



**THE STATE OF NEW HAMPSHIRE  
INSURANCE DEPARTMENT**

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CONCORD, NEW HAMPSHIRE 03301

Roger A. Sevigny  
Commissioner

Alexander K. Feldvebel  
Deputy Commissioner

**BULLETIN  
Docket No.: INS 14-036-AB**

**TO:** All New Hampshire Licensed Life Carriers and Life and Annuity Producers  
**FROM:** Roger A. Sevigny *RS*  
**DATE:** December 9, 2014  
**RE:** Suitability in Annuity Transactions Rule

On January 1, 2015, INS 305, the Suitability in Annuity Transactions Rule will become effective.

As part of this Rule, INS 305.06(b), requires Producers selling annuities to New Hampshire citizens to take a one-time 4 credit training course specifically on suitability.

Individuals who obtain a life insurance line of authority on or after the effective January 1, 2015 may not engage in the sale of annuities until the annuity training course required is complete.

While this will be a new requirement in New Hampshire, many other states have had this requirement in place for several years. It is our understanding that some Life Producers licensed in New Hampshire may have already taken this required training. As such, the New Hampshire Insurance Department has determined that a Life Producer licensed in New Hampshire will be deemed to have satisfied the training requirement of INS 305.06(b) if, at any time after adoption of the 2010 version of the NAIC Suitability in Annuity Transactions Model Regulation, the Producer takes or has taken a training course that either:

- (i) fulfills the training requirements of another state, provided that such requirements are substantially similar to the requirements of INS 305.06(b); or
- (ii) is, or has been, attested to the New Hampshire Insurance Department by an insurance department approved Continuing Education Provider as fulfilling the content requirements of INS 305.06(b).

Compliance with INS 305.06 is required by July 1, 2015 for Life Producers licensed prior to January 1, 2015.

For questions regarding this bulletin, contact Barbara Richardson, Director of Operations, at 603-271-2261 or email at [Barbara.richardson@ins.nh.gov](mailto:Barbara.richardson@ins.nh.gov).