



2010 Legislative and Administrative Code Changes

Producer and Adjuster Licensing



2010 – Legislative Changes

- **36 O.S. §, 1464 (A)- Life or Accident & Health Broker License**
 - Allows a **non-resident** life or accident and health insurance broker applicant to receive a license in Oklahoma if they are licensed and in good standing in their home state, and if the home state of the applicant awards nonresident licenses to Oklahoma residents on the same basis.
- **365:3-1.2- Provisional License Sponsorship**
 - Increases the number of provisional licensees that a producer may **sponsor** from **five (5) to ten (10)** provisional licensees per sponsoring producer.



2010 - Administrative Code Changes

- **365:25-3-15 – Variable Annuity Applicants**
 - Provides that **applicants** for a variable annuity license are required to provide proof of **current** FINRA registration with series 6 or 7 and series 63 or 66, and pay an additional fee for the variable license.
 - Company endorsements are **no longer required** with submission of a variable annuity application.



2010 - Administrative Code Changes

- **365:25-3-21- Annuity CE Requirement**
 - Requires producers to hold a life line of authority before selling, soliciting or negotiating annuities.
 - Requires training for all producers who sell, solicit, or negotiate annuities.
 - A **one (1) time, four (4) hour** credit training **course**.
 - The rule stipulates that producers licensed prior to July 14, 2010, with an active life line of authority and who sell, solicit or negotiate annuity products have until **July 14, 2011**, to complete the training requirement. Producers who become licensed or add a life line of authority on or after July 14, 2010, and desire to sell annuity products, must complete the training **prior** to selling, soliciting, or negotiating such products.



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- Annuity CE Requirement Continued.
 - The training requirement is a onetime, four (4) hour annuity course. Topics must include, but are not limited to, the following:
 - types of annuities and various classifications of annuities;
 - identification of the parties to an annuity;
 - how fixed, variable and indexed annuity contract provisions affect consumers;
 - the application of income taxation of qualified and non-qualified annuities;
 - the primary uses of annuities;
 - and appropriate sales practices, replacement and disclosure requirements.



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- Annuity CE Requirement Continued.
 - The rule requires **insurance carriers** offering annuity products to ensure their producers are able to **verify completion** of the required training.
 - Verification of training lies with the insurance carrier, individual producers are ultimately responsible to complete the training in accordance with the rule.
 - Producers who have satisfied an annuity training requirement in another state with substantially similar provisions as the Oklahoma rule will be deemed to satisfy the Oklahoma training requirement.



2010 - Administrative Code Changes

- **365: 25-3-16 – Multi-peril Crop Applicants**
 - Exempts multi-peril crop adjusters **certified** by the **Federal Risk Management Agency** from having to take an exam for licensure if working on or behalf of the Federal Crop Insurance Corporation.
- **365:25-3-14- Legislative Updates for Adjusters**
 - At least **two (2)** of the continuing education credit hours of instruction completed by licensees each **twenty-four (24) month** period shall be taken in state legislative update or federal legislative updates.