

AAPA Courses

Required Courses				
AAPA 273	AAPA 283	AAPA 303	AAPA 313	AAPA 323

For more detailed information on this designation, please see the Education & Training Catalog.

AAPA 273—Annuity Principles and Products introduces the principles of annuities, the annuity contract process, and the major types of annuity products. The course includes information on individual and group annuities, the marketing of annuities, and the taxation and regulation of annuities.

AAPA 283—Marketing, Distribution, and Uses of Annuities examines the current market for and uses of annuities. It also describes how annuities are developed, priced, distributed, promoted, and regulated in the United States.

AAPA 303—Annuity Systems and Administration describes the tasks involved in annuity administration with reference to the various internal, regulatory, and market factors that dictate the nature of these tasks. In addition, the course discusses the important role of information technology in annuity administration.

AAPA 313—Financial Aspects of Annuities describes the process that financial services firms use to develop and design annuity products. This course also covers financial concepts important to annuities, such as risk and return in investments, various asset types, future and present values, techniques for testing annuity profitability, principles of annuity mortality, annuity reserves, and annuity expense charges.

AAPA 323—Regulation and Taxation of Annuities describes laws and regulations governing annuities at the state and federal levels in the United States. The text discusses how insurers comply with these laws and regulations. The text covers income, gift, and estate taxation of annuities.

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Course Topics

<p>AAPA 273 – Annuity Principles and Products</p> <ul style="list-style-type: none">• Annuity Basics• The Annuity Contract• Fixed Annuities• Variable Annuities• Investment Basics• Individual and Group Annuities• Taxation of Annuities• Regulation of the Annuity Industry• Marketing and Distributing Annuities• The Future of Annuities	<p>AAPA 283 – Marketing Distribution, and Uses of Annuities</p> <ul style="list-style-type: none">• The Marketing Landscape for Annuities• Marketing Basics• Uses of Annuities• Market Identification• Product Development and Financial Design• Distribution of Annuities• Promotion• Linking Sales Practices to Customer Behavior• State Regulation of Annuity Marketing• Federal Regulation of Annuities	<p>AAPA 303 – Annuity Systems and Administration</p> <ul style="list-style-type: none">• Introduction to Annuity Administration• New Business Processing• Additional New Business Procedures• In-Force Administration• Surrenders, Free-Look Cancellations, and Conservation• Withdrawals, Loans, and Death Benefit Payments• Payout Administration• The Annuity Customer Contact Center• Information Technology and Annuity Administration• Electronic Commerce and Annuity Administration
<p>AAPA 313 – Financial Aspects of Annuities</p> <ul style="list-style-type: none">• Developing New Annuity Products• Technical Design of Annuities• Company Expenses in Annuity Design• Annuity Products and Mortality• Accumulation Value and Interest Earnings• Investing and Investments for Annuities• Time Value of Money and Future Values• Finding and Using Present Values• Annuity Reserves and Reserve Valuation• Risk Management and Annuities• Financial Modeling for Insurance Companies• Annuity Performance Measures• Product Testing with ExecuView	<p>AAPA 323 – Regulation and Taxation of Annuities</p> <ul style="list-style-type: none">• Introduction to Annuity Regulation• State Regulation of Insurance Companies• State Regulation of Insurance Operations• State Regulation of Producers and Products• State Regulation of Insurer Solvency• State Regulation of Market Conduct• Federal Regulation of Annuities• Taxation of Individual Nonqualified Annuities	