

From: American National Insurance <noreply@mail.independentmarketinggroup.net>
Sent: Friday, February 18, 2022 7:01 PM
To: Resource Support
Subject: Agent Alert: Training Requirements for Annuity Sales
Categories: Bulletins

[View this email in your browser](#)



Independent Marketing Group

AGENT ALERT

Revised NAIC Annuity Suitability Model Law

The NAIC recently proposed the adoption of a revised Annuity Suitability Model Law. Separately, the U.S. Securities and Exchange Commission (SEC) released a proposed rule package in May 2018, which included Regulation Best Interest (Reg BI). The SEC finalized Reg BI in June 2019. The final Reg BI establishes a best interest standard of conduct for broker-dealers beyond the existing suitability obligation that applies to federally registered variable annuities.

Please Note State Implementation Effective 3/1/2022: CT & VA

► [Current list of states that have adopted the revised model](#)

The Following Training Is Required to Sell Annuities With American National:

American National Annuity Product Training

- Newly Appointed producers must take the IMG All-Encompassing Course located in your Learning Plan.
- Existing Producers who have already taken the IMG All-Encompassing Course satisfy the requirement with the review of the content in this email.

Continuing Education Training

- To ensure all necessary training is completed, please review the Annuity State Suitability Training Guide for individual state requirements.

Find the 1-hour and 4-hour CE courses on the RegEd website under the state you are licensed.

[Go to RegEd Website](#)

IMG22685 | 02.22

[Forward to a colleague](#)



[888-501-4043](tel:888-501-4043)



img.anicoweb.com

**For Agent Use Only;
Not for Distribution or Use with Consumers.**

Independent Marketing Group is a Division of American National Insurance Company. American National Insurance Company, headquartered in Galveston, Texas is licensed to conduct business in all states except New York. Business is conducted in New York by American National Life Insurance Company of New York, headquartered in Glenmont, New York. Each company has financial responsibility for only the products and services it issues. Copyright© 2022 American National Insurance Company, Galveston, Texas. Not all products and services are available in all states. The trademarks, logos and other content in this notification are the property of American National Insurance Company and cannot be copied or duplicated in any manner without the written consent and approval of American National Insurance Company.

This email was sent to:
resourcesupport@crump.com by
American National Insurance
One Moody Plaza | Galveston, TX 77550, United States
[Privacy Policy](#) | [One-click Unsubscribe](#) | [Update Profile](#)