



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 are a first-time visitor
- Enter your personal information
- Enter your NPN# (There is 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.

Principal has selected RegEd as the exclusive training platform for annuity products. This change will take effect March 1st, 2021. The last day advisors can complete Principal product training through LIMRA is February 28th, 2021. All training completed on the previous training platform will transfer over to the RegEd system.

Course Name	Course code	Product code
Principal- Income Annuity	15SPIA_01	PRINCIPALINCOME
Principal- Deferred Income Annuity	15DIA_01	PRINCIPALDEFERREDINCOME
Principal- Select Series	15PSSAnn_01	PRINCIPALSELECTSERIES
Principal- Preferred Series Annuity	15PPSAnn_01	PRINCIPALPREFERREDSERIES

Principal- Secure Choice Index Annuity	15PSCIAnn_01	PRINCIPALSECURECHOICEINDX
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Please print the completion certificate and send to our Licensing & Contracting Department at licensing@3d advisorsinc.com or fax to 586.580.8586.