



## Principal Product Training

PLEASE NOTE: Principal Financial Group requires annuity product training for states that have adopted the NAIC Annuity Suitability Model and NY. Product training must be completed prior to writing business or applications will need to be re-dated. This training can be completed prior to being contracted with the carrier.

- Go to <https://naic.pinpointglobal.com/Principal/Apps/default.aspx>
- Register if you're a first-time visitor
- Enter your personal information
- Enter your NPN# (There's a search feature to the right of the box)
- In the Broker Dealer/Firm section, start typing **Crump** and select it
- Select the **Firm button**, which will populate the Producers Choice information
- Select **States**
- Create a password
- Select **Register**
- Select the **My Product Training** link
- View the Product Training, which are power point slides that are timed (Note: do not proceed to the next slide until the green arrow appears)
- The last slide in each training session requires a check box to be selected to verify the course was reviewed
- To print a certificate of completion, go to **My Transcripts**

**AGENTS WRITING IN OKLAHOMA** - Principal requires their product training be completed, even though the state currently does not require it to be completed.

Please print the completion certificate and send to our Licensing & Contracting Department at [licensing@3dadvisorsinc.com](mailto:licensing@3dadvisorsinc.com) or fax to 586.580.8586.