

Principal Financial Network® financial professionals and Principal Securities registered representatives

How to access required training courses

[Review the complete list](#) (PDF) of states requiring additional annuity training and effective dates.

The model regulation contains a provision indicating that the general annuity training completed by a financial professional for one state shall be deemed to satisfy the general annuity training requirement for another state that has adopted the model regulation. To date, most of the states listed in [this piece](#) have adopted this reciprocity provision, with a few exceptions. Some states have also adopted the 2020 version of the model regulation which requires a one-hour or four-hour Best Interest State Training course in addition to any other model regulation training course completed previously.

How to access Principal® courses

Principal Financial Network financial professionals must use Virtual University to access general annuity training. By using Virtual University, you'll only need to visit one location for all courses, making it easier for you to complete all requirements before soliciting annuity sales.

Access our annuity training courses from the [advisor website](#).

- Click the **Virtual University** link on the page.
- Hover your mouse over the Virtual University option and select **Access Virtual University** from the RegEd screen.
- Select **Principal Registered Annuity Training** on the left of the welcome page.
- Click **Proceed**.
- Click Select **New Courses**.

All applicable Principal annuity carrier-specific product training courses will appear. Typically, you can complete each variable annuity training course in less than 20 minutes. There is no fee for taking the product-specific training courses.

How to access the state-required training courses in the Insurance Courses catalog

- Log in to Virtual University.
- Select **Insurance Courses** on the left of the welcome page.
- Click **Proceed**.
- Click **Select New Courses and CE Credit**.
- Choose the state.
- Click **Proceed**.

For more information

Training requirements and verification: Sales Compensation Administration, 800-388-4793

If you are having technical issues accessing the courses on Virtual University, contact RegEd Customer Service at 800-334-8322, option 2. Let them know you're with Principal.



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