



Department of Business Regulation
Insurance Division
1511 Pontiac Avenue, Bldg. 69-2
Cranston, Rhode Island 02920

Insurance Bulletin Number 2011-2

Annuity and Long Term Care Producer Training

Both the Long Term Care statute and the Annuity Suitability regulation provide for substantive training of producers prior to the sale, solicitation or negotiation of long term care insurance or annuity contracts. The Long Term Care requirements first became effective in 2007 and Rhode Island has been following a “good faith compliance” standard as outlined in [Insurance Bulletin 2007-10](#). Insurers and producers should follow the requirements of this bulletin for compliance with the Long Term Care training requirements of [R.I. Gen. Laws § 27-34.2-21](#) and the Annuity training requirements of section 7 of [230-RICR-20-25-1](#) (formerly Insurance Regulation 12).

Long Term Care

In order to sell, solicit or negotiate long term care insurance in Rhode Island a properly licensed insurance producer must take a one time 8-hour training course. Thereafter, all producers selling, soliciting or negotiating long-term care insurance must take a 4-hour ongoing training course every twenty-four months. Both the 8-hour and the 4-hour courses must be pre-approved by the Department or approved by a state with substantially similar training requirements. A list of [Long Term Care Approved Training Courses](#) is available on the Department’s website and will be updated as additional courses are approved. Courses taken prior to June 1, 2011 are governed by the provisions of Insurance Bulletin 2007-10 and do not have to be pre-approved by the Department. Those producers who previously complied with Insurance Bulletin 2007-10 are deemed compliant until the next 24-month period for which they must comply with the ongoing training requirement.

Annuity Suitability

In order to sell, solicit or negotiate annuities in Rhode Island a properly licensed insurance producer must take a one time 4-hour training course that has been approved by the Department. A list of [Annuity Suitability Training Courses](#) is available on the Departments’ website and will be updated as additional courses are approved. If you complete an approved annuity suitability course in a state other than Rhode Island, it may not necessary to also take the Rhode Island approved course. The annuity suitability course you completed must comply with state regulations for annuity suitability training in the state in which it was given. Rhode Island will accept any

course approved by a state that the NAIC has identified as having adopted the revised annuity regulation. A listing of those states can be found at the [Suitability Model Implementation Tracking Chart](#) under the “A” Committee tab on the NAIC’s website at www.naic.org or may be accessed by the hyperlink in this bulletin.

Evidence of Compliance with Long Term Care and Annuity Suitability

Producers are required to maintain records of the completed course. Insurers are required to monitor compliance and assure that all persons selling, soliciting or negotiating long term care and/or annuity products are in compliance. Compliance with training requirements will be verified through market conduct examinations and random audit of licensees. The Department does not compile information regarding specific courses completed by individual producers. Insurers should therefore confirm this information directly with their contracted producer.

Approval of Courses

Courses approved for Long Term Care and/or Annuity training are also approved by the Department for continuing education credit. In order to submit a course for review for purposes of R.I. Gen. Laws § 27-34.2-21 or Insurance Regulation 12, section 7, providers should submit the course for continuing education purposes as prescribed in [230-RICR-20-50-2](#) (formerly Insurance Regulation 40) **and** indicate that the submission is also being made for approval as a Long Term Care or Annuity Training Course. The provider will receive a separate approval for purposes of continuing education and Long Term Care or Annuity Approved Training.

Questions concerning these procedures should be directed to (401) 462 9520 or DBR.InsLic@dbr.ri.gov

Joseph Torti III
Associate Director and Superintendent of Insurance
February 27, 2013

Original Version Enacted: April 22, 2011