

May 3, 2023

## Death Benefit Only Plan Cost and Benefit Analysis

Valued Employee  
Male, Age 55, Standard Nontobacco

Life Insurance: 10 Year Guaranteed Issue Term II  
Initial Death Benefit: \$1,000,000  
Initial Annual Premium: \$4,648.23

		1	2	3	4	5	6	7	8	9	10
		Values Using Guaranteed Rates									
Year	End of Year Age	Employee's Survivor Benefit	Years Payable	Total Employee's Surv Ben	Employer's After-Tax Cost of Surv Ben	Policy Premium	Cumulative Premiums	Total Costs to Recover	Employer Surrender Value	Employer Accumulated Value	Employer Death Benefit*
1	56	100,000	10	1,000,000	800,000	4,648	4,648	804,648	0	0	1,000,000
2	57	100,000	10	1,000,000	800,000	4,648	9,296	809,296	0	0	1,000,000
3	58	100,000	10	1,000,000	800,000	4,648	13,945	813,945	0	0	1,000,000
4	59	100,000	10	1,000,000	800,000	4,648	18,593	818,593	0	0	1,000,000
5	60	100,000	10	1,000,000	800,000	4,648	23,241	823,241	0	0	1,000,000
6	61	100,000	10	1,000,000	800,000	4,648	27,889	827,889	0	0	1,000,000
7	62	100,000	10	1,000,000	800,000	4,648	32,538	832,538	0	0	1,000,000
8	63	100,000	10	1,000,000	800,000	4,648	37,186	837,186	0	0	1,000,000
9	64	100,000	10	1,000,000	800,000	4,648	41,834	841,834	0	0	1,000,000
10	65	100,000	10	1,000,000	800,000	4,648	46,482	846,482	0	0	1,000,000
11	66	0	0	0	0	25,945	72,427	72,427	0	0	1,000,000
12	67	0	0	0	0	28,708	101,135	101,135	0	0	1,000,000
13	68	0	0	0	0	31,665	132,800	132,800	0	0	1,000,000
14	69	0	0	0	0	34,948	167,747	167,747	0	0	1,000,000
15	70	0	0	0	0	38,653	206,400	206,400	0	0	1,000,000
16	71	0	0	0	0	43,008	249,407	249,407	0	0	1,000,000
17	72	0	0	0	0	48,175	297,582	297,582	0	0	1,000,000
18	73	0	0	0	0	54,350	351,932	351,932	0	0	1,000,000
19	74	0	0	0	0	61,533	413,465	413,465	0	0	1,000,000
20	75	0	0	0	0	69,723	483,187	483,187	0	0	1,000,000
21	76	0	0	0	0	78,855	562,042	562,042	0	0	1,000,000
22	77	0	0	0	0	88,865	650,907	650,907	0	0	1,000,000
23	78	0	0	0	0	99,883	750,790	750,790	0	0	1,000,000
24	79	0	0	0	0	112,070	862,860	862,860	0	0	1,000,000
25	80	0	0	0	0	125,980	988,840	988,840	0	0	1,000,000
26	81	0	0	0	0	142,035	1,130,875	1,130,875	0	0	1,000,000
27	82	0	0	0	0	160,820	1,291,695	1,291,695	0	0	1,000,000
28	83	0	0	0	0	181,848	1,473,542	1,473,542	0	0	1,000,000
29	84	0	0	0	0	206,320	1,679,862	1,679,862	0	0	1,000,000
30	85	0	0	0	0	234,693	1,914,555	1,914,555	0	0	1,000,000
31	86	0	0	0	0	267,680	2,182,235	2,182,235	0	0	1,000,000
32	87	0	0	0	0	305,868	2,488,102	2,488,102	0	0	1,000,000
33	88	0	0	0	0	349,808	2,837,910	2,837,910	0	0	1,000,000
34	89	0	0	0	0	399,500	3,237,410	3,237,410	0	0	1,000,000
35	90	0	0	0	0	453,418	3,690,827	3,690,827	0	0	1,000,000

Principal National Life Insurance Company. Valid for presentation in Iowa provided the 10 Year Guaranteed Issue Term II policy quotation is included.  
This proposal is based on a 20% employer tax rate and a 25% employee tax rate. The employer's and/or employee's tax counsel is responsible for determining actual tax consequences.

All guarantees are subject to the claims paying ability of Principal National Life Insurance Company.

\*Any amount in Column 10 which is greater than Column 7 is a key person benefit payable to the employer.

# Death Benefit Only Plan Cost and Benefit Analysis

May 3, 2023

Valued Employee  
Male, Age 55, Standard Nontobacco

Life Insurance: 10 Year Guaranteed Issue Term II  
Initial Death Benefit: \$1,000,000  
Initial Annual Premium: \$4,648.23

		1	2	3	4	5	6	7	8	9	10
		Values Using Guaranteed Rates									
Year	End of Year Age	Employer's									
		Employee's Survivor Benefit	Years Payable	Total Employee's Surv Ben	Employer's After-Tax Cost of Surv Ben	Policy Premium	Cumulative Premiums	Total Costs to Recover	Employer Surrender Value	Employer Accumulated Value	Employer Death Benefit*
36	91	0	0	0	0	510,910	4,201,737	4,201,737	0	0	1,000,000
37	92	0	0	0	0	569,963	4,771,700	4,771,700	0	0	1,000,000
38	93	0	0	0	0	629,015	5,400,715	5,400,715	0	0	1,000,000
39	94	0	0	0	0	687,418	6,088,132	6,088,132	0	0	1,000,000
40	95	0	0	0	0	742,245	6,830,377	6,830,377	0	0	1,000,000

Principal National Life Insurance Company. Valid for presentation in Iowa provided the 10 Year Guaranteed Issue Term II policy quotation is included. This proposal is based on a 20% employer tax rate and a 25% employee tax rate. The employer's and/or employee's tax counsel is responsible for determining actual tax consequences.

All guarantees are subject to the claims paying ability of Principal National Life Insurance Company.

\*Any amount in Column 10 which is greater than Column 7 is a key person benefit payable to the employer.



## Life Insurance Policy Quotation Summary of Benefits

May 3, 2023

**10 Year Guaranteed Issue Term II**  
TERM LIFE INSURANCE POLICY

**Valued Employee**  
**Male, Age: 55 Standard Nontobacco**  
**State of Issue: Iowa**

**Initial Death Benefit: \$1,000,000**  
**Initial Annual Premium: \$4,648.23**

*This page is intended to give you a snapshot of the initial coverage being quoted. For an explanation of the product features listed on this page, please refer to the Features and Benefits section of this quotation.*

### Representative

Principal Financial Group  
Insurance Producer  
711 High Street  
Des Moines, IA 50392

### Summary of Initial Basic Benefit

Insured	Age	Sex	Class	Initial Death Benefit	Initial Annual Premium
Valued Employee	55	Male	Standard Nontobacco	\$1,000,000	\$4,648.23

### Additional Insurance Benefits

Accelerated Benefits Rider  
(See Features and Benefits for a detailed explanation of Riders)

Total Annual Premium	\$4,648.23
----------------------	------------

### Assumptions

Changes in any of the quoted benefits, premiums, or assumptions will result in different quoted values.  
Guaranteed Issue Underwriting Program

### Premium Payment Options

<u>Options</u>	<u>Initial Premium Amount</u>	<u>Initial Annualized Premium</u>	<u>Extra Administrative Costs</u>
Annually	\$ 4,648.23	\$ 4,648.23	\$ 0.00
Semi Annually	\$ 2,382.22	\$ 4,764.44	\$ 116.21
Quarterly	\$ 1,220.16	\$ 4,880.64	\$ 232.41
Electronic Funds Transfer (Monthly)	\$ 399.75	\$ 4,797.00	\$ 148.77

If paying other than annually, there is an additional administrative cost included in the amount due.

**Principal National Life Insurance Company**

711 High Street, Des Moines, Iowa 50392-0290

This quotation is not valid unless all pages are present.

This document is not a recommendation and is not intended to be taken as a recommendation that you purchase this product.



## Features and Benefits

May 3, 2023

### 10 Year Guaranteed Issue Term II TERM LIFE INSURANCE POLICY

Valued Employee  
Male, Age: 55 Standard Nontobacco  
State of Issue: Iowa

Initial Death Benefit: \$1,000,000  
Initial Annual Premium: \$4,648.23

#### What is 10 Year Guaranteed Issue Term II ?

Guaranteed Issue Term II is a life insurance policy designed to provide death protection for a limited time with a level premium for ten years. Guaranteed Issue Term II does not provide any cash value accumulation.

#### How long is the term coverage period?

The level premium period is ten years. At the end of the level premium period, the policy may be renewed annually. Please refer to the length of coverage shown on the Policy Quotation report. The coverage period may vary by state.

#### Is the term premium guaranteed?

Your premium will stay the same for ten years. At the end of this period, policy renewal may be an option. Renewal premiums will not exceed those shown in the Guaranteed Annualized Premium column of the Policy Quotation report.

#### Can the term coverage be converted to another type of life insurance policy?

Guaranteed Issue Term II may be converted to one of our permanent cash value life insurance products offered for this purpose at the time of the conversion request, without evidence of insurability, any time during the first 5 policy years or prior to the insured's attained age 70, whichever is earlier, subject to policy provisions.

#### Rider Descriptions

*The following descriptions are summaries only. Please refer to the riders themselves for complete information. There may be options available that are not quoted in your proposal. For additional information about these or any other options and what they can do for you, ask your Principal representative. **Riders are subject to variation and availability by state and may have additional costs.***

#### Accelerated Benefit

You may obtain up to \$1,000,000 or 75% of the death benefit, whichever is less, when the insured is diagnosed with a terminal illness (as defined in the rider) and the insured's life expectancy is less than 12 months. These funds may be used for any reason. Interest will be charged against any benefits paid out by this rider.

#### Contingent Compensation Disclosure

As a result of this sale, your Principal representative (or his/her firm) may receive compensation (cash or otherwise) that is based in part on factors such as total deposits, assets or premium volume and persistency or profitability of the business he/she sells. The cost of this compensation may be directly or indirectly reflected in the premium or fee for this product. The representative may receive this compensation from the insurer and/or entities through which he/she places business. Please contact your Principal representative if you have any questions about this compensation.

#### Employer-Sponsored Plan Disclosure

If this policy is part of an employer-sponsored plan, policy-related information may be released to your employer as part of our consolidated list billing and reporting services.

If tax rules regarding selection of insured and consent requirements are not met, then death proceeds in excess of cost basis from employer-owned life insurance contracts may be taxable as ordinary income.

#### Additional Disclosures

All guarantees are subject to the claims paying ability of the issuing insurance company.

#### Principal National Life Insurance Company

711 High Street, Des Moines, Iowa 50392-0290

This quotation is not valid unless all pages are present.

This document is not a recommendation and is not intended to be taken as a recommendation that you purchase this product.



## Features and Benefits

May 3, 2023

**Valued Employee**  
**Male, Age: 55 Standard Nontobacco**  
**State of Issue: Iowa**

**10 Year Guaranteed Issue Term II**  
**TERM LIFE INSURANCE POLICY**

**Initial Death Benefit: \$1,000,000**  
**Initial Annual Premium: \$4,648.23**

Insurance products issued by Principal National Life Insurance Company® (except in NY) and Principal Life Insurance Company®. Plan administrative services offered by Principal Life. Referenced companies are members of the Principal Financial Group®, Des Moines, IA 50392.

**Not FDIC or NCUA insured. May lose value, no bank or credit union guarantee. Not a deposit.**  
**Not insured by any federal government entity.**

---

**Principal National Life Insurance Company**

711 High Street, Des Moines, Iowa 50392-0290

This quotation is not valid unless all pages are present.

This document is not a recommendation and is not intended to be taken as a recommendation that you purchase this product.



## Policy Quotation

May 3, 2023

### 10 Year Guaranteed Issue Term II TERM LIFE INSURANCE POLICY

**Valued Employee**  
**Male, Age: 55 Standard Nontobacco**  
**State of Issue: Iowa**

**Initial Death Benefit: \$1,000,000**  
**Initial Annual Premium: \$4,648.23**

Year	End of Year Age	Guaranteed Annualized Premium	Net Death Benefit
1	56	4,648.23	1,000,000
2	57	4,648.23	1,000,000
3	58	4,648.23	1,000,000
4	59	4,648.23	1,000,000
5	60	4,648.23	1,000,000
		<b>23,241.15</b>	
6	61	4,648.23	1,000,000
7	62	4,648.23	1,000,000
8	63	4,648.23	1,000,000
9	64	4,648.23	1,000,000
10	65	4,648.23	1,000,000
		<b>46,482.30</b>	
11	66	25,945.00	1,000,000
12	67	28,707.50	1,000,000
13	68	31,665.00	1,000,000
14	69	34,947.50	1,000,000
15	70	38,652.50	1,000,000
		<b>206,399.80</b>	
16	71	43,007.50	1,000,000
17	72	48,175.00	1,000,000
18	73	54,350.00	1,000,000
19	74	61,532.50	1,000,000
20	75	69,722.50	1,000,000
		<b>483,187.30</b>	
21	76	78,855.00	1,000,000
22	77	88,865.00	1,000,000
23	78	99,882.50	1,000,000
24	79	112,070.00	1,000,000
25	80	125,980.00	1,000,000
		<b>988,839.80</b>	
26	81	142,035.00	1,000,000
27	82	160,820.00	1,000,000
28	83	181,847.50	1,000,000
29	84	206,320.00	1,000,000
30	85	234,692.50	1,000,000
		<b>1,914,554.80</b>	

#### Principal National Life Insurance Company

711 High Street, Des Moines, Iowa 50392-0290

This quotation is not valid unless all pages are present. Premium Outlays and Death Benefits are shown as of the beginning of the policy year.

This document is not a recommendation and is not intended to be taken as a recommendation that you purchase this product.



## Policy Quotation

May 3, 2023

### 10 Year Guaranteed Issue Term II TERM LIFE INSURANCE POLICY

**Valued Employee**  
**Male, Age: 55 Standard Nontobacco**  
**State of Issue: Iowa**

**Initial Death Benefit: \$1,000,000**  
**Initial Annual Premium: \$4,648.23**

Year	End of Year Age	Guaranteed Annualized Premium	Net Death Benefit
31	86	267,680.00	1,000,000
32	87	305,867.50	1,000,000
33	88	349,807.50	1,000,000
34	89	399,500.00	1,000,000
35	90	453,417.50	1,000,000
		<b>3,690,827.30</b>	
36	91	510,910.00	1,000,000
37	92	569,962.50	1,000,000
38	93	629,015.00	1,000,000
39	94	687,417.50	1,000,000
40	95	742,245.00	1,000,000
		<b>6,830,377.30</b>	

**Principal National Life Insurance Company**  
711 High Street, Des Moines, Iowa 50392-0290

This quotation is not valid unless all pages are present. Premium Outlays and Death Benefits are shown as of the beginning of the policy year.

This document is not a recommendation and is not intended to be taken as a recommendation that you purchase this product.