

# NAIC Model Annuity Best Interest Rule State Compliance Dates

As of 1/30/2023



The National Association of Insurance Commissioners (NAIC) has amended NAIC Model Rule 275. Referred to as the Annuity Best Interest Rule, it requires producers to act in the best interest of the consumer when recommending an annuity.

The chart below lists the compliance dates when producers must start complying with the Annuity Best Interest Rule in that state. The Annuity Best Interest CE Training date indicates when new and existing producers must complete best interest training to sell annuities. A new producer who sells annuities must complete a one-time, four credit best interest training course approved by the DOI and provided by a DOI-approved training provider. New producers may not engage in the sale of annuities until this training course is complete. Existing producers who previously completed an approved annuity suitability training course must complete either the new four credit best interest training course approved by the DOI, or a new one credit best interest training course approved by the DOI focused on appropriate sales practices and replacement/disclosure requirements required by the Annuity Best Interest Rule. New states will be added to this list as they continue to adopt the amended NAIC Model Rule 275. For additional state-specific information, please visit [www.NAIC.org](http://www.NAIC.org).

State	Annuity Best Interest Compliance Date	Product Training Required <sup>1</sup>	Annuity Best Interest CE Training	
			Existing Producer Training Compliance Date	New Producer Training Compliance Date
<b>Alabama*</b>	January 1, 2022	Yes	July 1, 2022	January 1, 2022
<b>Alaska</b>	November 23, 2022	Yes	**	**
<b>Arizona*</b>	January 1, 2021	Yes	June 30, 2021	January 1, 2021
<b>Arkansas</b>	July 8, 2021	Yes	January 1, 2022	March 1, 2022
<b>Colorado</b>	November 1, 2022	Yes	May 1, 2023	November 1, 2022
<b>Connecticut*</b>	March 1, 2022	Yes	September 1, 2022	January 1, 2022
<b>Delaware*</b>	August 1, 2021	Yes	February 1, 2022	August 1, 2021
<b>Hawaii</b>	January 1, 2023	Yes	July 1, 2023	January 1, 2023
<b>Idaho*</b>	July 1, 2021	Yes	February 1, 2022	July 1, 2021
<b>Iowa*</b>	January 1, 2021	Yes	June 30, 2021	January 1, 2021
<b>Kentucky</b>	January 1, 2022	Yes	July 1, 2022	January 1, 2022
<b>Maine</b>	January 1, 2022	Yes	July 1, 2022	January 1, 2022
<b>Maryland*</b>	October 8, 2022	Yes	April 8, 2023	October 8, 2022
<b>Massachusetts</b>	June 1, 2023	Yes	June 1, 2023	June 1, 2023
<b>Michigan*</b>	June 29, 2021	Yes	December 29, 2021	June 29, 2021
<b>Minnesota</b>	January 1, 2023	Yes	July 1, 2023	January 1, 2023
<b>Mississippi*</b>	July 1, 2022	Yes	July 1, 2022	January 1, 2022
<b>Montana</b>	October 1, 2021	Yes	April 1, 2022	October 1, 2021
<b>Nebraska</b>	January 1, 2022	Yes	December 31, 2021	July 1, 2021
<b>New Mexico</b>	October 1, 2022	Yes	April 1, 2023	October 1, 2022
<b>North Carolina</b>	January 1, 2023	Yes	July 1, 2023	January 1, 2023
<b>North Dakota*</b>	January 1, 2022	Yes	July 1, 2022	January 1, 2022
<b>Ohio*</b>	August 14, 2021	Yes	August 14, 2021	February 14, 2021
<b>Pennsylvania</b>	June 20, 2022	Yes	December 20, 2022	June 20, 2022
<b>Rhode Island*</b>	April 1, 2021	Yes	September 30, 2021	April 1, 2021
<b>South Carolina</b>	November 27, 2022	Yes	May 27, 2023	November 27, 2022
<b>South Dakota</b>	January 1, 2023	Yes	July 1, 2023	January 1, 2023

State	Annuity Best Interest Compliance Date	Product Training Required <sup>1</sup>	Annuity Best Interest CE Training	
			Existing Producer Training Compliance Date	New Producer Training Compliance Date
Tennessee	January 1, 2024	Yes	July 1, 2024	January 1, 2024
Texas	September 1, 2021	Yes	January 1, 2022	January 1, 2022
Virginia*	September 1, 2021	Yes	March 1, 2022	September 1, 2021
Wisconsin	October 1, 2022	Yes	April 1, 2023	October 1, 2022

\*The one-credit-hour best interest training course option for existing producers expires on the date listed in the Existing Producer Training Compliance Date column for these states. After that date, the full four-credit course will be required.

\*\*Producers who HAVE previously taken a 4-hour Annuity Suitability course before 1/15/23 are required to complete either a 1-hour or 4-hour Best Interest course prior to 7/15/23. Producers who HAVEN'T taken a 4-hour Annuity Suitability course by 1/15/23 must take a 4-hour BI course before selling an annuity product.

<sup>1</sup> A producer must have completed product-specific training before soliciting sales of or making a recommendation for any annuity product.

Products are issued by Integrity Life, Cincinnati, OH, National Integrity Life, Greenwich, NY, Western-Southern Life Assurance Company, Cincinnati, OH, The Lafayette Life Insurance Company, Cincinnati, OH, and Columbus Life Insurance Company, Cincinnati, OH. Integrity, Western-Southern Life Assurance Company, The Lafayette Life Insurance Company and Columbus Life Insurance Company do business in DC and all states except NY, where National Integrity operates. Issuer has sole financial responsibility for its products. All are members of Western & Southern Financial Group.