

## Find the deadline to complete your training.

Since this requirement is state regulated, the effective dates are based on each state's adoption. As of the dates listed for your state, you must complete your training requirements before you solicit clients.

States highlighted in green are **not** considered reciprocal in meeting the state suitability continuing education requirements in other NAIC states.

| State           | Effective date of product training | Effective date of suitability training | Grace period for training requirement  |
|-----------------|------------------------------------|--|--|
| AL              | 1/1/17                             | 1/1/17                                 | Advisors licensed prior to 1/1/17 have until 7/1/17 for four-hour suitability training                                     |
| AK              | 10/16/11                           | 10/16/11                               | Advisors licensed prior to 10/16/11 have until 1/16/12 for product training and 4/16/12 for four-hour suitability training |
| AZ              | 1/1/18                             | 1/1/18                                 | No grace period  |
| AR              | Not yet adopted                    |  |  |
| CA <sup>1</sup> | 1/1/12                             | 1/1/12                                 | No grace period  |
| СО              | 4/1/11                             | 4/1/11                                 | All licensed advisors have until 10/1/11 for four-hour suitability training  |
| СТ              | 2/18/12                            | 2/18/12                                | Advisors licensed prior to 2/18/12 have until 8/18/12 for four-hour suitability training                                   |
| DE              | 6/1/17                             | 6/1/17                                 | Advisors licensed prior to 6/1/17 have until 11/30/17 for four-hour suitability training                                   |
| DC              | 6/24/11                            | 6/24/11                                | Advisors licensed prior to 6/24/11 have until 12/24/11 for four-hour suitability training                                  |
| FL              | 10/1/13                            | N/A                                    | N/A  |
| GA              | 3/1/16                             | 3/1/16                                 | Advisors licensed prior to 3/1/16 have until 9/1/2016 for four-hour suitability training                                   |
| GU              | Not yet adopted                    |  |  |
| HI              | 1/1/12                             | 1/31/12                                | No grace period  |
| ID              | 4/4/13                             | 4/4/13                                 | Advisors licensed prior to 4/4/13 have until 10/4/13 for four-hour suitability training                                    |
| IL              | 7/1/12                             | 7/1/12                                 | No grace period  |
| IN              | 1/1/12                             | 1/1/12                                 | Advisors licensed prior to 1/1/12 have until 7/1/12 for four-hour suitability training                                     |
| IA              | 1/1/11                             | 1/1/11                                 | All licensed advisors have until 5/1/11 for four-hour suitability training   |
| KS              | 6/1/13                             | 6/1/13                                 | Advisors licensed prior to 6/1/13 have until 12/1/13 for four-hour suitability training                                    |
| KY              | 1/1/12                             | 1/1/12                                 | Advisors licensed prior to 1/1/12 have until 7/1/12 for four-hour suitability training                                     |
| LA              | 8/15/12                            | 8/15/12                                | Advisors licensed prior to 8/15/12 have until 1/3/13 for four-hour suitability training                                    |
| ME              | 11/1/15                            | 11/1/15                                | Advisors licensed prior to 11/1/15 have until 5/1/16 for four-hour suitability training                                    |
| MD              | 11/1/11                            | 11/1/11                                | Advisors licensed prior to 11/1/11 have until 5/1/12 for four-hour suitability training                                    |
| MA              | 10/1/16                            | 10/1/16                                | Advisors licensed prior to 7/1/2016 have until 12/31/2016 for four-hour suitability training                               |
| MI              | 6/1/13                             | 6/1/13                                 | Advisors licensed prior to 6/1/13 have until 12/1/13 for four-hour suitability training                                    |
| MN              | 6/1/13                             | 1/1/14                                 | Advisors licensed prior to 1/1/14 have until 7/1/14 for four-hour suitability training                                     |
| MS              | 9/1/13                             | 9/1/13                                 | Advisors licensed prior to 9/1/13 have until 9/1/14 for four-hour suitability training                                     |
| МО              | 3/30/17                            | 3/30/17                                | Advisors licensed prior to 3/30/17 have until 9/30/17 for four-hour suitability training                                   |
| MT              | 1/1/18                             | 1/1/18                                 | No grace period  |
| NE              | 1/1/13                             | 7/19/12                                | Advisors licensed prior to 1/1/13 have until 7/1/13 for four-hour suitability training                                     |
| NV              | Not yet adopted                    |  |  |
| NH              | 1/1/15                             | 1/1/15                                 | Advisors licensed prior to 1/1/15 have until 7/1/15 for four-hour suitability training                                     |
| NJ              | 8/4/13                             | 8/4/13                                 | No grace period  |

| State           | Effective date of product training | Effective date of suitability training | Grace period for training requirement   |
|-----------------|------------------------------------|--|---|
| NM              | Not yet adopted                    |  |   |
| NY <sup>2</sup> | 6/30/11                            | Not required                           | N/A   |
| NC              | Not yet adopted                    |  |   |
| ND              | 8/1/11                             | 8/1/11                                 | Advisors licensed prior to 8/1/11 have until 8/1/12 for four-hour suitability training                    |
| ОН              | 7/1/11                             | 7/1/11                                 | Advisors licensed prior to 7/1/11 have until 1/1/12 for four-hour suitability training                    |
| OK <sup>3</sup> | 7/14/10                            | 7/14/10                                | Advisors licensed prior to 7/14/10 have until 7/14/11 for both product and four-hour suitability training |
| OR              | 1/1/12                             | 8/1/11                                 | Advisors licensed prior to 7/1/11 have until 1/1/12 for four-hour suitability training                    |
| PA              | 12/1/20                            | 12/1/20                                | No grace period   |
| PR              | Not yet adopted                    |  |   |
| RI              | 6/1/11                             | 6/1/11                                 | Advisors licensed prior to 6/1/11 have until 12/1/11 for four-hour suitability training                   |
| sc              | 9/25/11                            | 9/25/11                                | Advisors licensed prior to 9/25/11 have until 3/25/12 for four-hour suitability training                  |
| SD              | 7/1/12                             | 7/1/12                                 | Advisors licensed prior to 7/1/12 have until 1/1/13 for four-hour suitability training                    |
| TN              | 11/1/15                            | 11/1/15                                | Advisors licensed prior to 11/1/15 have until 5/1/16 for four-hour suitability training                   |
| TX              | 9/1/11                             | 9/1/11                                 | Advisors licensed prior to 9/1/11 have until 3/1/12 for both product and four-hour suitability training   |
| UT              | 5/26/12                            | N/A                                    | N/A   |
| VI              | Not yet adopted                    |  |   |
| VT              | Not yet adopted                    |  |   |
| VA              | 4/1/17                             | 1/1/18                                 | All licensed advisors have until 1/1/18 for four-hour suitability training                                |
| WA              | 3/29/12                            | 3/29/12                                | Advisors licensed prior to 3/29/12 have until 9/29/12 for four-hour suitability training                  |
| WV              | 7/1/11                             | 7/1/11                                 | Advisors licensed prior to 7/1/11 have until 12/31/11 for four-hour suitability training                  |
| WI              | 5/1/11                             | 5/1/11                                 | Advisors licensed prior to 5/1/11 have until 11/1/11 for four-hour suitability training                   |
| WY              | 9/26/14                            | 9/26/14                                | Advisors licensed prior to 9/26/14 have until 3/26/15 for four-hour suitability training                  |

<sup>&</sup>lt;sup>1</sup> CA existing requirements are still in effect which include a one time 8 hour Suitability training and 4 hour training course every 2 years prior to license renewal.

Please note that due to state regulation, these dates are subject to change.



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 $<sup>^{2}\,</sup>$  Product training must be completed prior to solicitation of NY Reg 60 stage one paperwork.

<sup>&</sup>lt;sup>3</sup> Although Oklahoma did not adopt the new NAIC Suitability in Annuity Transactions Model Regulation, the state currently has training requirements which are similar to the regulation.