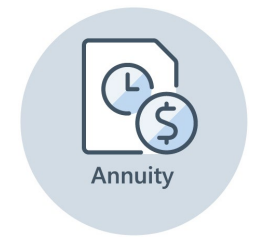


Best Interest Requirements By State



Sales on or after the effective dates listed on this map are required to comply with the newly-adopted regulatory standards. One requirement of the NAIC Model is to complete a continuing education course approved by the state insurance regulator. Most states are allowing six months after the effective date for already-licensed agents to complete the updated training. The states indicated with an asterisk are **not** allowing this extra time to complete the training. For more details on the best interest regulatory landscape, see [our status report](#).



¹ California Senate Bill 263 closely follows NAIC Model Regulation #275. Differences will be highlighted in Crump's Regulatory Council memo on California.

² In Virginia, recommendations to surrender annuities are subject to the care obligation, in addition to recommendations to purchase, exchange, or replace annuities.

³ As of August 12, 2024, financial professionals making recommendations in Oregon must provide the consumer a record of the annuity recommendation in writing.

⁴ Financial professionals who were licensed in Utah on July 1, 2024 have 12 months from the effective date to complete training (July 1, 2025). FPs who become licensed on or after July 1, 2024, need to complete training before engaging in sales.

⁵ Financial professionals who were licensed in Missouri on August 30, 2024 have 6 months from the effective date to complete training. FPs who become licensed on or after August 30, 2024, need to complete training before engaging in sales.

⁶ Financial professionals who were licensed in Louisiana on September 20, 2024 have 6 months from the effective date to complete training. FPs who become licensed on or after September 20, 2024, need to complete training before engaging in sales.

⁷ Financial professionals who were licensed in Nevada on November 15, 2024 have 6 months from the effective date to complete training (May 15, 2025). FPs who become licensed on or after November 15, 2024, need to complete training before engaging in sales.

- NAIC 2010 Model Adopted
- NAIC 2020 Model Adopted With No Changes
- NAIC 2020 Model Adopted With Changes
- State-Specific Insurance Requirements
- State-Specific Securities Requirements and NAIC 2020 Adopted With No Changes

Refer to the effective dates for the following product types:

- A = Annuities
- L = Life
- V = Variable

For more information, contact your Crump representative.

The SEC Regulation Best Interest became effective June 30, 2020 for variable insurance products nationwide.

