

Best Interest available in Louisiana and training now available in California and Missouri

November 2024

California, Louisiana and Missouri have updated the requirements around Best Interest and Suitability in annuity transactions, effective January 1, 2025, in California; September 20, 2024, in Louisiana; and August 30, 2024, in Missouri. Producers selling any annuity products, including Asset Care[®] Annuity Funding Whole Life in California, Louisiana and Missouri, must take a new training course to sell these products.

Training through OneAmerica Financial[®]

If you have previously completed the four-hour state generic annuity suitability course, you have the option to take:

- the one-hour catch-up training course on Annuity Best Interest or
- the newly created four-hour course on Annuity Best Interest Suitability

If you have not completed the original four-hour course, you are required to complete the **four-hour course on Annuity Best Interest Suitability** before solicitation of annuity applications.

You can take the course on your usual training platform or the [OneAmerica Annuity and Best Interest Annuity Training Program](#).

The deadline to complete training is February 28, 2025, in Missouri.

In California, both resident and non-resident agents must complete:

1. A [one-time 8-credit hour](#) California approved specific annuity training course prior to engaging in the sale of annuities.
2. Additionally, a [4-credit hour](#) California approved specific annuity continuing education course must be completed prior to license renewal every two years.
3. Product specific training.

In California, the Best Interest requirements effective January 1, 2025, state that:

1. Producers who hold a life insurance line of authority prior to January 1, 2025, and who desire to sell annuities must complete the above annuity training by July 1, 2025.
2. Individuals who obtain a life insurance line of authority on or after January 1, 2025, shall not sell annuities until the above annuity training has been completed.

Until the January 1, 2025, effective date of the Best Interest requirements noted above, California will continue to enforce all existing annuity suitability requirements, which includes the existing annuity training requirement for both resident and non-resident agents:

1. A one-time 8-credit hour California approved specific annuity training course prior to engaging in the sale of annuities.

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2. Additionally, a 4-credit hour California approved specific annuity continuing education course must be completed prior to license renewal every two years.
3. Product specific training.

Submitting CE certificates

If you take the training:

- Through the OneAmerica Annuity and Best Interest Annuity Training Program, your course completion date will automatically be added to the site. No further action is required.
- On another platform, you must [email your certificates to us](#). We recommend you email them when you receive them; there is no reason to wait.

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

New producers' guide and forms required to submit annuity applications

In states that have adopted the Best Interest changes, producers are required to use:

- [Best Interest Annuity Suitability Policies and Procedures Producers' Guide](#); all other states will continue using the [prior version of the guide](#).
- Best Interest Consumer Suitability Due Diligence Questionnaire, I-22733 (BI) (CA) is state specific and will soon be available in California; Louisiana, Missouri, and other states will continue using the current version of the [questionnaire, I-22733 \(BI\)](#). State specific forms may apply.
- [Producer Compensation Disclosure for Annuities \(I-34191\)](#) is required at the time of submitting an annuity application in states that have approved Best Interest. State specific forms may apply.

“Where and When” state chart

Find state adoptions, training requirements and deadlines around Best Interest and Suitability in Annuity Transactions on our [state chart](#). We update the chart on a rolling basis.

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Products issued and underwritten by The State Life Insurance Company® (State Life), Indianapolis, IN, a OneAmerica Financial 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. Annuity Care® form numbers: SA34 and R508. Annuity Care® II form number: SA35. Indexed Annuity Care® form number: SA36, R529 PPA, R529, R530 PPA and R530. Not available in all states or may vary by state.