

# Annuities



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## ANNUITY NEWS

DECEMBER 17, 2018

### Reminder - Annuity CE Requirement & Mandatory Product Specific Training

The table below is updated to reflect CE requirements by state and future effective date (**for Pennsylvania.**) Before a new appointment is processed or new business is solicited by currently appointed producers, proof of CE compliance must be provided to Reliance Standard for the states shown below as “Required” or if applicable by the date shown in the Annuity CE column.

#### Important Information for Pennsylvania Agents:

**Agents with an Existing RSL Appointment – must complete the 4-hour CE course by June 30, 2019 or by your next renewal date (whichever date is sooner.) Certificates of Completion should be emailed to [agentappointments@rsli.com](mailto:agentappointments@rsli.com) or faxed to (267) 765-5952.**

**New agents seeking appointment with RSL – must complete the 4-hour CE course prior to being appointed with RSL.**

Effective May 17, 2013, Reliance Standard Life required ALL producers to complete the Product Specific Training module before processing new appointment requests or currently appointed producers in solicited new applications.

State	4 Hour Annuity CE Requirement Date	RSL Product Specific Training (PST) Date
Alaska	Required	Required
Arizona	Required	Required
Arkansas	N/A	Required
California	Required	Required
Colorado	Required	Required
Connecticut	Required	Required

Delaware	Required	Required
D.C.	Required	Required
Florida	N/A	Required
Georgia	Required	Required
Hawaii	Required	Required
Idaho	Required	Required
Illinois	Required	Required
Indiana	Required	Required
Iowa	Required	Required
Kansas	Required	Required
Kentucky	Required	Required
Louisiana	Required	Required
Maine	Required	Required
Maryland	Required	Required
Massachusetts	Required	Required
Michigan	Required	Required
Minnesota	Required	Required
Mississippi	Required	Required
Missouri	Required	Required
Nebraska	Required	Required
Nevada	N/A	Required
New Hampshire	Required	Required
New Jersey	Required	Required
New Mexico	N/A	Required
North Carolina	N/A	Required
North Dakota	Required	Required
Ohio	Required	Required
Oklahoma	Required	Required
Oregon	Required	Required
<b>Pennsylvania</b>	<b>4-Hour Course is required on or before producer's next renewal date OR by June 30, 2019 – whichever date is earlier.</b>	<b>Required</b>
Rhode Island	Required	Required
South Carolina	Required	Required

South Dakota	Required	Required
Tennessee	Required	Required
Texas	Required	Required
Utah	N/A	Required
Vermont	N/A	Required
Virginia	Required	Required
Washington	Required	Required
West Virginia	Required	Required
Wisconsin	Required	Required
Wyoming	Required	Required

Producers can complete the online Product Specific Training module for the Eleos, Apollo and Keystone products in less than 30 minutes.

**If Product Specific Training (“PST”) is not completed prior to the date an application is signed, Reliance Standard will return the application to the producer or agency. Applications can be resubmitted that are dated after the Product Specific Training module is completed.**

Below are the instructions for completing the Product Specific Training module and where to send the certificate of Completion for the 4 Hour Annuity CE Course.

#### **Reliance Standard - Product Specific Training**

Reliance Standard provides web based Product Specific Training for producers to comply with the Product Specific Training requirement of the regulation.

Producers may access and complete Reliance Standard’s web based Product Specific Training Module by visiting <http://rsli.successce.com> and reviewing the training materials covering both fixed and indexed products and then completing the course by clicking on the “Annuity Training Certification” at the end of the materials.

Reliance Standard can immediately verify completion of the PST course.

#### **4 Hour Annuity CE Course – Proof of Completion**

Copies or scans of the Certificate of Completion for the 4 Hour Annuity CE Course may be faxed to: 267-765-5952 or emailed to [agentappointments@rsli.com](mailto:agentappointments@rsli.com).

Should you have any questions regarding the Product Specific Training or CE requirements, please do not hesitate to contact the Annuity Sales Desk 800-435-7775 x3696 or [annuity.marketing@rsli.com](mailto:annuity.marketing@rsli.com).

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