

SB 263 (Dodd, Chapter 3, Statutes of 2024)
Life Insurance and Annuity
New Annuity Training Frequently Asked Questions

1. Will California create new course categories for the new initial eight-hour annuity and new four-hour annuity ongoing courses required in [Senate Bill \(SB\) 263](#)?

Yes, the new course categories are as follows:

- 2025 Life Insurance Policies Four-Hour Course
- 2025 Variable Life Insurance Two-Hour Course
- 2025 Annuity Eight-Hour Training Course
- 2025 Annuity Four-Hour Training Course

2. If a resident licensee is selling annuity products is requesting a continuing education exemption for having a license in good standing for 30 continuous years in California and is 70 years of age or older, will the licensee need to take the new courses (California Insurance Code section [1749.3\(c\)](#))?

The licensee will need to take the 2025 Annuity Eight-Hour Training Course and the 2025 Annuity Four-Hour Training Course; however, the licensee will not be required to take the 2025 Life Insurance Policies Four-Hour Course or the 2025 Variable Life Two-Hour Course.

3. Do residents and non-residents who are selling annuity products have to take the training as required in [SB 263](#)?

Yes, the life, variable and annuity training stated in [SB 263](#) are training requirements are for California resident and non-resident licensees.

4. Will the life, variable, and annuity training course completion hours count toward my 24 hour continuing education renewal requirements stated in California Insurance Code [sections 1749.3, 1749.31, 1749.32, 1749.33](#)?

Yes, if the life agent is a California resident, these courses will count toward the continuing education renewal requirement.

2025 Life Insurance Policies Four-Hour Course

1. If a California resident or non-resident life agent was licensed before January 1, 2024, plans to continue to sell life insurance policies in the future, does that life agent need to complete the new 2025 Four-Hour Life Insurance Policy course?

No, if a life agent was licensed prior to January 1, 2024, and plans to continue to sell life insurance policies, the licensed agent is not required to complete the 2025 Four-Hour Life Insurance Policy course.

2. Do California non-resident life agents licensed on or after January 1, 2024, who sell individual life insurance policies other than term life with no cash value, have to complete the 2025 Life Insurance Policies Four-Hour Course requirement?

Yes, all life agents (resident or non-resident) licensed on or after January 1, 2024 are required to take the training if they want to sell individual life insurance policies other than term life with no cash value.

3. Do California resident and non-resident life agents need to complete the 2025 Life Insurance Policies Four-Hour Course before each renewal?

No, this course is a one-time requirement that life agents licensed on or after January 1, 2024, must complete before soliciting individual consumers to sell nonterm life insurance policies.

Specifically, California Insurance Code section 1749.81(a), in [SB 263](#), states, "A life agent licensed on or after January 1, 2024, who sells life insurance policies other than term life with no cash value shall satisfactorily complete four hours of training before soliciting individual consumers to sell nonterm life insurance policies."

2025 Variable Life Two-Hour Course

1. Are life agents who sell variable life insurance required to complete the 2025 Variable Life Insurance Two-Hour Course prior to each license renewal?

Yes, starting January 1, 2025, a life agent who sells variable life insurance policies must complete the 2025 Variable Life Two-Hour Course prior to their next renewal license renewal and prior to subsequent license renewals.

Specifically, California Insurance Code section 1749.81, in [SB 263](#), states, "A life agent who sells variable life insurance policies shall satisfactorily complete two hours of training before each license renewal. Completion of the four-hour annuity training required by Section 1749.8 does not satisfy

the training required by this section. This training is in addition to, and is not a part of, the annuity training required by subdivision (b) of Section 1749.8.”

2025 Annuity Four-Hour Training Course

1. Who needs to take the 2025 Annuity Four-Hour Training Course?

Unless life agents are non-resident life agents and only represent an insurer that is a direct response provider as explained in California Insurance Code [section 1749.8\(d\)](#), all life agents, who sell annuity products must complete the 2025 Annuity Four-Hour Training Course before the agents’ next license expiration date.

2. Can a California non-resident life agent use the best interest standard annuity course from their resident state to meet California’s 2025 Annuity Four-Hour Training requirements stated in [SB 263](#)?

No, the 2025 Annuity Four-Hour Training course requirements stated in [SB 263](#) are California specific requirements, which would not be included in the resident best interest standard annuity course.

3. The 2025 Annuity Four-Hour course curriculum, Section V., subsections A., C., and D. are linked to conditionally inoperative sections of the Welfare and Institutions Code (WIC):

- A. Home equity limits (WIC section [14006.15\(c\)](#))
- C. Look-back period (WIC section [14015\(c\)](#))
- D. California’s role as a remainder beneficiary of annuities (WIC [section 14009.6](#))

Please explain.

The 2025 Annuity Four-Hour Training Course curriculum is based on statutes in the California Insurance Code. The Insurance Code has not been updated to accord with the new Medi-Cal requirements. When the Insurance Code is updated, the Department will work with the Commissioner-appointed Curriculum Board to update the 2025 Annuity Four-Hour Training Course curriculum to reflect the new Medi-Cal requirements.

2025 Annuity Eight-Hour Training Course

1. Who is required to take the 2025 Annuity Eight-Hour Training Course?

Life agents who sell annuity products must complete the 2025 Annuity Eight-Hour Training Course. Life agents licensed on or after January 1, 2025, must complete the new course training prior to soliciting annuity business. Life agents who hold a life line of authority prior to January 1, 2025, must complete the eight-hour annuity training by July 1, 2025. This course supersedes the former eight hour annuity training course.