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Comments are being requested on this document on or before Monday, May 23. Comments should be sent to Jolie Matthews by email only to jmatthews@naic.org.

**SAFE HARBOR/COMPARABLE STANDARDS PROVISION**

**QXX. What types of recommendations or sales does the safe harbor provision (contained in Section 6E of the revised model) apply to?**

AXX.

**QXX. When would a producer be considered to be acting as a financial professional for purposes of the safe harbor provision?**

AXX.

**QXX. What comparable standards meet the criteria for the safe harbor?**

AXX.

**QXX. If a financial professional makes a recommendation or sale of an annuity in full compliance with a comparable standard, does the financial professional also have to satisfy all of the specific requirements of the revised model?**

AXX.

**QXX. Are there specific conditions an insurer must meet for the safe harbor to apply?**

AXX.

**QXX. Do insurers have any other obligations under the revised model with respect to producers seeking to rely on the safe harbor?**

AXX.

**QXX. Are insurers required to obtain documentation from the financial professional or entity supervising the financial professional to determine that the professional’s or entity’s policies and procedures support a comparable standard?**

AXX.

**QXX. Are insurers required to conduct regular audits, or otherwise verify, that the financial professional or entity supervising the financial professional is complying with the comparable standard?**

AXX.

**QXX. Do insurers have to require a financial professional or the entity supervising the financial professional to utilize the specific insurer’s suitability form?**

AXX.

**QXX. Does Section 6E(2) allow an insurer to simply rely upon a statement by the financial professional or entity supervising the financial statement that the annuity recommendation complies with a comparable standard?**

AXX.

**QXX. Do the record-keeping obligations of the revised model apply when the safe harbor provision is invoked? Is the insurer required to maintain a copy of the consumer’s financial information and annuity application or may it rely upon the entity supervising the financial professional?**

AXX.