

NAIC Model Annuity Best Interest Rule State Compliance Dates

As of 6/1/2021



The National Association of Insurance Commissioners (NAIC) has amended NAIC Model Rule 275. Referred to as the Annuity Best Interest Rule, it requires producers to act in the best interest of the consumer when recommending an annuity.

The chart below lists the compliance dates when producers must start complying with the Annuity Best Interest Rule in that state. The Annuity Best Interest CE Training date indicates when new and existing producers must complete best interest training to sell annuities. A new producer who sells annuities must complete a one-time, four credit best interest training course approved by the DOI and provided by a DOI-approved training provider. New producers may not engage in the sale of annuities until this training course is complete. Existing producers who previously completed an approved annuity suitability training course must complete either the new four credit best interest training course approved by the DOI, or a new one credit best interest training course approved by the DOI focused on appropriate sales practices and replacement/disclosure requirements required by the Annuity Best Interest Rule. New states will be added to this list as they continue to adopt the amended NAIC Model Rule 275. For additional state-specific information, please visit www.NAIC.org.

State	Annuity Best Interest Compliance Date	Product Training Required ¹	Annuity Best Interest CE Training	
			Existing Producer Training Compliance Date	New Producer Training Compliance Date
Arizona	January 1, 2021	Yes	June 30, 2021	January 1, 2021
Arkansas	July 8, 2021	Yes	January 1, 2022	January 1, 2022
Delaware	August 1, 2021	Yes	February 1, 2022	August 1, 2021
Idaho	July 1, 2021	Yes	February 1, 2022	July 1, 2021
Iowa	January 1, 2021	Yes	June 30, 2021	January 1, 2021
Michigan	June 29, 2021	Yes	December 29, 2021	June 29, 2021
Montana	October 1, 2021	Yes	April 1, 2022	October 1, 2021
Nebraska	January 1, 2022	Yes	December 31, 2021	July 1, 2021
North Dakota	January 1, 2022	Yes	July 1, 2022	January 1, 2022
Ohio	August 14, 2021	Yes	August 14, 2021	February 14, 2021
Rhode Island	April 1, 2021	Yes	September 30, 2021	April 1, 2021

¹ A producer must have completed product-specific training before soliciting sales of or making a recommendation for any annuity product.

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