

Attention Colorado and South Carolina producers

NAIC Model Regulation 275 requires sales process changes

In Colorado:

EFFECTIVE DATE: Nov. 1, 2022 and **TRAINING REQUIRED BY:** May 1, 2023

In South Carolina:

EFFECTIVE DATE: Nov. 27, 2022 and **TRAINING REQUIRED BY:** May 27, 2023

For all new business written in Colorado and South Carolina, a new annuity standard of care rule becomes effective on the dates listed above. This new "best interest" standard, which replaces the old suitability standard, includes several substantive changes to both producer obligations and supervising insurer obligations. These changes will impact the sales process - including new point-of-sale form requirements, producer disclosures, and documentation obligations.

We've developed a Compliance Blueprint to help you understand your new obligations and summarize the new business requirements. Included with the Compliance Blueprint is the Doing Business With North American Blueprint. This Doing Business Blueprint is intended to be a "cheat sheet" of sorts for you to refer back to as you are getting comfortable with your new compliance obligations. [Get these valuable resources now.](#)

Microsite

Our microsite offers [resources](#) you'll need to navigate the new regulation.

Resources

Find training resources through [RegEd](#).

To avoid delays in your business, complete training by the dates below and send us certification that you've taken training.

Colorado: complete training before May 1, 2023

South Carolina: complete training before May 27, 2023

Use [secure document upload](#), the quickest, easiest way to get us your certification.

Required forms (also found on our microsite)

NEW in Colorado and South Carolina - [Best Interest Attestation Form](#)

NEW in Colorado and South Carolina - [Producer Disclosure Form](#)

[Consumer Profile Form](#)

[Comparison and Disclosure Form](#)

(No change to the current AR, FL, NV comparison forms)

Questions? Call Sales Support at **866-322-7066**.

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