

# Attention Florida and Oklahoma producers: Best Interest training is now available

As we previously announced, Florida and Oklahoma have updated the requirements around Best Interest and Suitability in Annuity Transactions, effective January 1, 2024, and September 1, 2023, respectively. New training is required to be able to submit applications for any annuity products, including Asset Care<sup>®</sup> Annuity Funding Whole Life.

## Training now available through OneAmerica

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Producers who have previously taken the four-hour state generic annuity suitability course have the option of taking either the one-hour catch-up training course on Annuity Best Interest, or they can take the newly created four-hour course on Annuity Best Interest Suitability by **July 1, 2024, in Florida and April 30, 2024, in Oklahoma.**

However, new and existing producers who have not completed the original four-hour course on state generic annuity suitability are now required to complete the **new four-hour Annuity Best Interest Suitability training course** prior to the solicitation of the annuity. Producers selling any annuity products, including Asset Care Annuity Funding Whole Life, must take this course to sell these products. Oklahoma producers who obtain a life insurance license on or after September 1, 2023, must complete the new four-hour annuity training course before solicitation of annuity applications. Note: the one-hour annuity training course may not be available until November 1, 2023, in Oklahoma. **This course can now be taken using your usual training platform or on [the OneAmerica companies' Annuity and Best Interest Annuity Training Program](#).** When training is taken on the NAIC site, through the provided link, the course completion box is checked, and the completion date is immediately added to the site. No certificate upload is required. If the training is taken using another platform, you must [email your certificate to us](#), to show where and when the course was completed.

*Note: The additional training requirements pertain only to the state generic annuity suitability training. The carrier product training has not changed.*

## Two new forms required to submit annuity apps

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### **New Best Interest Consumer Suitability Due Diligence Questionnaire, I-22733(BI)**

The [Best Interest Consumer Suitability Due Diligence Questionnaire, I-22733 \(BI\)](#), will replace [Consumer Suitability Due Diligence Questionnaire, I-22733](#), in Florida and Oklahoma soon. This updated questionnaire is also required in the other states that have approved the new Best Interest changes.

*Note: All other states that have not approved Best Interest still require the original questionnaire ([I-22733](#)) except where state variations apply.*

### **Producer Compensation Disclosure for Annuities, I-34191**

A new [Producer Compensation Disclosure for Annuities, I-34191](#), is required at the time of submitting an annuity application in Florida and Oklahoma soon. This updated disclosure form is also required in the other states that have approved the new Best Interest changes.

## New producers guide required

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A new version of the [Best Interest Annuity Suitability Policies and Procedures Producers' Guide](#) is available and should be used by producers in Florida and Oklahoma and other states that have adopted the new Best Interest changes. The prior version of the [Suitability Policies and Procedures Producers' Guide](#) will remain in effect for those states that have not yet adopted the revised Best Interest requirements.

## View all state requirements with new chart

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As additional states adopt the new requirements around Best Interest and Suitability in Annuity Transactions, you can find up to date information about each state's training requirements with our "[Where and When](#)" chart. The chart is updated to show the requirements and deadlines for your state.

**Note:**

Products issued and underwritten by The State Life Insurance Company® (State Life), Indianapolis, IN, a OneAmerica company that offers the Care Solutions product suite. Asset Care Form numbers: ICC18 L302 SP; ICC18 SP JT, ICC18 R537, ICC18 R538, ICC18 SA39 and ICC18 R540; L302, L302 JT, L302 SP, L302 SP JT, R537, R538, SA39 and R540. Not available in all states or may vary by state.