In states that have adopted the 2010 NAIC Model Regulation on Suitability in Annuity Transactions, producers must comply with certain training requirements. Details regarding these procedures are as follows.

**STATE REQUIRED TRAINING**

Producers must complete four (4) continuing education (CE) credits from an APPROVED vendor offering an Annuity Products course. This one-time requirement is not a condition of license renewal. Review the rules in your state as the regulations may vary.

- Nassau Re-appointed producers in these states must complete the 4 CE credits no later than the state’s deadline to avoid interruption in processing new business with Nassau Re.
- New producers appointed with Nassau Re on or after the state effective date must complete the 4-hour annuity specific training prior to solicitation.
- State-required CE courses are available through Nassau Re’s online NAIC Product Training Center, powered by LIMRA and accessible through www.salesnet.nsre.com
- Training may also be completed via an outside vendor such as LIMRA or RegEd, provided that vendor’s valid certification confirming course completion is submitted to Nassau Re. Certification should be emailed to contracts@nsre.com or faxed to 816-221-9672.

**PRODUCT SPECIFIC TRAINING**

Insurance producers may not solicit an annuity application unless the producer has adequate knowledge about the product and is in compliance with the issuing insurer’s standards for product training. To that end, Nassau Re requires all producers to complete detailed product training prior to solicitation.

- In addition to state CE requirements, both newly licensed producers and existing producers must complete Nassau Re product training prior to solicitation.
- Product training courses are available online through the Nassau Re NAIC Product Training Center, powered by LIMRA, on www.salesnet.nsre.com

To avoid interruption in the sale of the Nassau Re annuity products, you must complete the required training as described above and, if taken elsewhere, submit proof of completion prior to appointment activation with Nassau Re and/or prior to solicitation of any new annuity applications if already appointed.

**Please refer to the Annuity Training Requirements on www.salesnet.nsre.com for details.**

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