



Protect your income from life's uncertainties.

For [company name] employees

Presenter 1 name

Title(s), designations

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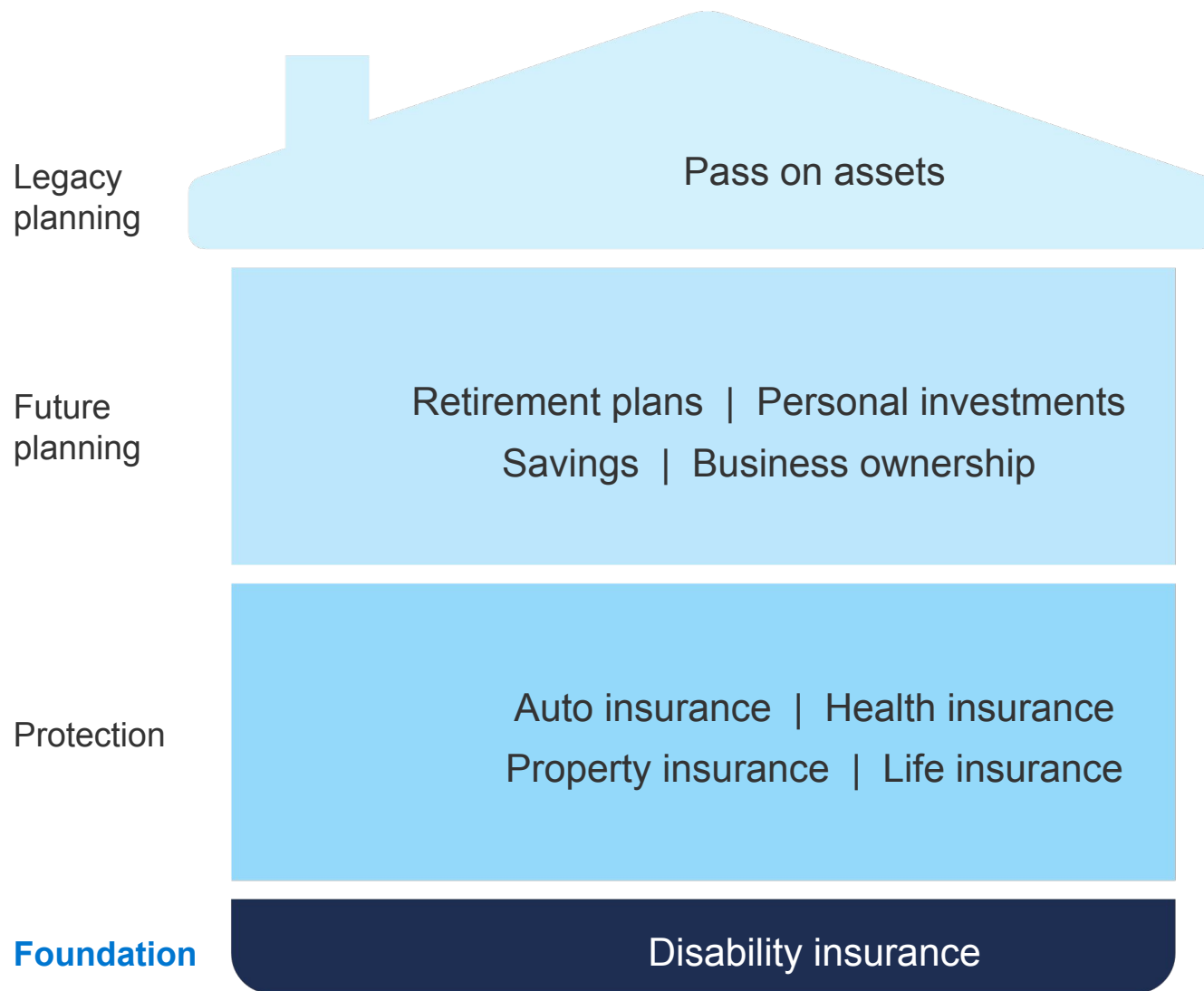
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Individual disability income (DI) insurance

Is your income protected?



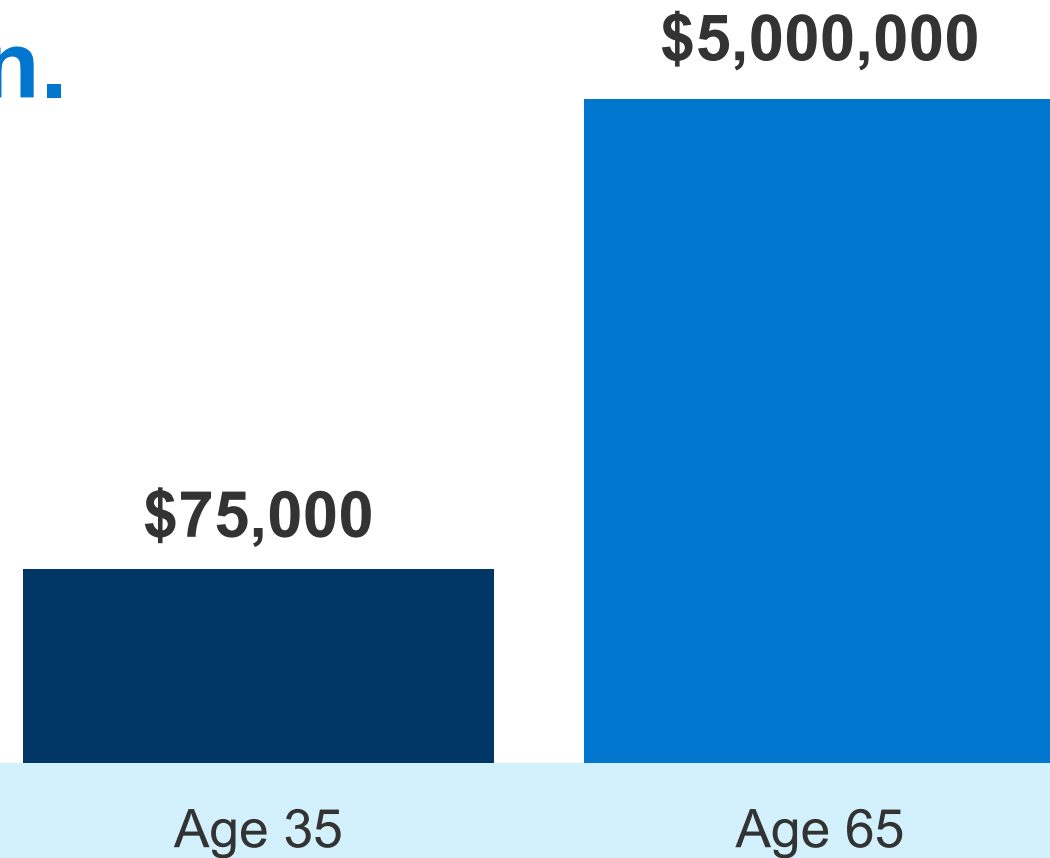


**Protecting your
income is a great
start to building a
foundation of
financial
security.**



Protect what you've worked so hard to earn.

For example, a 35-year-old who's now earning \$75,000 could expect to earn \$5 million by age 65.



It can happen to anyone, anywhere, anytime.

Typically, the reason people can't work is because of illnesses like cancer, rather than injuries.¹



Illness 96.3%

Injury 3.7%

1 in 4 of today's 20-year-olds will become disabled before they retire.²



¹ Calculated with data from the "Annual Statistical Report on the Social Security Disability Insurance Program, 2021". U.S. Social Security Administration, Office of Retirement and Disability Policy, Office of Research, Evaluation, and Statistics. Released 10/2022. www.ssa.gov/policy/docs/statcomps/di_asr

² "Disability Benefits" U.S. Social Security Administration, April 2021. <https://www.ssa.gov/pubs/EN-05-10029.pdf>. Retrieved 04/2022.

Unexpected illnesses
are the **main** cause
of disability claims.



- Musculoskeletal system/
connective tissue
- Nervous system
- Mental and nervous disorders/
substance abuse
- Miscellaneous
- Cancer
- Injuries
- Circulatory system

Source: Principal Life Disability Income insurance active claims as of December 31, 2021. The pie chart is for illustrative purposes only and is not intended as a complete representation of the circumstances surrounding the claims displayed, an inclusive representation of all claims, or a promise to pay any specific claims.

Important things on your financial **checklist**

- ✓ Finding the right job
- ✓ Purchasing a home
- ✓ Creating a monthly budget
- ✓ Paying off student loans
- ✓ Saving for the future
- ✓ Purchasing life insurance
- ✓ Protecting your income

How would you cover your expenses?

Use savings, retirement account,
or emergency funds

Rely on partner's income

Social Security Disability

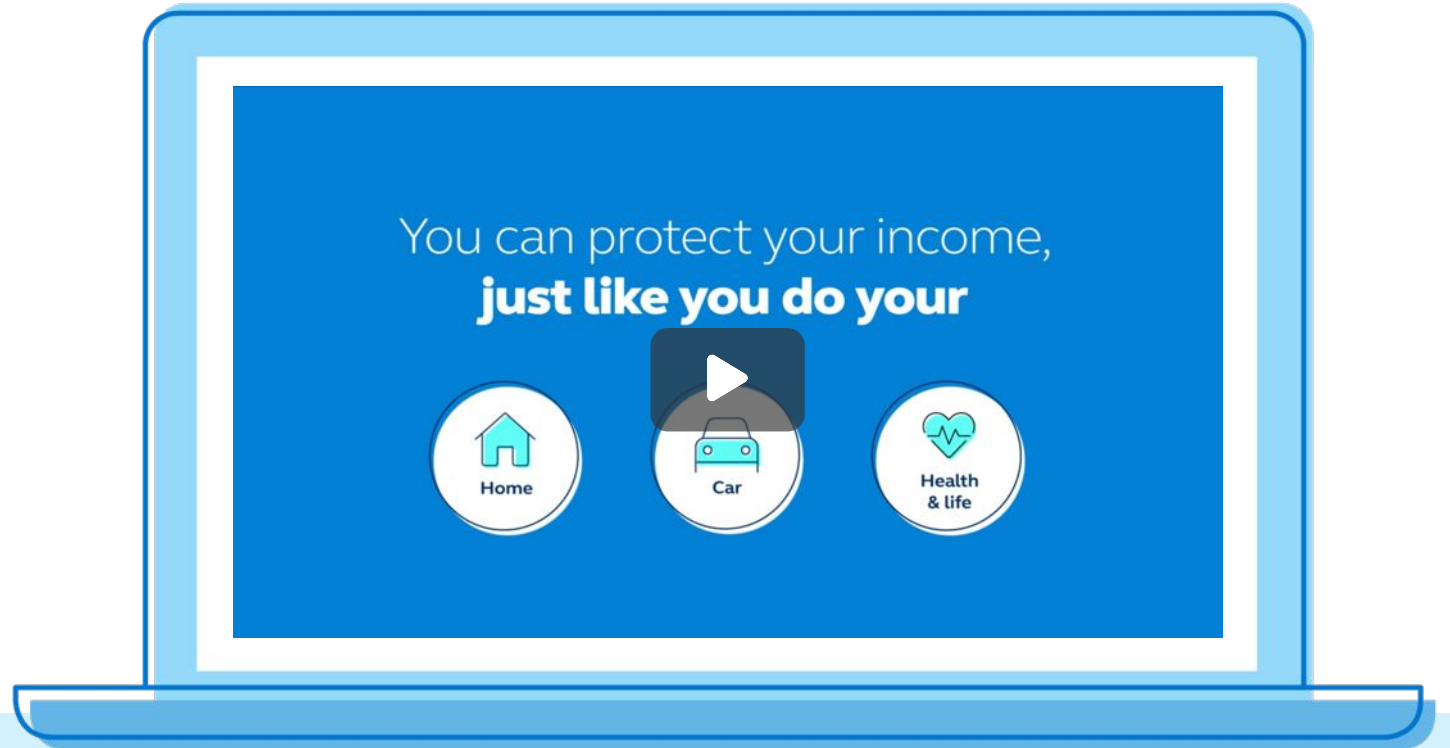
Take out a loan or use credit cards

How income protection works



The benefits of income protection

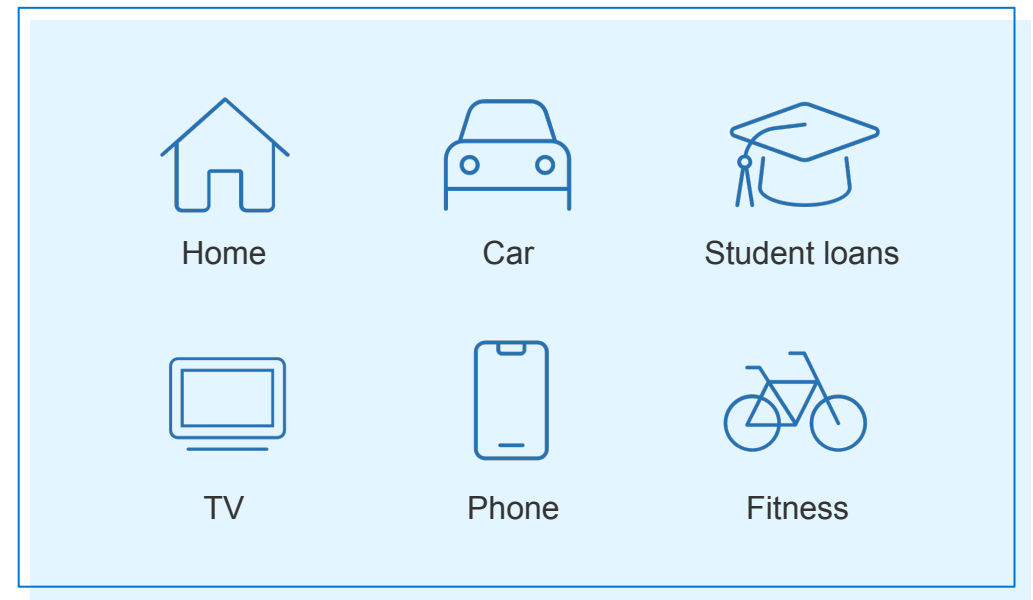
www.principal.com/divideo



It **provides** for the big—and little—things in life.

Individual disability income (DI) insurance provides monthly benefits to replace a portion of your income. This helps cover the daily expenses you choose to pay if you become too sick or hurt to work.

With it, you can focus more on taking care of yourself, and worry less about how you'll pay the bills. It can help you avoid financial consequences—like dipping into savings or retirement assets.



For illustrative purposes only.

The impact of a disability

When a disability prevents you from working, two things usually happen:

- 1 Your income is reduced.
- 2 Your expenses increase.

During a disability

Regular expenses continue:

Housing | Cars | Utilities | Food | Loans

And new disability-related expenses begin:

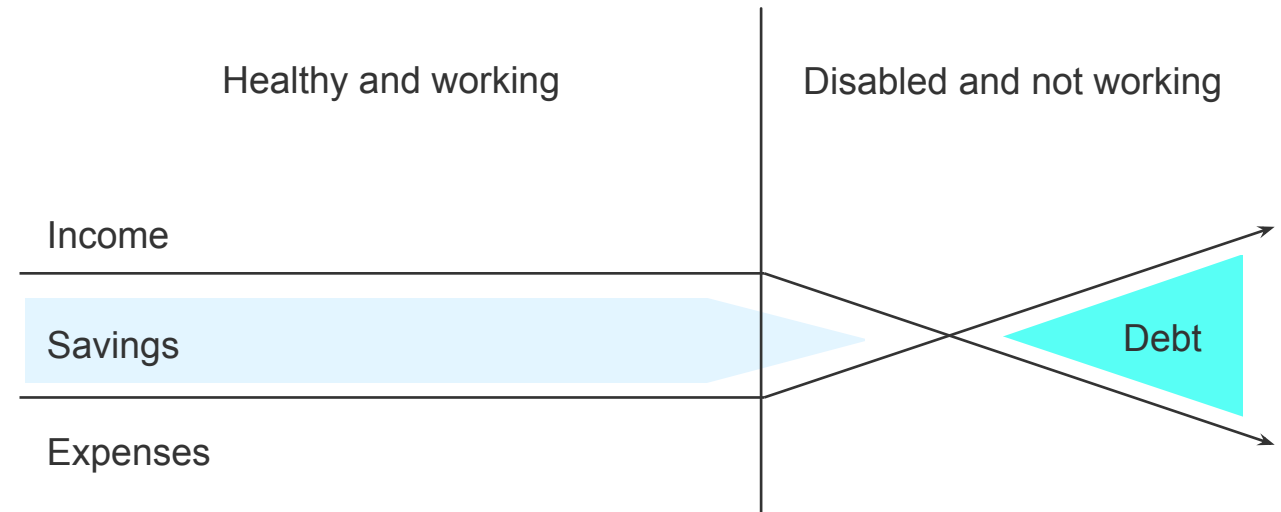
Insurance co-pays

Medical costs not covered by insurance

In-home care

Home modifications

COBRA premiums



For illustrative purposes only.

Individual DI works well with disability coverage you may have through your employer.

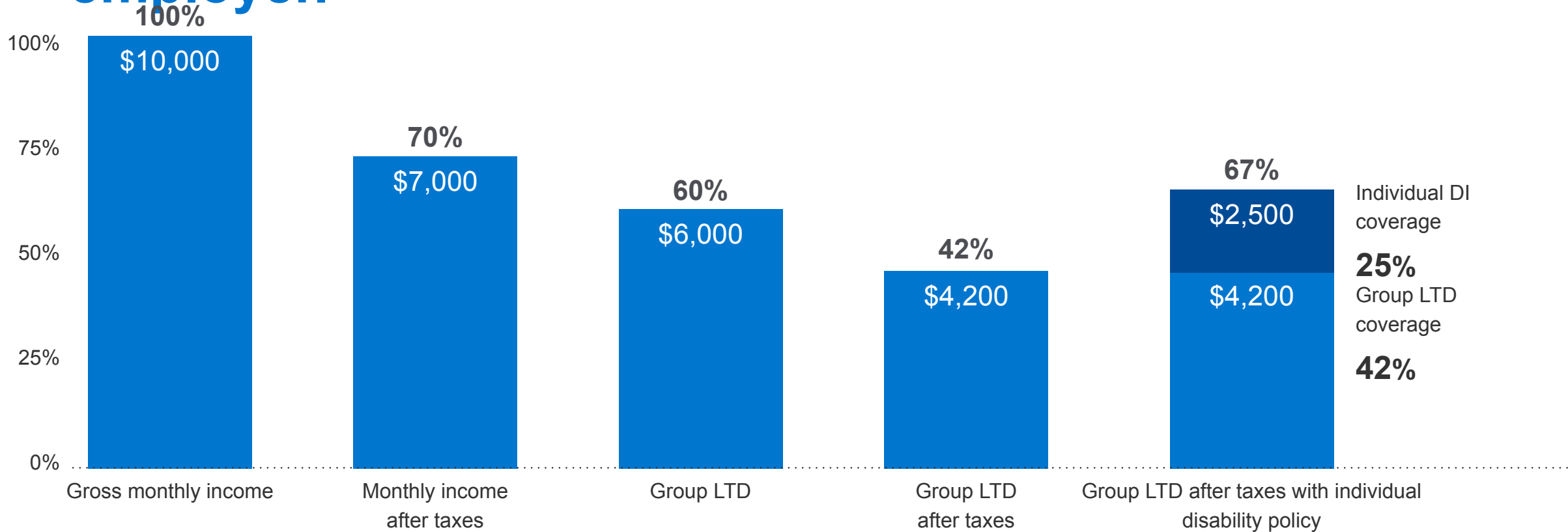


Chart based on \$10,000 gross monthly income (\$120,000 annually), with a 60% group LTD policy with a monthly cap of \$6,000, assuming a 30% tax bracket for Federal, State and FICA. For illustrative purposes only.

Individual DI insurance from Principal



Individual DI insurance

What it does:

- An individual DI policy replaces a portion of lost income when a disabling illness or injury prevents you from working.
-

About the coverage:

- Your policy can't be canceled or changed unless you stop paying for coverage.
- Policy and discounts are yours to keep no matter where your career takes you.
- It works well on its own or with other solutions you may have in place—like disability coverage from your employer.

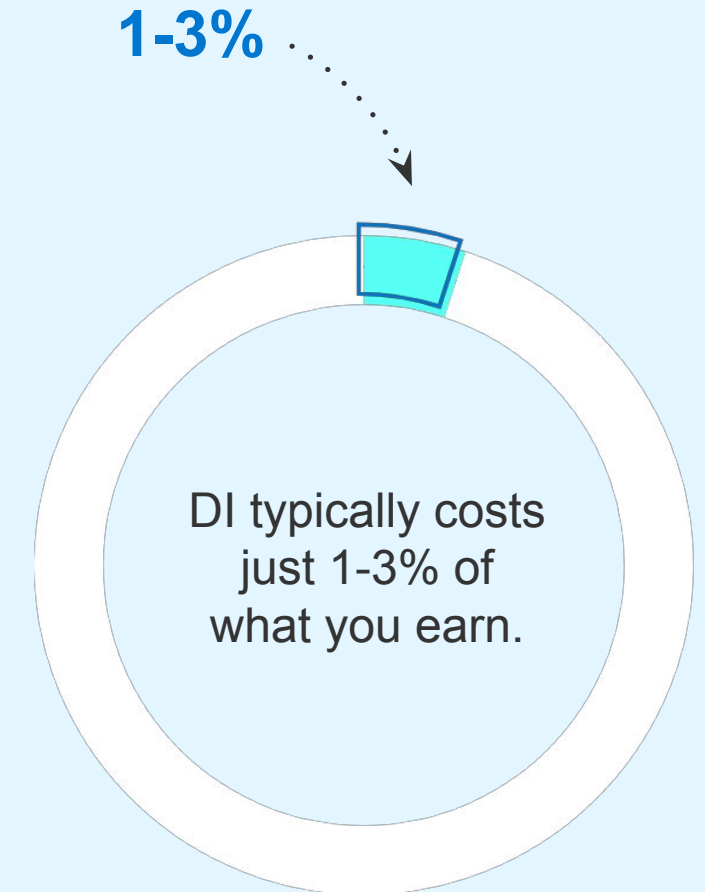
What you can expect

An individual DI policy from Principal offers the following:

Can be customized to fit your needs and budget

Stays with you even if you have a change
in occupation or health

Guarantees your cost for coverage won't
change until age 65



Source: Life Happens,
<https://lifehappens.org/disability-insurance-101/how-much-does-disability-insurance-cost/>, accessed July 18, 2022.

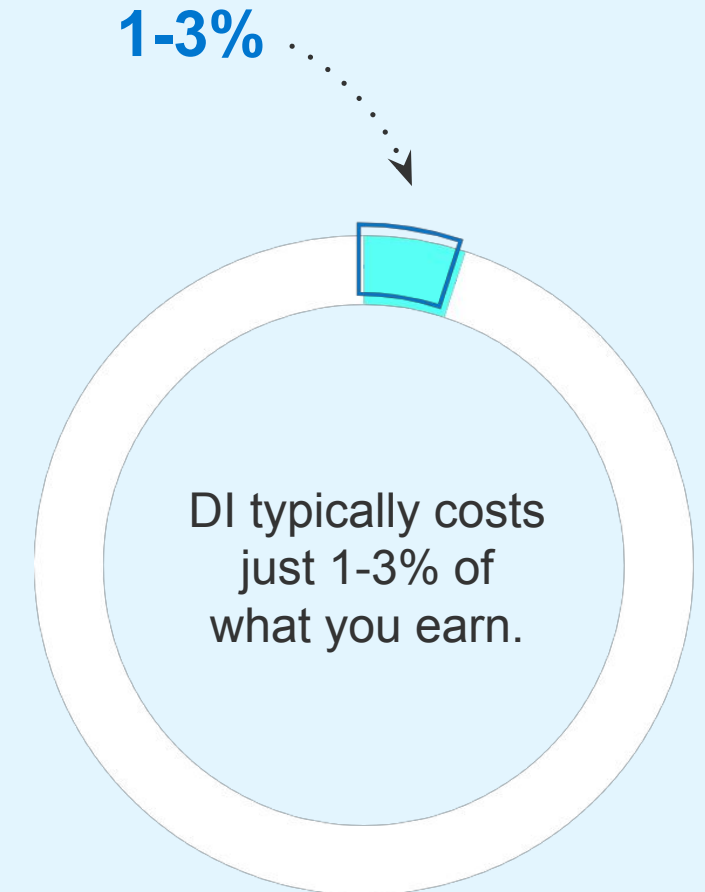
What you can expect

An individual DI policy from Principal offers the following:

Can be customized to fit your needs and budget

Stays with you even if you have a change in occupation or health

Guarantees your cost for coverage won't change until age 65, 67, or 70 (depending on your benefit period)



Source: Life Happens,
<https://lifehappens.org/disability-insurance-101/how-much-does-disability-insurance-cost/>, accessed July 18, 2022.

Coverage that keeps up with your income and lifestyle

With the **no-cost Benefit Update rider¹**, you can increase your coverage every three years if you choose—without medical questions.

Advanced Benefit Update options are available based on the following:

Your income goes up by 20% or more.²

Or you lose your employer-provided group long-term disability coverage.

¹ The Benefit Update rider provides the option to purchase increased policy benefits every three years, subject to the maximum benefit issue limits from Principal. In most states, advance purchase options may also be available. This is a general description of this rider; it is not the rider and does not modify or change the provisions of any policy or rider.

² 50% in some states.

Coverage that keeps up with your income and lifestyle

With the **Maximize Your Benefit (MY Benefit) rider**, you can increase your coverage when your income changes—without medical questions.

In the first three years, increase at any time.

After the first three years and up to age 50, increase when you have a life event*:

Marriage, divorce/death of spouse,
birth/adoption of a child.

.....
20% or greater sustainable increase in income.
.....

Involuntary loss of group coverage.

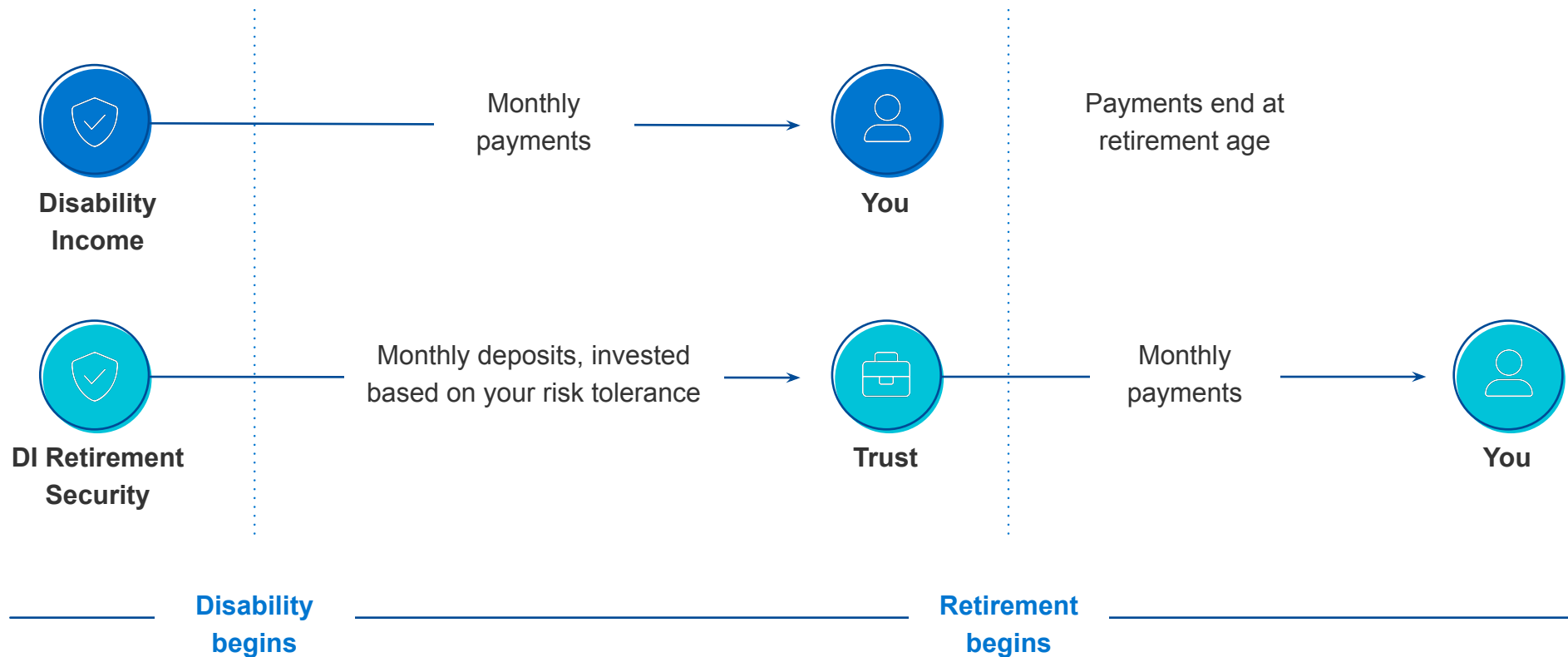
Coverage at a **discount**

If you and at least two other co-workers buy coverage from Principal, you each could qualify for a 20% Multi-Life discount.*



*A 20% Multi-Life discount requires at least three employees with a common employer purchase individual Disability Income insurance from Principal. Discount may vary for Guaranteed Standard Issue (GSI) arrangement.

Protect your ability to earn an income and save for retirement with two solutions.



Investing involves risk, including possible loss of principal. Asset allocation and diversification do not ensure a profit or protect against a loss.

Protect your ability to save for retirement.

Keep your retirement goals on track if you become disabled with DI Retirement Security:

Benefits are paid to an irrevocable trust to be invested.

Payments go to the trust until age 65 or 67.

Coverage cannot be changed or canceled.¹

¹ Unless you stop paying for coverage.

Investing involves risk, including possible loss of principal. Asset allocation and diversification do not ensure a profit or protect against a loss.

Value of your income as a medical resident



Individual DI insurance

Objective. The individual DI policy offered by Principal helps replace some income lost when a disabling illness or injury prevents you from working and earning an income.

Your coverage may provide benefits in three ways:

- ① Total disability
 - Regular Occupation rider¹ – protects your specialty
- ② Partial (residual) disability²
- ③ Catastrophic disability³

Guarantees your cost for coverage will not change until age 65.

¹At a cost you can select Regular Occupation as your definition of disability. If you are totally disabled in your current occupation and choose to return to work in another occupation, you receive full benefit payments (regardless of the income you earn).

²Residual Disability rider is available at a cost. We'll pay a percentage of the maximum monthly benefit under the disability benefit section and social insurance substitute benefit section (subject to those sections' terms and conditions).

³The Catastrophic Disability Benefit is available at a cost. You receive these benefits when you lose the ability to perform two or more activities of daily living without assistance, such as eating, bathing, toileting, transferring, continence, or you become cognitively impaired or presumptively disabled. Catastrophic Impairment Benefit (CIB) rider in New Hampshire.

Policy and rider descriptions are not intended to cover all restrictions, conditions or limitations. Refer to policy and riders for full details. Some features, provisions and riders may not be available in all states or with all occupation classes. Some riders are subject to additional premium.

Individual DI insurance

Objective. The Principal® Income Protector policy helps replace income lost when a disabling illness or injury prevents you from working and earning an income.

Your coverage may provide benefits in three ways:

- ① Total disability (two definitions available)
 - Totally disabled and not working
 - Totally disabled and working in another occupation (True Own Occupation)¹
- ② Partial (residual) disability²
- ③ Catastrophic disability³

Guarantees your cost for coverage will not change until age 65.

¹At a cost you can select True Own Occupation as your definition of disability. If you are totally disabled in your current occupation and choose to return to work in another occupation, you receive full benefit payments (regardless of the income you earn).

²Residual Disability rider is available at a cost. We'll pay a percentage of the maximum monthly benefit under the disability benefit section and social insurance substitute benefit section (subject to those sections' terms and conditions).

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Exiting residents

Receive up to \$7,500 per month¹ in benefit payments regardless of current income.

or

Receive a monthly benefit based on employment contract.²

Plus, receive up to a 20% Multi-Life Resident discount.

¹ \$6,500 limit for psychiatrists.

² Based on current Principal underwriting guidelines.



The value of the resident discount

\$5,000 monthly benefit premium sample rates		
Principal [®] (5M)		
Age 30	Monthly cost after discount	Monthly resident discount savings
Male	\$98.29	\$28.07
Female	\$173.51	\$49.53

Chart assumes age 30, 90-day elimination period, To Age 67 benefit period; \$5,000/month disability benefit, \$5,000/month Catastrophic Disability Benefit, Residual and Recovery Rider, Regular Occupation Rider, 24-month mental/nervous benefit; non-smoker, standard issue, Georgia rates.

Subject to underwriting approval. This is not a guarantee issue offer. For illustrative purposes only.

The value of the resident discount

\$5,000 monthly benefit premium sample rates		
Principal [®] (5M)		
Age 30	Monthly cost after discount	Monthly resident discount savings
Male	\$82.68	\$9.18
Female	\$149.70	\$50.04

Chart assumes age 30, 90-day elimination period, To Age 67 benefit period, True Own Occupation Definition of Disability, \$5,000/month disability benefit, \$5,000/month Catastrophic Disability Benefit, Residual and Recovery Rider, 24-month mental/nervous benefit, non-smoker, standard issue, Georgia rates.
Subject to underwriting approval. This is not a guarantee issue offer. For illustrative purposes only.

Let's get
started.



Get protection in 3 simple steps.

If you're under age 50, you can take advantage of a streamlined process that makes applying for coverage quick and easy:

- 1 Complete your application with your representative.
- 2 Answer lifestyle, financial, and medical questions online or by phone.
- 3 Receive a quick decision.

How to get started

- 1 Determine your need and what is right for you.
- 2 Complete the application and telephone or online interview.



Contact me

to set up an appointment.

Presenter name

[email]

[phone]

