



# BULLETIN: Producers Must Submit Proof of Training before Sales in Colorado and Wisconsin

genworth.com

March 18, 2011

Effective: **04/01/11**

States: **CO and WI**

Contact: If you have any product questions, please contact your Genworth Sales contact.

Colorado and Wisconsin versions of the NAIC Annuity Suitability Model regulations become effective April 1, 2011 in Colorado and May 1, 2011 in Wisconsin.

Effective as of these dates, all producers selling annuity products in these states must complete a **one-time four hour product-specific annuity training course**. The regulation also requires that **carriers provide general training** in order that producers may have an adequate knowledge of the specific mechanics and material features of the particular annuity being purchased.

### Genworth Product-Specific Annuity Training

Genworth will provide product-specific training by utilizing materials designed to assist producers in understanding the mechanics of our products. As of April 1, 2011 in Colorado and May 1, 2011 in Wisconsin, producers should review these materials carefully to ensure understanding. Any product questions should be directed to your Genworth Sales contact.

- These materials are currently delivered in all states with each product kit order and will be available online wherever a producer can download product applications. Producers can also request materials from their Genworth Sales contact. See below for the product training pieces and attestation placement for each product.

-Producers will be required to attest at the time of each application that they have adequate knowledge of the product being sold. Initially, some products will require that this be obtained by a separate Attestation Form until this language can be incorporated into the application.

*(continued)*

Genworth Financial companies include:

**Genworth Life and Annuity Insurance Company**, Richmond, VA

**Genworth Life Insurance Company**, Richmond, VA

**Genworth Life Insurance Company of New York**, 666 Third Avenue, 9th Floor, New York, NY 10017

Only Genworth Life Insurance Company of New York is licensed to conduct business in New York.

Long term care insurance products issued by Genworth Life Insurance Company and in New York by Genworth Life Insurance Company of New York.

Variable products issued by Genworth Life and Annuity Insurance Company and in New York by Genworth Life Insurance Company of New York.

Principal Underwriter: Capital Brokerage Corporation (dba Genworth Financial Brokerage Corporation in Indiana) 6620 West Broad Street, Building 2, Richmond, VA 23230, Member FINRA

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See below for the product training pieces and attestation placement for each product:

Fixed Annuities	Training Material Name	Form #	Attestation Process
<b>SecureLiving<sup>SM</sup> Income Provider</b>	Product Features	45343	Separate Form #112828
<b>SecureLiving<sup>SM</sup> Independence</b>	Product Features	38107QRG	Separate Form #112828
<b>SecureLiving<sup>SM</sup> SmartRate</b>	Product Features	38829	Separate Form #112828
<b>SecureLiving<sup>SM</sup> Liberty</b>	Product Features	46252QRG	Separate Form #112828
<b>SecureLiving<sup>SM</sup> Rate Saver</b>	Product Features	50597QRG	Separate Form #112828

## General Annuity Training

**Newly Licensed Producers:** Producers licensed on or later than the effective date, (April 1, 2011 in Colorado and May 1, 2011 in Wisconsin) must include proof that the general annuity training course has been completed prior to selling.

**Producers Currently Licensed:** Producers who are licensed in Colorado and/or Wisconsin prior to the state's effective date must comply with this regulation within six months of the effective date. Applications signed on and after the six month grace period, October 1, 2011 in Colorado and November 1, 2011 in Wisconsin, without proof of completion will be returned.

- This course must be completed through an approved provider
- Genworth will attempt to validate general annuity training through ClearCert. If we are unable to validate, producers can forward certificates to [producerservices@genworth.com](mailto:producerservices@genworth.com) or fax to 434 948.5058. For more information on approved course providers, view the following:

Colorado: [www.clearcert.com](http://www.clearcert.com)

Wisconsin: [www.clearcert.com](http://www.clearcert.com)

Finally please remind producers that they must submit the Genworth Annuity Suitability Profile with all applications. For Colorado sales, agents should submit form 49655, while in Wisconsin, agents should submit form 49655WI.