

# Get the big picture on life insurance

Find the right solution for your clients' life insurance needs—as well as their employees and beneficiaries. Our flexible life insurance lets you customize a package for any size client.

## EMPLOYEE COVERAGE

|                                                                             | Group term life                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Voluntary term life                                                                                                                                                                                                                                                                                                                                |
|-----------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Design options</b>                                                       | Flat, percentage of salary or combination                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Increments of \$10,000, \$20,000, \$25,000, or \$50,000<br>Percentage of salary: 1x to 5x salary                                                                                                                                                                                                                                                   |
| <b>Rate class</b>                                                           | Unisex                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Unisex                                                                                                                                                                                                                                                                                                                                             |
| <b>Minimum benefit</b>                                                      | \$10,000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | \$10,000<br>Percentage of salary: minimum percentage elected or a select dollar amount, whichever is greater.                                                                                                                                                                                                                                      |
| <b>Maximum benefit</b>                                                      | \$200,000 for 2-9 employees or \$500,000 for groups with 10+ employees<br>Up to \$1 million may be available depending on case size and underwriting approval                                                                                                                                                                                                                                                                                                                                                                                                                               | \$300,000 for 5-49 employees or \$500,000 for groups with 50+ employees<br>Percentage of salary same as above, not to exceed 5x salary                                                                                                                                                                                                             |
| <b>Guaranteed coverage</b>                                                  | Varies based on case size and the group's total covered volume                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | <ul style="list-style-type: none"> <li>Employees under age 70<br/>Increment or percentage of salary:*<br/>5-9 employees: \$30,000<br/>10-49 employees: \$100,000<br/>50-499 employees: \$150,000<br/>500+ employees: \$200,000</li> <li>Employees age 70 or older: \$10,000</li> </ul> <p>*Percentage of salary is 3x up to the dollar amount.</p> |
| <b>Benefit reductions</b><br>Choose one option. State limitations may apply | <ul style="list-style-type: none"> <li>25% reduction at age 65, with an additional 25% reduction at age 70</li> <li>35% reduction at age 65, with an additional 15% reduction at age 70</li> <li>35% reduction at age 65</li> <li>35% reduction at age 70, with an additional 20% reduction at age 75</li> </ul>                                                                                                                                                                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                    |
| <b>Waiver of premium</b>                                                    | Choice of definitions: <ul style="list-style-type: none"> <li>Total Disability definition applies after the employee is totally disabled for a predetermined length of time.</li> <li>Activities of Daily Living or Total Disability definition applies after the employee is totally disabled for a predetermined length of time or after one month, or if the employee is catastrophically disabled, thereby providing quicker access to the waiver provision.</li> </ul> Choice of elimination period: 3, 6, 9, or 12 months.<br>Choice of duration: Two years, to age 65, or to age 70. |                                                                                                                                                                                                                                                                                                                                                    |

## DEPENDENT COVERAGE

|                                   | Group term life                                                                                                                                                  | Voluntary term life                                                                                                                                                                                                                                                                         |
|-----------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Spouse design options</b>      | Flat benefit: \$2,000; \$5,000; \$10,000; \$20,000; and \$30,000                                                                                                 | Increments of \$1,000, \$5,000, \$10,000, or \$25,000                                                                                                                                                                                                                                       |
| <b>Spouse minimum</b>             | Not applicable                                                                                                                                                   | \$5,000 to \$25,000<br>Must be divisible by the increment selected                                                                                                                                                                                                                          |
| <b>Spouse maximum</b>             | 50% of employee benefit                                                                                                                                          | <ul style="list-style-type: none"> <li>5-49 lives: \$100,000</li> <li>50-99 lives: \$150,000</li> <li>Must be 100% or 50% of employee coverage (100% option not available in all states)</li> <li>100-999 lives: \$200,000</li> <li>1,000+ lives: \$250,000</li> </ul>                      |
| <b>Spouse guaranteed coverage</b> | Not applicable                                                                                                                                                   | Spouses under age 70 <ul style="list-style-type: none"> <li>5-9 lives: \$10,000</li> <li>10-24 lives: \$20,000</li> <li>25-49 lives: \$25,000</li> <li>50-499 lives: \$30,000</li> <li>500-999 lives: \$40,000</li> <li>1,000+ lives: \$50,000</li> </ul> Spouses age 70 or older: \$10,000 |
| <b>Spouse benefit reduction</b>   | Not applicable                                                                                                                                                   | Same age reduction option chosen for employee coverage                                                                                                                                                                                                                                      |
| <b>Child design options</b>       | Flat benefit up to age 26: <ul style="list-style-type: none"> <li>Six months and older: \$2,000 or \$5,000</li> <li>Less than six months old: \$1,000</li> </ul> | Flat benefit, up to age 26: <ul style="list-style-type: none"> <li>Age 14 days and older: \$2,000; \$2,500; \$3,000; \$4,000; \$5,000; \$7,500; \$10,000; \$15,000; \$20,000; \$25,000 (choose one or two options)</li> <li>Less than 14 days old: \$1,000</li> </ul>                       |
| <b>Child maximum</b>              | 50% of employee benefit                                                                                                                                          | Up to either 50% or 100% of employee benefit (must be same percentage elected for spouse benefit).                                                                                                                                                                                          |

## ADDITIONAL FEATURES

|                                                                  | Group term life                                                                                                                                                                  | Voluntary term life                                                                                                                                                                                                        |
|------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Accelerated Benefit</b>                                       | Terminally ill employees can receive up to 75% of the death benefit up to \$250,000 <sup>1</sup> (available in most states)                                                      |                                                                                                                                                                                                                            |
| <b>Accidental Death &amp; Dismemberment coverage<sup>2</sup></b> | Core benefit is paid for loss of life, hands, feet, thumb and index finger, or vision as a result of an accident. Optional packages include standard, family and transportation. |                                                                                                                                                                                                                            |
| <b>Retiree coverage</b>                                          | May be included for groups with 50+ lives.                                                                                                                                       | Not available                                                                                                                                                                                                              |
| <b>Conversion</b>                                                | Employees and dependents can convert to an individual life policy if employment terminates.                                                                                      |                                                                                                                                                                                                                            |
| <b>Portability</b>                                               | Not applicable                                                                                                                                                                   | Employees and dependents can continue life insurance coverage if employment terminates. Employees are eligible to port up to \$500,000. Spouses can port up to \$250,000. Options include: to age 70, three, or five-years |
| <b>Open enrollment coverage changes</b>                          | Not applicable                                                                                                                                                                   | Employees can easily purchase or increase coverage—with no health questions asked—each year during open enrollment. This feature is also available for spouses and children.                                               |

<sup>1</sup> Available to qualified terminally ill employees with a life expectancy of 12 months or less (as diagnosed by a physician, state variations may apply) and a death benefit of at least \$10,000. Death benefits are reduced by the amount of any accelerated benefits received. Because of possible tax consequences, employees should contact a tax advisor before receiving accelerated benefits. Receipt of the accelerated death benefit may affect eligibility for public assistance programs.

<sup>2</sup> In some states, certain provisions listed as AD&D may be paid as a personal loss benefit. Not all packages available in all states.

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