

It seems that if FINRA is going to supervise FIAs then all employees that handle these transactions should be insurance licensed. How can they properly supervised if they do not understand all aspects of the product? You need to be insurance licensed, and now possibly securities licensed, to sell FIAs. You should have to be securities AND insurance licensed to supervise these sales.

I am a registered principal and CA insurance licensed and I've never understood why the compliance people at my former b/d were not insurance licensed but still supervising my variable annuity business. It doesn't make sense to me.

Robin Miura
Suitability Officer
CFC Insurance Marketing, LLC