

From: Athene USA <atheneusa@info.athene.com>
Sent: Friday, March 19, 2021 11:05 AM
To: Resource Support
Subject: Ohio adopts new Best Interest Suitability Regulation



Forward

Ohio adopts new Best Interest Suitability Regulation

Compliance required by August 14, 2021

Ohio recently adopted the National Association of Insurance Commissioners (NAIC) revisions to the Suitability in Annuity Transactions Model Regulation (#275) effective February 14, 2021.* However, Ohio's updated regulation also provides for a six-month period from the effective date for the industry to come into compliance with the new requirements (**August 14, 2021**).

These revisions will impose new requirements on both producers and insurers. As an annuity carrier, we want to make sure you're aware of key aspects of the new regulation. Most notably, producers are required to act in the best interest of the consumer when recommending an annuity purchase by meeting Best Interest Obligations defined within the regulation.

Here's what you'll need to do to meet your Best Interest Obligations for Ohio.

* We will continue to update you as additional states adopt the new regulation and approve training courses.

Required training

As part of the Best Interest Standards, Ohio has implemented the following regulatory training requirements:

- If you were licensed in Ohio and completed model law training **before February 14, 2021**, you must complete the 1-hour best interest supplemental

training course or the new 4-hour training course **on or prior to August 14, 2021**.

- For those licensed **on or after February 14, 2021**, the new 4-hour training course will be required before selling annuities.

Training is available through the [RegEd](#) platform. Once completed, RegEd will notify Athene that you have satisfied your requirement. While Athene will accept training through other platforms, you will need to provide us with proof of completion.

Forms and materials

As previously announced, the following Athene suitability forms have been updated to comply with best interest obligations:

- [Rate Comparison Worksheet](#) (22216, Ver. 12/20):
- [Customer Identification and Suitability Confirmation Worksheet](#) (17341, Ver. 12/20)

Please note: Your organization may not use Athene suitability forms. Be sure to check with your back office for guidelines.

If your organization uses Athene suitability forms, the revised forms listed above will be required in all states (except FL and NY), whether the new suitability regulation has been adopted or not.

New - Appendix A

With the adoption of the Best Interest Standard, Ohio requires the use of an Insurance Agent [Producer] Disclosure for Annuities form, often referred to as "Appendix A," beginning August 14, 2021. For your convenience, we've created a version of [Appendix A](#) (22712, Ver. 12/20) for you to use.

Important Processing dates for Athene suitability users

For those that use Athene suitability forms, we will require a version of Appendix A (Athene's form or another version that matches the regulation's prescribed form) to accompany all applications received by Athene on or after market close (**3 p.m. CT on August 13, 2021**).

Please note: Appendix A must be signed by both the producer and customer(s).

All new or revised materials and forms are available now on [Athene Connect](#) for all states (except FL and NY) and should be used immediately.

Applications with outdated or missing forms that do not fall within the guidelines above will be considered "not in good order." **Be sure to use up-to-date materials when offering Athene annuities.**

Still have questions?

For additional information, and to get a better understanding of Athene's considerations during the suitability review process, please familiarize yourself with our revised producer guidelines and helpful tips:

- [Athene's Position on Annuity Suitability](#) (52266)
- [A step-by-step guide to completing Athene's Suitability Worksheet](#) (20543)
- [A step-by step guide to completing Athene's Product Comparison Worksheet](#) (22420)
- [Suitability Guidelines for Producers](#) (52264)
- [Doing Business with Athene Producer Guide](#) (19608)
- [Athene's Position and Guidelines on Replacements](#) (19532)

Thank you for your business. At Athene, we're committed to helping take you to the next level. For product and sales support, please contact the best Sales Desk in the business at **888-ANNUITY (266-8489)**.



Get Insights

© 2021 Athene, 7700 Mills Civic Pkwy, West Des Moines, IA 50266, USA

For financial professional use only. Not to be used with the offer or sale of annuities.

Athene Annuity and Life Company (61689), headquartered in West Des Moines, Iowa, and issuing annuities in 49 states (excluding NY) and D.C., and Athene Annuity & Life Assurance Company of New York (68039), headquartered in Pearl River, NY, and issuing annuities in New York, are not undertaking to provide investment advice for any individual or in any individual situation, and therefore nothing in this should be read as investment advice. This material should not be interpreted as a recommendation by Athene Annuity and Life Company, Athene Annuity & Life Assurance Company of New York or Athene Securities, LLC.

ATHENE ANNUITIES ARE PRODUCTS OF THE INSURANCE INDUSTRY AND NOT GUARANTEED BY ANY BANK NOR INSURED BY FDIC OR NCUA/NCUSIF.

MAY LOSE VALUE. NO BANK/CREDIT UNION GUARANTEE. NOT A DEPOSIT.
NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY. MAY ONLY BE
OFFERED BY A LICENSED INSURANCE AGENT.

[Unsubscribe](#) [Privacy](#) [Forward](#)