



Principal Life Insurance Company  
Principal National Life Insurance Company  
Members of Principal Financial Group®

Mailing Address:  
Des Moines, IA 50392-0470

Brokerage General  
Agency (BGA)  
Broker Expense  
Allowance (BEA)  
Submission Form  
Flat Expense Allowance  
Program Multiple  
Producer Agreement

**Who is eligible for BEA?**

- Any individual and/or entity holding a producer contract with The Principal.

**Exclusions:**

- Producers holding a **Solicitor agreement (DD2018) are not eligible** for BEA. **BEA is only set up for the producer or corporation holding the contract.**

**Notes:**

- Total producer payout should not exceed total BGA payout for each product line.
- BEA payments include policies issued on or after the effective date of this form.
- If you have questions, call Marketer Services at 1-800-388-4793.

**Directions:**

1. **Choose a BEA Flat program for each product line** for which the producer is to earn expense allowance.
2. **Be sure to complete all fields** of the BEA form.
  - For audit purposes, this form must be filled out in its entirety.
  - Missing information will result in delayed processing.
3. **BGA Office Manager signature is required**
4. **Email the completed form to:** [contracting@principal.com](mailto:contracting@principal.com)

**Next Steps:**

- An executed BEA Agreement will be provided to the BGA office: