

Revised: 7/30/19

2019 Summer National Meeting
New York, New York

ANNUITY SUITABILITY (A) WORKING GROUP
Saturday, August 3, 2019
9:00 – 10:00 a.m.
Hilton New York Midtown—Trianon Ballroom—Third Level

ROLL CALL

Jillian Froment, Chair	Ohio	Renee Campbell	Michigan
Doug Ommen, Vice Chair	Iowa	Matt Holman	Nebraska
Jerry Workman/Steve Ostlund	Alabama	Keith Nyhan	New Hampshire
Jodi Lerner	California	James Regalbuto	New York
Fleur McKendell	Delaware	Andrew Schallhorn	Oklahoma
Dean L. Cameron	Idaho	Elizabeth Kelleher Dwyer	Rhode Island
Tate Flott/Shannon Lloyd	Kansas	Michael Humphreys/Lorrie Brouse	Tennessee
Nour Benchaaboun	Maryland	Richard Wicka	Wisconsin

NAIC Support Staff: Jolie H. Matthews

AGENDA

1. Consider Adoption of its June 20 and Spring National Meeting Minutes—*Director Jillian Froment (OH)*
2. Continue Discussion of Parking Lot Topic Issues Related to Proposed Revisions to the *Suitability in Annuity Transactions Model Regulation (#275)*—*Director Jillian Froment (OH)*
 - a. Care Obligation
 - Reasonable basis to believe consumer would benefit from features of annuity [Model #275, Section 6A(2)]
 - Reasonable basis to believe product as a whole would address consumer’s needs [Model #275, Section 6A(3)]
 - b. Documentation Obligation
 - Obtain customer signed statement of customer’s refusal to sign profile [Model #275, Section 6E(2)]
 - c. Supervision Obligation
 - Carrier only has to supervise its own products (does not have to take into account other carrier’s products) [Model #275, Section 6F(3)]
3. Discuss Working Group Next Steps—*Director Jillian Froment (OH)*
4. Discuss Any Other Matters Brought Before the Working Group—*Director Jillian Froment (OH)*
5. Adjournment

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