

Individual Appointment Data Sheet

Check box of applicable company:

The Penn Mutual Life Insurance Company

The Penn Insurance and Annuity Company

National Account Name and Code FSD Insurance Services - #T82

Instructions **SUBMIT THIS COMPLETED FORM ALONG WITH THE NECESSARY DOCUMENTS.** Information requested below must be provided for each provider. **Photocopies acceptable.**

Producer Name	Business Address		
Home Address	City	State	Zip Code
City	State	Zip Code	Telephone Number

IF APPOINTED FOR REGISTERED PRODUCTS - NASD Branch Office (if different from business address above).

Broker/Dealer
Name
Address
City State Zip Code
Telephone

EACH PRODUCER **MUST** FURNISH THE FOLLOWING INFORMATION (Please Check):

- Date of Birth: _____
- Social Security #: _____
- Attach copy of current resident insurance license #: _____
- Attach copies of current non-resident insurance licenses.
- Attach copy of NASD Central Registration Depository Form (CRD).
 (We cannot accept registered product business without CRD and variable annuity license.)
- Name of person who should be contracted for licensing questions: _____ Tel #: _____

For Pennsylvania Appointments Only, Please Complete & Sign Below:

- Pennsylvania Certificate Number:** _____ **Lines of Authority:** _____
- Producer Signature:** _____

Required

Penn Mutual (PIA) Approval: _____ PA Appointment Date: _____

Authorized Signature

Incomplete licensing information will delay processing of your business. Please be sure all necessary information and documents are provided. For additional information please call the Annuity New Business area at 1-800-873-6285.

Mailing Information: **Contracts & Licensing Division - C2F**
Penn Mutual Life Insurance Company
(or The Penn Insurance and Annuity Company)
Philadelphia, PA 19172

AGT**ANNUITIES****1st Policy Year**

- Single Premium Individual Annuities 3.0%
- DIVID 4.0% (For contracts sold after 11/8/99 only and certain restrictions apply. See Schedule A for complete compensation description.)
- TradeWind Annuity 3.3%
- Commander Annuity Contracts (a) 0.50% of aggregate purchase payment up to \$1,000,000 per Contract.
(b) 0.75% of the Account Value for the second and later contract years.
- Pennant Select Annuity Contracts
 - Option 1 - 4.45% (2.65% issue age 81+) of aggregate purchase payments up to \$1,000,000 per Contract.
 - Option 2 - 4.25% (2.5% issue age 81+) of aggregate purchase payments up to \$1,000,000 per Contract. AND 0.425% of the Account Value for the eighth and later years.
 - Option 3 - 3.60% (2.1% issue age 81+) of aggregate purchase payments up to \$1,000,000 per Contract. AND 0.15% of the Account Value, for the second through seventh years. AND 0.425 % of the Account Value for the eighth and later years.

MISCELLANEOUS

- Disability Waiver of Premium Agreement, Accidental Death Benefit Agreement, Option to Purchase Additional Insurance receive same commission and renewal fee rates as basic plan of policy.
 - Only agent or broker who effects exercise of option under Option to Purchase Additional Insurance is entitled to commissions on additional business.
 - Temporary and Permanent Flat Extra Premiums and Conversions from Group Life and Health Policies receive no commissions or renewal fees.
 - Substandard Table Ratings will receive commissions and renewal fees for the following products only: Penn Choice, Penn Choice 2000, Lifewise, Keystone UL, VUL III, and VMAXII.
- ♦ This Schedule A-1 is a supplement to your existing Schedule A. It is provided merely as a summary and does not replace your existing Schedule A. For complete compensation rates for all products, please refer to your existing Schedule A.

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RegEd

ATP Producer

Getting Started Guide

Annuities Training Platform Getting Started Guide for Producers

As the leading industry platform with several large carriers, RegEd's Annuity Training Platform is the solution for reducing this training burden and keeping producers focused on selling. The platform:

- ... Provides the ability for producers to meet multiple carrier requirements on one platform. RegEd's Annuity Training Platform makes it easy for producers to register and take the necessary state suitability and carrier-specific product training courses.
- ... Is the one place where distributors can see an agent's complete compliance profile for annuities training. This includes both the state suitability requirements and carrier-specific product training.
- ... Ensures producer compliance with the state suitability requirements for the states in which they sell annuities. The platform has an extensive rule base to determine reciprocity rules and initial and ongoing training requirements.
- ... Already has several of the leading carriers and their producer populations participating on the platform.

Here is how producers can get started:

Producer Registration

- 1) Go to <https://secure.reged.com/TrainingPlatform/>.
- 2) Select **"Sign Up"** in the top right hand corner.

3) Complete the registration form.

RegEd

Create Profile > Payment Information License Information

Annuities Training Platform Sign Up

Login Information
The security questions / answers are required to help you reset your password, if you forget your password.

*Login Email: Will be used as Login Name and Contact Email
 *Password: (Passwords must be at least 8 characters, and contain at least 2 alphabetic characters and 2 numbers)
 *Verify Password:

*Security Question 1: Select Question Answer:
 *Security Question 2: Select Question Answer:
 *Security Question 3: Select Question Answer:
 (You must select 3 different questions and provide 3 different answers which do not match your password.)

Identifying Information
We require your Social Security Number and Date of Birth to process your CE as per state requirements.

Prefix:
 *First Name: *Last Name: MI: Sfx:
 *Social Security #: - -
 *Verify Social Security #: - -
 *Date of Birth: / /
 *National Producer Number (NPN): Find NPN

Business Address

*Address Line 1:
 Address Line 2:
 *City: *State: Select a state *Zip:
 *Phone: Ext:
 Fax:

Shipping Information
We require your shipping address to send you your certificates as per state requirements.

Same as Business Address I want to enter different Shipping Information

Terms of Service

I accept the [Terms of Service](#) and site usage requirements

* Denotes required field

4) Indicate the state(s) where you sell or will be selling an annuity product and supply the required information.

RegEd

Annuities State Suitability Product Training

Manage Annuities Product Training Requirements
Please indicate the state(s) where you sell or plan to sell annuity products:

Delete?	State	Resident?
X	Select a State <input type="text"/>	<input type="checkbox"/>

Producer Status: State Suitability Training

- 1) In order to access your state suitability training (i.e. the 4-hour state requirement, select “**Order Course**”.

The screenshot shows the 'Producer Status' page in the RegEd system. The user is Allison Harris. The page is titled 'Producer Status' and includes a 'Print' button. The main content area is divided into two sections: 'Annuities State Suitability Compliance Summary' and 'Carrier-Specific Product Training'.

Annuities State Suitability Compliance Summary

State	Resident?	Requirement Met?	Course Status
Iowa	Yes	No	<input type="button" value="Order Course"/>
Ohio	No	No	<input type="button" value="Order Course"/>
Wisconsin	No	No	<input type="button" value="Order Course"/>

Carrier-Specific Product Training

Requirement	Completion Date	Requirement Status
<p>You currently have no carrier-specific product training assigned to you. If you need to complete product training, please contact your carrier(s) to obtain access.</p>		

- 2) Indicate whether you would like to complete your state suitability training course **with or without** Continuing Education (CE) credit. NOTE: many states *do not* allow post-ordering of CE credit once a course has been completed.

The screenshot shows the 'Product Training & CE Options' dialog box in the RegEd system. The user is asked to indicate whether they want to receive CE credit(s) with their Product Training completion(s).

Do you want to receive CE credit(s), where available, with your Product Training completion(s)?

I want to receive CE credit(s) with my Product Training completion(s)

I DO NOT want to receive CE credit(s) with my Product Training completion(s)

Warning! Ordering CE after the course is completed is NOT allowed for most states.

- 3) Select the course(s) and/or CE credit you wish to order and complete your order. To view which courses are reciprocal (i.e. these courses have been approved in the states listed by the participating carriers on the ATP platform) select the **hyperlink** next to “Annuities State Suitability Approved In:” section.

Available Courses and CE Credit

To receive credit you must select **Add** for the credits desired. If no credits appear, the courses you have completed or ordered are not approved for that state or professional designation. To review your completed order, select **Proceed**.

Search Titles Within List

Add Course	Credits	Course Rating	Price
Bottom			
Add State or Professional Designation CE			
<input type="checkbox"/> NAIC Suitability in Annuity Transactions Model Regulation (390) Annuities State Suitability Approved In: IA, OH, WI			\$0.00
<input type="checkbox"/> CE Credit for Ohio Ohio State Fee	4 Annuity ClearCert Annuities Approved	- Advanced	\$15.00 \$4.00
<input type="checkbox"/> Suitability of Annuity Transactions as Required by the State Annuities State Suitability Approved In: IA, OH, WI			\$0.00
<input type="checkbox"/> CE Credit for Iowa Iowa State Fee	4 Annuity Products ClearCert Annuities Approved		\$15.00 \$4.00
<input type="checkbox"/> Suitability of Annuity Transactions as Required by the State Annuities State Suitability Approved In: IA, OH, WI			\$0.00
<input type="checkbox"/> CE Credit for Wisconsin* This course must be ordered	4 Annuity Suitability ClearCert Annuities Approved		\$15.00
Top			

- 4) Once your order has been completed, select “**Go To Course**” to access the training.

Welcome
Allison Harris

Producer Status

- Producer Status
- Enter Product Code
- Optional Insurance CE
- My Account
- My Certificates

Producer Status [Print](#)

Annuities State Suitability Compliance Summary

State	Resident?	Requirement Met?	Course Status
Iowa	Yes	No	<input type="button" value="Go to Course"/>
Ohio	No	No	<input type="button" value="Go to Course"/>
Wisconsin	No	No	<input type="button" value="Go to Course"/>

Carrier-Specific Product Training

Requirement	Completion Date	Requirement Status
You currently have no carrier-specific product training assigned to you. If you need to complete product training, please contact your carrier(s) to obtain access.		

- To update your training requirements (i.e. add/remove states) select **Manage My State Suitability Requirements**.

Producer Status: Carrier-Specific Product Training

- To access carrier-specific product training that has been assigned to you select **“Go To Requirement”** for the applicable training listed on Producer Status. NOTE: if you *do not* see a carrier’s product training assigned to you, please contact your carrier(s) in order to obtain access to the training(s).

The screenshot displays the RegEd interface for a user named Allison Harris. The left sidebar contains navigation options: Welcome Allison Harris, Producer Status (selected), Enter Product Code, Optional Insurance CE, My Account, My Certificates, and Carrier 1 Product Training. The main content area is titled "Producer Status" and includes a "Print" button. It features two sections: "Annuities State Suitability Compliance Summary" and "Carrier-Specific Product Training".

Annuities State Suitability Compliance Summary

State	Resident?	Requirement Met?	Course Status
Iowa	Yes	No	<input type="button" value="Go to Course"/>
Ohio	No	No	<input type="button" value="Go to Course"/>
Wisconsin	No	No	<input type="button" value="Go to Course"/>

Carrier-Specific Product Training

Requirement	Completion Date	Requirement Status
CARRIER 1 PRODUCT TRAINING		
2010 Annual Compliance Meeting (ANN_ACM)		<input type="button" value="Go To Requirement"/>

- 2) To access carrier-specific product training **records of completion** select the training module from the left-hand navigation menu and select the **Course History** option in **My Courses**.

The screenshot shows the 'My Courses' page in the RegEd system. The 'Course History' tab is selected. The page contains several informational paragraphs and a table with the following headers: Course Name, State or Professional Designation CE Status, Course Status, Course Completion Date, Print Record / E-cert, and Course Library. The table body is currently empty.

Enter Product Code

- 1) If you have a product training code provided by your carrier, select “**Enter Product Code**” via the left-hand navigation menu and enter the product code provided. Once your product code has been supplied you will be able to access it via Producer Status.

The screenshot shows the 'Just-In-Time Product Training' page. On the left is a navigation menu with 'Enter Product Code' selected. The main content area includes instructions: 'Please supply the Product Code provided by your carrier below.' and 'After you supply the Product Code your assigned carrier-specific requirement(s) will appear on your Producer Status page to complete...'. Below this is a form with a label '*Product Code:' followed by an input field and a 'Submit' button.

Optional Insurance CE

- 1) To view the Optional Insurance CE courses select “**Optional Insurance CE**” via the left-hand navigation menu.

- 2) Select **“Proceed”** to complete additional courses available to you at a discounted rate.

Optional Insurance CE

RegEd's course library with more than 300 approved insurance courses is available to all participating producers at discounted rates. Courses are only \$6.00 and include a state certificate of completion. Course topics include:

- Ethics
- Long Term Care
- Life & Health
- Property & Casualty
- Adjuster
- Professional Designations
- ...and many more!

To access RegEd's vast library of training to meet your continuing education needs please select the Proceed button below.

If you have any questions, please contact RegEd Customer Support at 800.334.6322
Monday through Friday, 8 am to 8 pm Eastern

[Proceed](#)

My Certificates

- 1) To view CE certificates of completion that have been issued to you select **“My Certificates”**.

My Certificates

A paper certificate will be mailed to you. [Print certificate](#) [Request a paper certificate](#)

Please ensure your pop-up blocker is disabled when downloading your certificate.

[Download My Transcript](#) Page 1

Provider	License Type	State (Course #)	Course Name (Course ID)	Completion Date	Status	Certificate	Print Rules
You currently have no certificates to view or print.							

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