 1, 2013 Existing producers: Dec. 1, 2013
Minnesota	June 1, 2013	New producers: Jan. 1, 2014 Existing producers: July 1, 2014

State	Effective Date of Carrier-Specific Product Training Courses	Effective Date of General Annuity Training Courses
Mississippi	Sept. 1, 2013	New producers: Sept. 1, 2013 Existing producers: Apr. 1, 2014
Nebraska	July 19, 2012	New producers: July 19, 2012 Existing producers: Jan. 19, 2013
New Jersey	Aug. 4, 2013	All producers: Aug. 4, 2013
New York <sup>4</sup>	June 30, 2011	Not applicable
North Dakota	Aug. 1, 2011	New producers: Aug. 1, 2011 Existing producers: Aug. 1, 2012
Ohio	July 1, 2011	New producers: July 1, 2011 Existing producers: Jan. 1, 2012
Oklahoma <sup>5</sup>	July 13, 2011	New producers: July 14, 2010 Existing producers: July 13, 2011
Oregon	July 1, 2011	New producers: July 1, 2011 Existing producers: Jan. 1, 2012
Rhode Island	June 1, 2011	New producers: June 1, 2011 Existing producers: Dec. 1, 2011
South Carolina	Sept. 25, 2011	New producers: Sept. 25, 2011 Existing producers: Mar. 25, 2012
South Dakota	July 1, 2012	New producers: July, 1 2012 Existing producers: Jan. 1, 2013
Texas	New producers: Sept. 1, 2011 Existing producers: Mar. 1, 2012	New producers: Sept. 1, 2011 Existing producers: Mar. 1, 2012
Utah	May 26, 2012	Not applicable
Washington	Mar. 29, 2012	New producers: Mar. 29, 2012 Existing producers: Sept. 29, 2012
West Virginia	July 1, 2011	New producers: July 1, 2011 Existing producers: Dec. 31, 2011
Wisconsin	May 1, 2011	New producers: May 1, 2011 Existing producers: Nov. 1, 2011

## State reciprocity

The model regulation contains a provision indicating that the general annuity training completed by a producer for one state shall be deemed to satisfy the general annuity training requirement for another state that has adopted the model regulation. Most of the states listed in the chart above have adopted this reciprocity provision, with some exceptions. Please check with your back office for more information.

## How to access training

The following site provides you the opportunity to satisfy the training and certification requirements for selling Principal Life Insurance Company annuity products in compliance with the above states' suitability regulations:

<http://naic.pinpointglobal.com/Principal/Apps/default.aspx>

<sup>1</sup> California has not enacted the model regulation. An insurance producer who is otherwise entitled to engage in the sale of annuity products shall complete a one-time eight credit-hour annuity training course. Additionally, every producer must also satisfactorily complete four continuing education credits prior to license renewal every two years.

<sup>2</sup> Florida has not enacted the model regulation. However, they do require carrier-specific product training in accordance with their own suitability regulations. General annuity training is not required.

<sup>3</sup> Indiana has not enacted the model regulation. However, they do require similar carrier-specific product training and general annuity training as highlighted in the model regulation.

<sup>4</sup> New York has not enacted the model regulation. However, they do require carrier-specific product training in accordance with their own suitability regulations. General annuity training is not required.

<sup>5</sup> Oklahoma has not enacted the model regulation. However, they do require similar carrier-specific product training and general annuity training as highlighted in the model regulation.



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