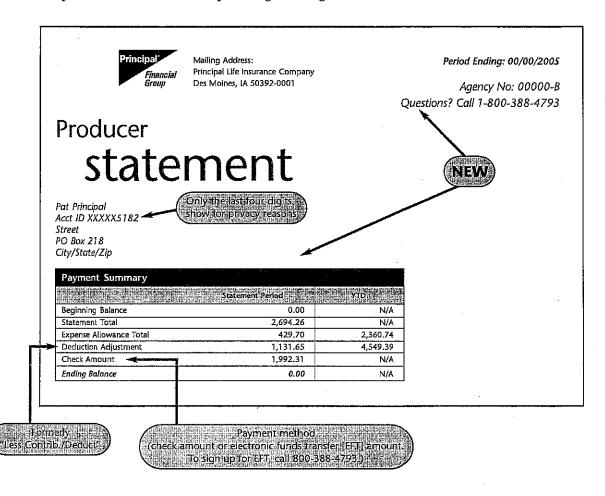
Your New Commission Statement

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.

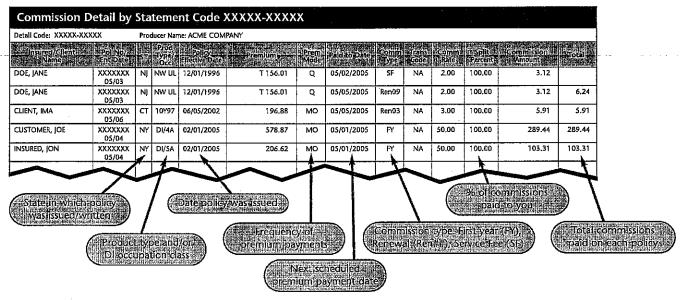




New!

Commission Detail by Statement Code

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



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 ProfessionalSM (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.

