Your New Commission Statement

To make it easier to do business with The Principal®, a redesigned commission statement is effective Aug. 15. The changes, based on field input, make your statement more reader-friendly, more attractive and more complete with new information.

Best of all, you can now **view your statement online!** The electronic version looks similar to the print version. Follow the steps on Page 3 to log on to our secured Web site and check it out.

Principal Financial Group

Mailing Address:
Principal Life Insurance Company
Des Moines, IA 50392-0001

Period Ending: 00/00/2005

Agency No: 00000-B
Questions? Call 1-800-388-4793

NEW

Producer statement

Pat Principal
Acct ID XXXXX5182
Street
PO Box 218
City/State/Zip

Only the last four digits show for privacy reasons

Payment Summary

	Statement Period	YTD
Beginning Balance	0.00	N/A
Statement Total	2,694.26	N/A
Expense Allowance Total	429.70	2,360.74
Deduction Adjustment	1,131.65	4,549.39
Check Amount	1,992.31	N/A
Ending Balance	*0.00*	N/A

Formerly "Less Contrib./Deduct"

Payment method (check amount or electronic funds transfer [EFT] amount. To sign up for EFT, call 800-388-4793.)

Principal Financial Group

New!
Commission Detail by Statement Code

This table for brokers summarizes data on many different pages of the former statement.

Commission Detail by Statement Code XXXXX-XXXXX

Detail Code: XXXXX-XXXXX   Producer Name: ACME COMPANY

Insured/Client Name	Pol No/ Ent Date	ST	Prod Type/ Occ	Policy Effective Date	Premium	Prem Mode	Paid to Date	Comm Type	Trans Code	Comm Rate	Split Percent	Commission Amount	Total
DOE, JANE	XXXXXXX 05/03	NJ	NW UL	12/01/1996	T 156.01	Q	05/02/2005	SF	NA	2.00	100.00	3.12	
DOE, JANE	XXXXXXX 05/03	NJ	NW UL	12/01/1996	T 156.01	Q	05/05/2005	Ren09	NA	2.00	100.00	3.12	6.24
CLIENT, IMA	XXXXXXX 05/06	CT	10Y97	06/05/2002	196.88	MO	05/05/2005	Ren03	NA	3.00	100.00	5.91	5.91
CUSTOMER, JOE	XXXXXXX 05/04	NY	DI/4A	02/01/2005	578.87	MO	05/01/2005	FY	NA	50.00	100.00	289.44	289.44
INSURED, JON	XXXXXXX 05/04	NY	DI/SA	02/01/2005	206.62	MO	05/01/2005	FY	NA	50.00	100.00	103.31	103.31

State in which policy was issued/written

Date policy was issued

% of commissions paid to you

Product type and/or DI occupation class

Frequency of premium payments

Commission type: First-year (FY), Renewal (Ren##), Service Fee (SF)

Total commissions paid on each policy

Next scheduled premium payment date

Other New Tables

- **Producer Expense Allowance** – Your expense allowance will be displayed by product type.
- **Commissions on Hold** – Commissions you have on hold will be displayed in a table in policy number order.
- **Statement Code/Account ID Summary** – This table combines information formerly on the Agent Statement Code Summary and Account ID Summary.
- **Legend** – This table explains the codes used in the Commission Detail by Statement Code table.

Viewing Your Statement Online

You can view your statement via Principal eFinancial Professional℠ (Principal eFP). Log on to Principal eFP from The Principal® secured Web site:

1. From the *www.principal.com* home page, click **Login**.
2. Click **Financial Professional** and type your username and password. (If you don't have a username or password, call the number at right.)
3. Once logged in, The Principal eFP home page appears.
4. Click **Compensation Statements** in the Tools box at left.
5. The My Statement screen appears.

Note: If you have a tax identification number for a corporation, you will be unable to view your corporation's statement unless you register for additional online access. To request this access, call:

Marketer/eFP Technical Support Line,
800-554-3395
(Mon. – Thurs. 7 a.m. – 6 p.m.,
Fri. until 5 p.m. CST)

Frequently Asked Questions

Q: Why are some Total boxes blank on my Commission Detail by Statement Code table?

A: Totals are generated for each policy. If there are multiple transactions to a policy, only the last entry contains the total.

Q: Why do the commission rates differ on the new statement when I'm sharing commissions?

A: The new statement reflects the full commission rate along with your split percentage. The old statement showed the rate based on your split percentage only.

Q: Do real-time renewals show on the new statement?

A: Yes.

Q: Why does the YTD Statement Total on the Payment Summary (Page 1) display N/A?

A: Year-to-date totals are on the Statement Code/Account ID Summary at the back of the statement.

Q: How are assigned commissions (statement codes) identified?

A: They're identified in the Compensation Assigned Summary table.

Q: Why doesn't the Statement Total on the Payment Summary (Page 1) equal the amount on the Statement Code/Account ID Summary?

A: You may have a payee affecting the totals displayed on the Payment Summary.

Q: Will I still get a paper statement, since they're now online?

A: Yes, unless you notify us to stop sending them by calling the number below.

Q: Who should I call with questions?

A: Marketer Services, 800-388-4793, enter code 701.

Principal Financial Group