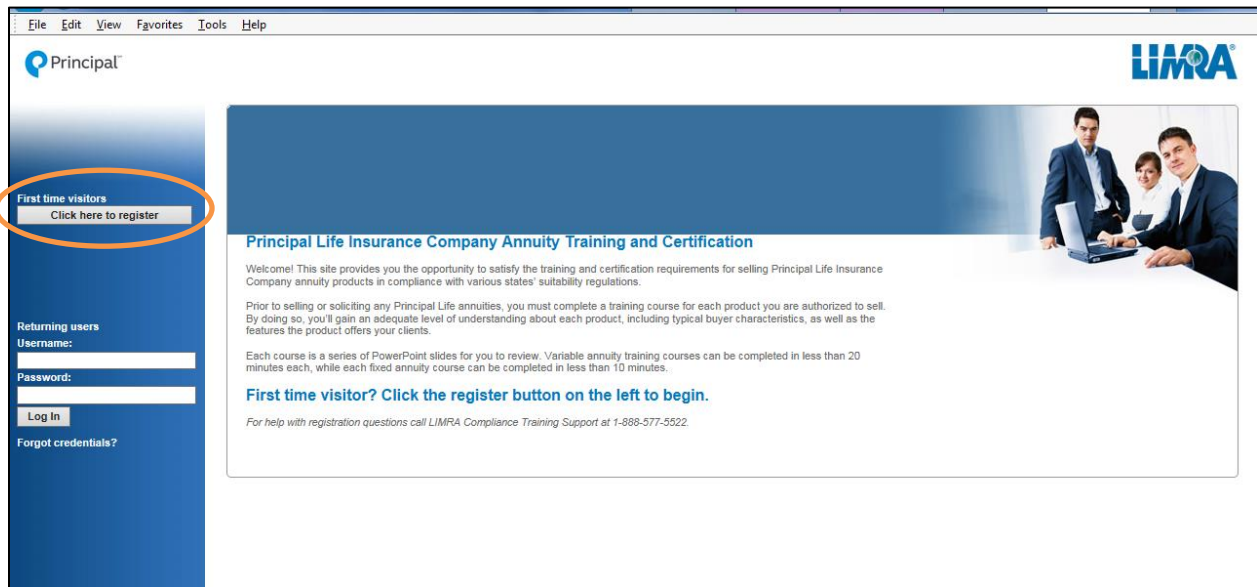
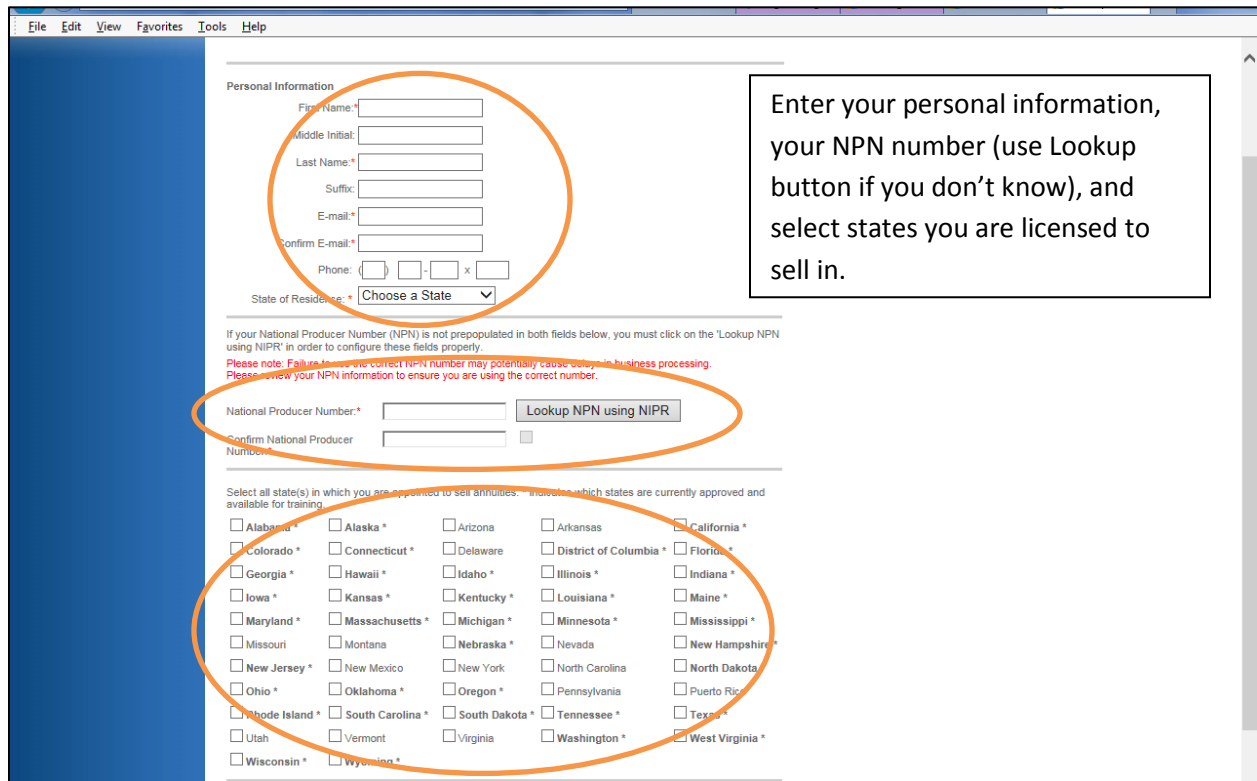


# How to enroll in Principal Product Training through LIMRA

1. Visit the following website: <http://naic.pinpointglobal.com/Principal/Apps/default.aspx>
2. Select "Click here to register" button to begin enrollment



3. Enter your information on the registration page



Enter your personal information, your NPN number (use Lookup button if you don't know), and select states you are licensed to sell in.

Utah     Vermont     Virginia     Washington \*     West Virginia \*  
 Wisconsin \*     Wyoming \*

**Firm or Broker/Dealer Selection**

Please type the first few letters of the name of the firm or broker/dealer you are associated with, then select from the list presented.

To confirm your selection you must click on the "Select Firm or Broker/Dealer" button.

Current selection:

---

**Create Your Password**

Must be 8 characters and include 1 number (e.g. abcde123). Please make note of this password. You will need it the next time you access this site.

Password:   
 Confirm Password:

Insurance issued by Principal Life Insurance Company. Securities offered through Principal Securities, Inc., 800-247-1737, Member SIPC. Principal Life and Principal

Select the firm you sell annuities through (begin typing and the name should drop down below). If your firm does not display, type "Other\*" and select that option. **CLICK "SELECT FIRM or BROKER/DEALER" BUTTON**

Create your password and click "Register"

\*Selecting "Other" will show all Principal annuity products which you may not be able to sell. Check with your back office or our Sales Desk to confirm what products you have available.

#### 4. Once you are registered and on the Welcome screen, select "My Product Training"

Principal LIMRA

Welcome

Request Support | My Profile | Logout

Home  
 My State Specific Training  
**My Product Training**  
 My Membership  
 Reporting

**Principal Life Insurance Company Annuity Training and Certification**

Welcome! This site provides you the opportunity to satisfy the training and certification requirements for selling Principal Life Insurance Company annuity products in compliance with various states' suitability regulations.

Prior to selling or soliciting any Principal Life annuities, you must complete a training course for each product you are authorized to sell. By doing so, you'll gain an adequate level of understanding about each product, including typical buyer characteristics, as well as the features the product offers your clients.

Each course is a series of PowerPoint slides for you to review. Variable annuity training courses can be completed in less than 20 minutes each, while each fixed annuity course can be completed in less than 10 minutes.

**First time visitor? Click the register button on the left to begin.**

*For help with registration questions call LIMRA Compliance Training Support at 1-888-577-5522.*

My Training Status

State Specific Training    Company Specific Product Training

#### 5. Select a course that you'd like to complete training for by clicking "launch" next to that product

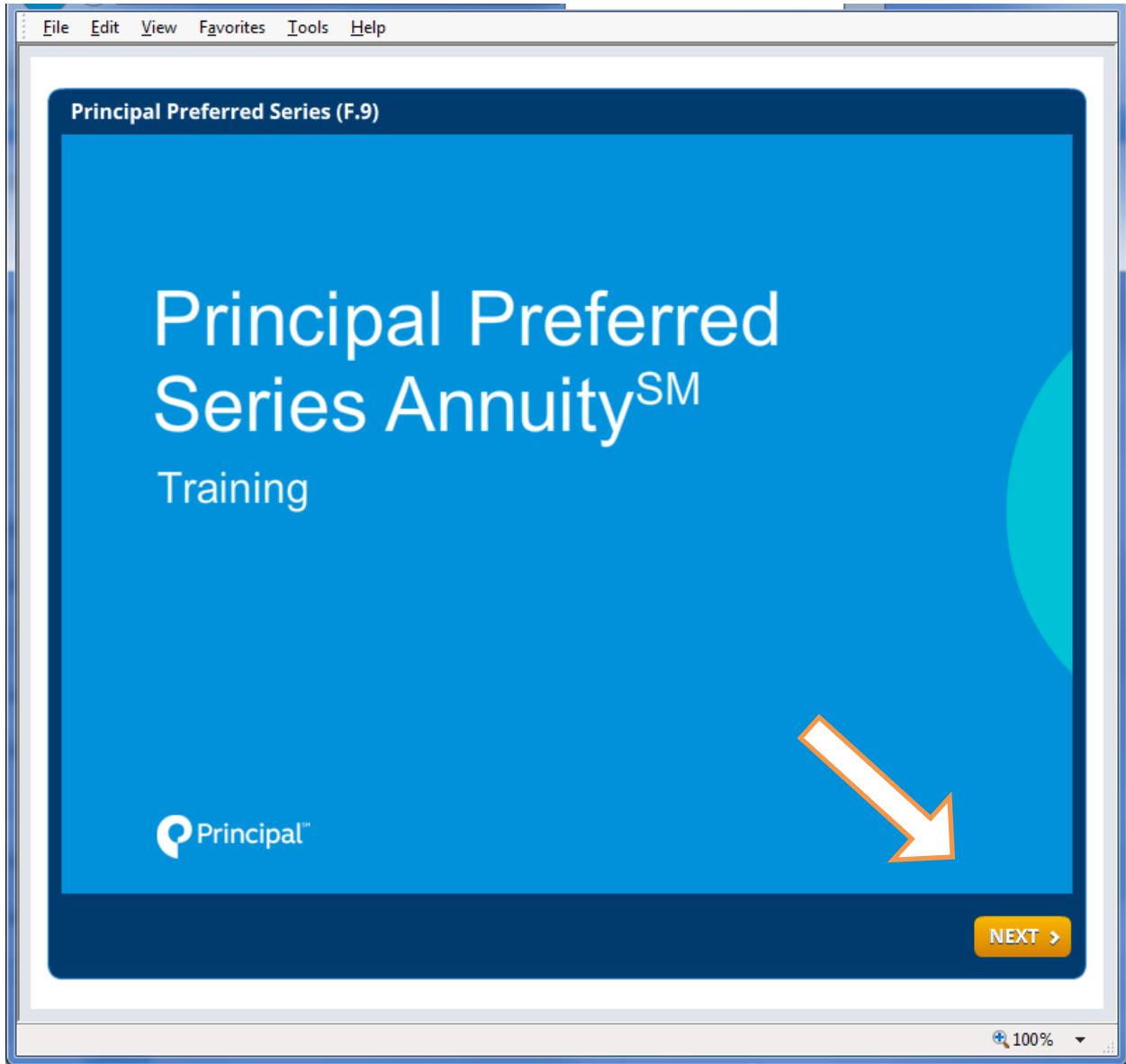
Reporting

**Principal Product Specific Training Broker: Home Office**

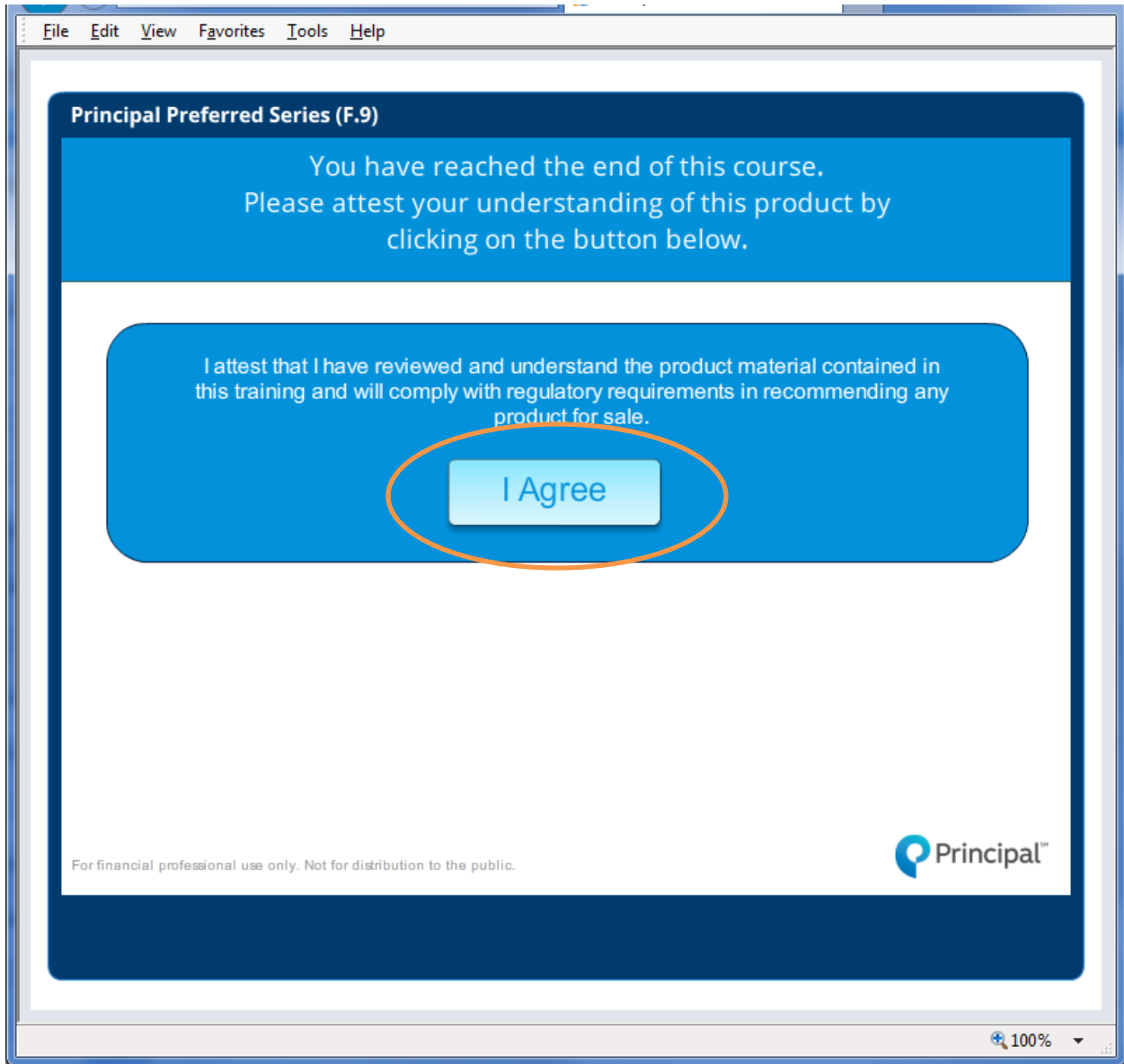
**Course Presentations** [\(click to expand or collapse\)](#)

		Date Completed
<input checked="" type="checkbox"/>	<b>Flexible Premium Deferred Annuity Plus (F.1)</b> <a href="#">Launch</a>	10/27/2015
<input checked="" type="checkbox"/>	<b>Principal Deferred Income Annuity (F.8)</b> <a href="#">Launch</a>	11/18/2015
<input type="checkbox"/>	<b>Principal Freedom<sup>SM</sup> Variable Annuity 2 (v.2)</b> <a href="#">Launch</a>	
<input type="checkbox"/>	<b>Principal Guaranteed Fixed Annuity (F.2)</b> <a href="#">Launch</a>	
<input type="checkbox"/>	<b>Principal Guaranteed/Elite Fixed Annuity (F.7)</b> <a href="#">Launch</a>	
<input checked="" type="checkbox"/>	<b>Principal Income Annuity (F.5)</b> <a href="#">Launch</a>	10/27/2015
<input checked="" type="checkbox"/>	<b>Principal Investment Plus Variable Annuity<sup>SM</sup> (F.4)</b> <a href="#">Launch</a>	10/27/2015

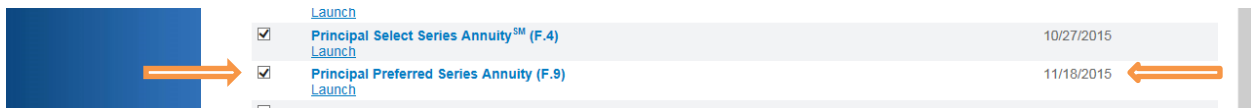
6. Course will pop up in separate window. Use controls in bottom right to navigate through course



7. After completing course, attest your completion and close training course window



8. Once you have exited the training course, you will have a completion date noting that you completed the course



9. Congratulations! You've completed one of our product training courses!