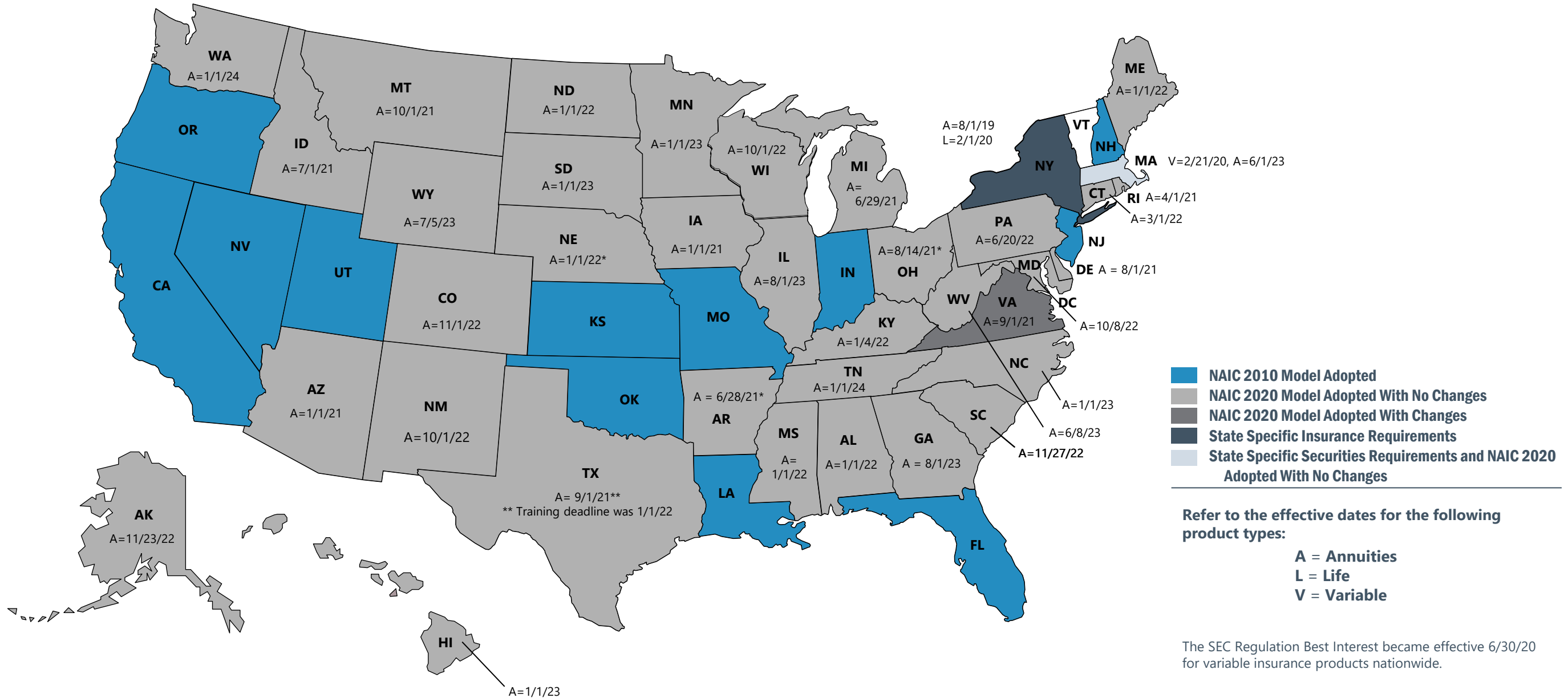


Best Interest Requirements By State



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](#).



For more information, contact your Tellus Account Manager.

Refer to the effective dates for the following product types:

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

The SEC Regulation Best Interest became effective 6/30/20 for variable insurance products nationwide.



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