

Individual disability insurance

Two solutions to help protect your business



You and your key employees are the backbone of your business and are vital to its long-term success. If any of you became too sick or hurt to work, your business could face some unexpected challenges, including:

- Keeping the business open without a key resource.
- Transferring the business to the non-disabled owner.

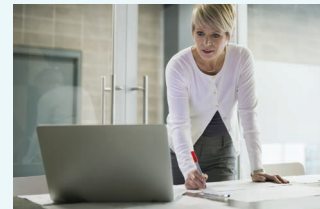
Make the transition easier

By putting a protection strategy in place now — while everyone is healthy and working — you can minimize a stressful situation. These solutions can help:

- › **Key Person Replacement**¹ — Provides funds to your business if a key person becomes totally disabled. The remaining owner(s) can use the benefits as they wish — to cover recruitment costs, pay for temporary staffing, replace revenue or to address other business needs.
- › **Disability Buy-Out** — Funds the purchase of a totally disabled owner's interest in the business under a buy-sell agreement. This coverage helps the remaining owner(s) or key employee(s)² continue to run the business.

See how these 2 solutions work together

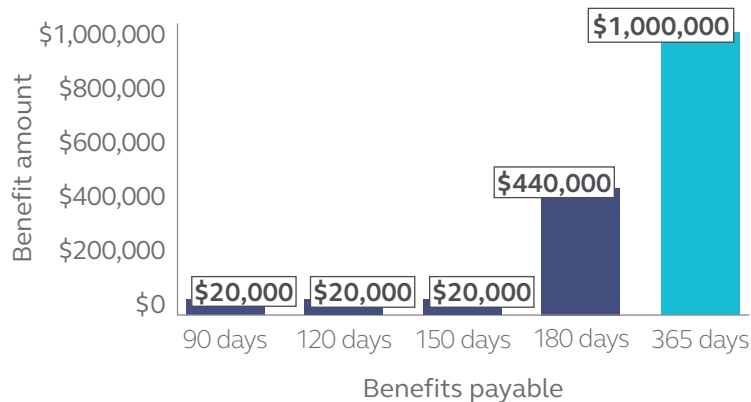
Key Person Replacement and Disability Buy-Out complement each other by providing benefits when they're needed most. They help you fill the income gap left by the loss of an owner or key employee.



Need help getting started?

Talk to your advisor about a complimentary buy-sell review and/or informal business valuation from Principal®. These services can help outline your business continuation plan.

Sample benefits received by the business³



Sample monthly premiums³

	Male	Female
Key Person Replacement	\$199	\$356
Disability Buy-Out	\$302	\$381

 **Let's connect** | Contact your local advisor.

¹ To be eligible for Key Person Replacement insurance, the business must be in operation for at least one year for fee-for-service businesses and three years for others, and the owners cannot own more than 50% of the business. Benefits may not be assigned to the insured. This solution is not available in all states.

² HH794 policy only; may not be available in all states.

³ Assumptions: \$250,000 annual income, non-tobacco, Michigan resident, age 40. Key Person Replacement – HH772, 5A select, 10% Select Occupation discount, 90-day elimination period, \$20,000 monthly benefit to day 180, \$440,000 lump-sum benefit. Disability Buy-Out – HH794, 6A, 5% Preferred Business Owner discount, 365-day elimination period, \$1,000,000 lump-sum benefit.



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Disability insurance from Principal® is issued by Principal Life Insurance Company, Des Moines, Iowa 50392.

This is an overview of the benefits of disability insurance, but there are limitations and exclusions. For cost and coverage details, contact your Principal financial representative.

OR policy #HH772 OR and HH794OR

This information is provided with the understanding that Principal® is not rendering legal, accounting or tax advice. You should consult with appropriate counsel or other advisors on all matters pertaining to legal, tax, or accounting obligations and requirements.

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