



United Benefit Advisors program provides extra features

Your program offering for 2020

When you need tailored and affordable group benefit solutions, depend on Principal® to have what you and your clients need. Because of your relationship with us, you have access to a program that offers additional support, enhancements and discounts.

When you need us, we're here

Our relationship is important. That's why we offer the dedicated support you need. Service is as close as your local Principal office. In addition, you can turn to:

Relationship manager

Karla Herley

herley.karla@principal.com

402-340-6060

Underwriting liaison

Eric Goyke

goyke.eric@principal.com

515-247-5038



Enhancements just for you

It's a program designed with your firm in mind. To enhance your client offering, take advantage of our:

- Annual conference sponsorship
- Training and education programs
- In addition to our standard broker bonus program, UBA member firms are eligible to qualify for additional compensation based on national production and persistency results.

Discounts

Everybody loves a discount! Save money on services you can use every day. To get started, contact Karla Herley.

miEdge™ prospecting tool

Get 5% off the retail price of an annual miEdge license.* You'll appreciate the valuable prospecting data at your fingertips. This web-based tool is designed for use by insurance professionals and offers accurate, up-to-date information with an easy-to-use interface.

FedEx® overnight delivery

Receive our FedEx discount when mailing to your local Principal sales office or our home office in Des Moines, Iowa.

STAPLES® office supplies

Receive our contracted pricing. You won't be charged for shipping and handling, except for furniture or other large items. And your orders are delivered within 24 hours, except back orders.

eBenefits Edge Total Management online benefits administration system

Receive preferred pricing on our service that easily combines all benefits information in one system. For a low monthly fee, your clients get enrollment and year-round administration services for all their benefit providers.

Pricing is a flat monthly fee or on a per employee per month (PEPM) basis — with no set-up or electronic data interchange (EDI) fees. And the more products your client has with Principal, the lower the cost.

Number of products	Number of employees			
	50-74 Flat monthly fee	75-199 PEPM	200-999 PEPM	1,000+ PEPM
2	not applicable	\$3.50	\$2.75	Custom pricing — talk to your group representative
3	\$225	\$3.00	\$2.25	
4	\$200	\$2.00	\$1.75	
5+	\$175	\$1.75	\$1.50	

If the number of products reduces after implementation, customers with 75+ employees and fewer than two qualifying products pay \$4.00 PEPM. Customers with 50-74 employees and fewer than three qualifying products incur a flat \$400 monthly fee.

*Not to be combined with any other offers.



Contact your local sales representative or go to advisors.principal.com.



principal.com

Insurance issued by Principal Life Insurance Company, Des Moines, IA 50392.

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