Annuity Best Interest (BI) Training

Required by the NAIC Model Regulation #275 and adopted by most U.S. states.
Ensures insurance producers act in the best interest of consumers when recommending annuities.

Special State Rules

State	Special Requirements
California (CA)	• Must complete **CA-specific 8-hour Best Interest Annuity** course (SB 263). • **Not reciprocal** with other states. • Applies to both resident & non-resident producers selling to CA consumers. • Must re-take CA course if prior annuity training predates SB 263 implementation.
New York (NY)	• Governed by **Regulation 187**, not the NAIC model. • Training hours differ and focus on "Suitability and Best Interest in Life Insurance and Annuity Transactions." • **No automatic reciprocity**; must take an NY-approved course.
Texas (TX)	• Requires completion of a **4-hour state-approved certification course**. • Accepted reciprocally if substantially similar NAIC course completed elsewhere.
Washington (WA)	• Explicit reciprocity: accepts home-state NAIC 4-hour BI training for non-resident producers. • Keep completion records accessible for audits.
New Jersey (NJ)	• Recently adopted NAIC model. • Standard 4-hour course; reciprocity recognized with other NAIC states.

Quick Compliance Tips

- **Communicate with carriers** — verify BI training via AMS (800-448-4510)
- **Complete the correct version** (4-hour or 8-hour CA course, or NY Regulation 187 course).
- **Re-train** if required by new state law updates.
- **Reciprocity:** Many states do accept "substantially similar" courses from other states (the NAIC model contemplates reciprocity), but each state can set its own interpretation and deadlines — so when selling in another state, verify with AMS whether your certificate is accepted there.