



# Kansas Insurance Department

**Sandy Praeger**

COMMISSIONER OF INSURANCE

**FOR IMMEDIATE RELEASE**

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## **Kansas Leading the Way in Suitability Standards For Annuity Products** *Age Restrictions To Be Dropped on All Life and Annuity Sales*

TOPEKA, KS – Kansas Insurance Commissioner Sandy Praeger has announced that Kansas has taken a leadership role regarding suitability standards and has led the way in providing enhanced consumer protections, calling for an expansion of industry standards for the suitability of the sale of fixed and variable annuity products in Kansas to include persons of all ages, not only those 65 and older. What initially began as a way to protect senior citizens from deceptive sales practices will now be expanded to cover all consumers—regardless of age.

“Purchasing annuity products can be complicated and confusing for consumers of all ages,” said Praeger. “With the ever-expanding market of annuity products, it is important that everyone have an opportunity to purchase the products best suited to their needs,” she added.

The American Council of Life Insurance (ACLI) heartily endorses the action taken in Kansas and acknowledges the importance of having the foresight to move forward with an all-ages suitability regulation. “The move by Kansas is seen by ACLI as action that re-affirms the Kansas Insurance Department’s longstanding reputation as being a leader in consumer protection and insurance regulation,” said ACLI President/CEO Frank Keating.

Annuities will play a vital role in the financial plans of tomorrow’s retirees and will continue to grow as a way of providing Americans’ retirement security. It is critical that these products be matched with the needs of the consumer.

The current Senior Protection in Annuity Transactions model regulation adopted by the National Association of Insurance Commissioners (NAIC) in 2003 extends suitability protection to consumers ages 65 and older. Currently, 11 states have some version of the NAIC model in place, with Kansas being the first to expand the age criteria to include all ages.

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## **About the Kansas Insurance Commissioner**

Sandy Praeger, Kansas Insurance Commissioner, oversees the activities of the Kansas Insurance Department (KID) which is headquartered in Topeka, Kansas. The overriding objective of Commissioner Praeger and KID is to protect consumers, and help maintain the financial stability of the insurance industry. KID regulates and monitors the activities of 23,000 resident agents, 48,000 non-resident agents and 1684 insurance companies licensed to do business in the state of Kansas. The Department offers financial, actuarial, legal, computer, research, market conduct and economic expertise. Visit [www.ksinsurance.org](http://www.ksinsurance.org) for more information.