

## ***EquiTrust Life Insurance Company***

5400 University Avenue, West Des Moines, Iowa 50266

To: California Resident and Non-Resident Agents

Subject: Life Agents Annuity Training Requirement

Date: Revised 11/11/04

California Senate Bill 620 was signed into law on September 29, 2003. This law requires that - **effective January 1, 2005** - life agents who sell annuity products must satisfactorily complete eight (8) hours of training **prior to** soliciting individual consumers with regard to annuity products.

Classroom and correspondence courses have been approved by the California Department of Insurance (CDI) to meet this requirement. A listing of the courses approved by the CDI is available through the CDI's website at [www.insurance.ca.gov](http://www.insurance.ca.gov). Once at the website, access the education provider/course search. Selections you make on the website should be as follows:

License Type:	Life Agent
Education Type:	Continuing Education
Category Type:	2004 Annuity

In addition, Senate Bill 620 requires that life agents who sell annuities must satisfactorily complete four (4) hours of training every two years prior to license renewal. For California Resident agents, this requirement is part of, and not in addition to, current continuing education requirements. Life agents are required to complete the four hour training requirements beginning with the license term that follows the license term in which they completed the eight hour initial training course. **This takes effect January 1, 2005.**

Contact either the CDI's Toll-free Producer Licensing Number at 1-800-967-9331 or the CDI website at [www.insurance.ca.gov](http://www.insurance.ca.gov) if you have questions concerning the life agent annuity training requirement.

Please note that insurers will be required to verify that these training requirements have been met prior to appointment or renewal of appointment with the Company. EquiTrust Life Insurance Company® will be monitoring the CDI's website to ensure that appointed agents have completed the outlined requirements. **No new business will be accepted January 1, 2005 or later unless the writing agent has completed the required training.**

We appreciate the confidence and trust you have placed in EquiTrust Life Insurance Company® and look forward to assisting your client's with their annuity needs.