

Annuity Sales Oversight Webinar

12:00 noon-2:00 p.m. Central Time • November 18, 2009

Just announced for 2009!

Suitability and supervision of annuity sales and practices is a key priority of the NAIC and its Life Insurance and Annuities (A) Committee. Join us for a 2-hour training session to acquaint yourself with various annuity products, sales practices, and supervisory activities.

This webinar will begin at 12:00 noon and will adjourn at approximately 2:00 p.m. (Central Time). Continuing education documentation will be provided upon request. The NAIC is an accredited CLE sponsor with the Missouri Bar.

Webinar Outline

- Introduction of annuity products and their structures
- Sales activities commonly associated with these products
- Benchmarks or guidance in determining the suitability of annuity products for particular customer types
- Overview of NAIC Models
- Issues currently under discussion

Participants in this session will also receive NAIC's brand new ***Compendium of State Laws on Insurance Topics - Individual Chart: Suitability of Sales of Life Insurance and Annuities***, a \$100 value!

The *Compendium* serves as a ready-reference tool listing citations by state, applicable lines, responsible parties, and summaries of duties.

Attention Regulators!

Your state may have unused grant funds set to expire on December 31. If your state has a remaining balance, these funds may be used to enroll in this webinar!



National Association of Insurance Commissioners

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REGISTER online at www.naic.org/education_home.htm or complete and return the registration form below. Fees stated are per person, per webinar. **Each person participating must be individually enrolled.** You will be contacted via e-mail with confirmation of your registration and log-in instructions for each webinar.

Mr./Ms. _____

Title _____ Organization _____

Address (No P.O. Boxes) _____

City _____ State _____ Zip _____

Phone _____ Email _____

I am participating as part of a group (each person in group must be individually enrolled).

Tuition

- \$155 State/U.S. government employees
- \$295 All others

Tuition includes the NAIC's *Compendium of State Laws on Insurance Topics - Individual Chart: Suitability of Sales of Life Insurance and Annuities*, a \$100 value

Payment Method

- MasterCard Visa American Express
If paying by credit card, fax the completed form to the NAIC Education & Training Department at (816) 460-7544. We will contact you by phone to obtain payment information.
- Check or money order enclosed/payable to the NAIC. Payment must accompany registration form.
Mail checks to: NAIC Education & Training, PO Box 870335, Kansas City, MO 64187-0335.

State Insurance Department Staff only:
 Grant Funds Zone Funds Scholarship
Fax your registration form and expense report to (816) 460-7544.

By registering for this course, you are authorizing the NAIC to forward information to you at this email address related to educational offerings.