



2007 DI Quality Producer

Quality Producer Qualifications

- At least \$12,500 DI ICCs earned and paid in 2006
- 90% or better DI persistency in 2004, 2005 and 2006
- Favorable morbidity experience for 2005 and 2006
- Less than 25% DI wastage (not takens, cancels, close outs or declines) for 2006
- At least 8 underwritten policies **OR** 2 Guaranteed Standard Issue/Standard Issue cases put in force in 2006
- In good Business Conduct standing

**The DI Quality
Producer
Program...where
quality pays!**

Quality Producer Rewards

2006 DI ICCs	Bonus Percentage	Cash Bonus
\$0 - \$12,499	-0-	-0-
\$12,500 - \$24,999	10%	\$1,250 - \$2,500
\$25,000 - \$39,999	15%	\$3,750 - \$6,000
\$40,000+	20%	\$8,000+

The 2007 DI Quality Producer Bonus will be paid in March of 2007 based on 2006 DI ICC production, and the percentage payable starts on the first \$1 of ICCs. This bonus is a cash bonus to the producer and will not increase the producer's overall ICC credit.

Quality Producer Bonus Payout Example

\$14,000 DI ICCs = \$1,400 bonus (10%); \$25,000 DI ICCs = \$3,750 bonus (15%).

This could mean up to a **60% first year total commission** (50% first year commission plus 20% cash bonus based on level of ICC production) on 2006 new DI business.

Additional Quality Producer Benefits

In addition to the DI Quality Producer Bonus, DI Quality Producers also receive:

- Priority handling
- Higher non-medical limits
- Recognition in company publications

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.

*This program is intended for single producers only. It is not intended for producer groups.

For producer use only - not for use in sales situations.
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