

INDIVIDUAL DISABILITY INSURANCE

IT PAYS TO SELL

Principal Life Insurance Company's Individual Disability Insurance (IDI) products provide comprehensive compensation¹ today and tomorrow. Our package includes:



FIRST-YEAR COMMISSIONS (FYCS)²

up to **50%** of IDI premium



RENEWALS³

up to **15%** of FYCs for years 2-5
(up to 13% for years 6-10 and 3% for years 11+)



2 BONUS PROGRAMS

Quality Business Bonus^{4,5} for maintaining and growing your block of business

Quality Producer Bonus⁴ for selling quality business and high volumes

MAXIMIZE YOUR IDI COMPENSATION

BE A QUALITY PRODUCER

When you continuously sell IDI as a Principal Life Quality Producer, you **build an ongoing paycheck** (that doubles as income now and later ... think retirement!) **AND obtain special rewards** like dedicated sales support and underwriting perks.

HOW IT WORKS

▶ **SELL** \$30,000 in first-year premium



about 2 average premium policies (\$2,500 per month)

▶ **EARN** 4 streams of compensation:

| | | |
|--|--------------------------------------|-----------------|
| 1 | 50% first-year commission | \$15,000 |
| 2 | 15% renewals for years 2-5 | \$18,000 |
| 3 | Quality Business Bonus for years 2-5 | \$6,000 |
| 4 | Quality Producer Bonus | \$1,650 |
| TOTAL COMPENSATION OVER 5 YEARS | | \$40,650 |

(for one year of selling)

▶ **SELL** \$30,000 every year for 5 years and your compensation grows to \$139,730



FOR MORE DETAILS

about our commission and renewal structures and bonus programs, refer to JJ1254 or contact your local representative.

¹ If you receive contingent compensation under an existing agreement, the company requires that, before sale or renewal, you disclose to the insurance customer (including group annuity customers) that you (or your firm) may receive contingent compensation (cash or otherwise) as a result of the sale or renewal. Disclosure is required whether the compensation is from The Principal® or a company of the Preferred Product Network, Inc.

² Available for 3A and above occupation classes.

³ Assuming over \$15,000 in first year commissions earned in year policies issue. During the Conditionally Renewable Period, a renewal commission of 4% will be paid to the servicing producer if the policy was issued after May 2006 regardless of FYCs. Renewal commissions in policy years 11 and later are contingent upon \$5,000 of FYCs earned on disability insurance policies issued in the prior calendar year. If you're retired and have \$125,000 of individual disability insurance premium in force at the time of your retirement, the FYC contingency does not apply. You must notify us in writing of your retirement.

⁴ Paid in addition to first-year and renewal commissions or other bonuses paid. Bonuses will not increase overall FYC level credited for that year.

⁵ Paid years 1-9 (following qualification year) – requires 95% persistency. Percentage paid (5 or 7%) depends on amount of in force premium.

Note: Series 700 Compensation Overview. Compensation for business products in California differs.



WE'LL GIVE YOU AN EDGE®

Principal Life Insurance Company, Des Moines, Iowa 50392-0001, principal.com

Examples shown are for illustrative purposes only. Final determination of the bonus amount and/or payment rests solely with Principal Life. The bonus formula may change or terminate at any time without prior notice. Please remember to abide by the company's policy on disclosure of compensation. You can obtain more information, as well as a sample disclosure form, at www.principal.com.

For producer information only. Not for use in sales situations.

JJ2181 | 11/2015 | © 2015 Principal Financial Services, Inc.