

## AGENT ADVISORY

**Advisory #:** 2009-106

**Publication Date:** July 10, 2009

**Effective Date:** July 15, 2009

**TO:** All Symetra Appointed Agencies in Arkansas

**RE:** Suitability in Annuity Transactions - Arkansas Rule 82 Agent Training

The Arkansas Insurance Department has set forth suitability standards and procedures for recommendations to consumers involving annuity products so that the insurance needs and financial objectives of consumers at the time of the transaction are appropriately addressed. The rule establishes standards for insurers and insurance producers in the sale of annuities, including a required 4 hours of suitability training.

### **Who needs Annuity Suitability training?**

All insurance producers who are licensed to sell annuity products (annuity means a fixed or variable annuity that is individually solicited, whether the product is classified as an individual or group annuity) must complete 4 hours of annual training that addresses suitability requirements for the State of Arkansas and the mechanics of annuity products.

### **Where can I find Annuity Suitability training?**

Symetra will accept a suitability training course offered by recognized financial service institutions including banks, broker/dealers and insurance companies, or training vendors, such as LIMRA or LOMA.

### **How often is Annuity Suitability training required?**

Beginning July 15, 2009, insurance producers must complete an authorized Annuity Suitability training course once each year.

### **Who monitors completion of training?**

It is the agency's responsibility to monitor and track each producer's compliance with Annuity Suitability training requirements, including annual refresher courses. Upon Symetra's request, agencies must provide proof (such as certificate of completion) that training has been completed.

A copy of the Rule 82 and our Suitability form, LU-1514, can be found on the [Advisories and Regulatory Training](#) page of our website. Please read the rule thoroughly. If you have questions regarding this advisory, please contact the Sales Center at 1-800-706-0700.

Sincerely,

Michael Murphy, AVP  
Compliance Dept  
Symetra Life Insurance Company