

Some indexed universal life policies are built with an eye toward winning the illustration battle. But how a policy performs after the sale may be its true measure of value.

With Principal Indexed Universal Life Flex II (IUL Flex II), clients get a simple design with lower policy charges that doesn't rely on a persistency bonus, index multiplier, or other form of performance booster. In other words, it's built with stability in mind to help clients feel confident about achieving their long-term goals.

# The power behind IUL Flex

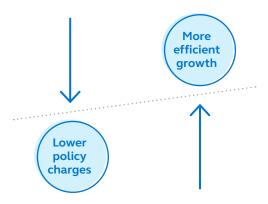
Lower policy charges enable IUL Flex II to do more with less. It doesn't need a high cap rate or heavy premium funding to perform well. Clients get a policy built to be:

### Dependable

- Its design is transparent with no hidden drawbacks in the future.
- Lower charges drive efficient growth. And in years when the index-linked return earns the floor rate, values are impacted less.

#### Flexible

- Attractive cash value accumulation, especially during the first 30 years, provides a cash savings reserve and an exit strategy.
- Access to cash for a chronic illness is available via an accelerated benefit rider<sup>1</sup>—automatically added to qualifying policies at no additional cost.



#### **Economical**

- Long-term coverage doesn't cost a lot of money, with the most competitive rates up to age 100.
- An optional Extended No-Lapse Guarantee (ENLG) Rider<sup>1</sup> offers greater than life expectancy guarantees for ages 50+ at a slightly higher charge.

## Who can benefit?

#### Individuals who:

- Believe in the long-term potential of the market but want protection against market declines
- Like the value of cost-effective coverage and attractive cash value growth
- Prefer flexibility over quaranteed UL products

#### Business owners that need:

- Executive benefits for key employees
- Key person protection
- Buy-sell strategies

## Fast facts

Issue ages/underwriting classes	20-85: Standard, Super Standard, and Preferred
	20-80: Super Preferred
	COVID underwriting restrictions may impact product availability. Check with your underwriter for current guidelines.
Minimum face amount	\$100,000
Underwriting programs	<ul><li>Accelerated Underwriting</li><li>Business Solutions Enhanced Underwriting</li><li>Simplified Issue/Guaranteed Issue</li></ul>
	Risk Upgrade Program
Cost of insurance rate bands	\$100,000 - 999,999; \$1 million+
Death benefit options	1 – Level, 2 – Increasing, 3 – Return of premium
ENLG Rider duration	Lesser of age 90 or 25 years
Account options	<ul> <li>S&amp;P 500® Price Return Index-Linked Account</li> <li>S&amp;P 500® Total Return Index-Linked Account</li> <li>Fixed account</li> </ul>
Riders <sup>1</sup>	<ul> <li>Chronic Illness Death Benefit Advance</li> <li>Cost of Living Increase</li> <li>ENLG</li> <li>Salary Increase</li> <li>Terminal Illness</li> <li>Death Benefit Advance</li> <li>Waiver of Monthly Policy Charge</li> </ul>

## Target market

- Ages 35-65
- \$1 million face amount
- Moderate funding level



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<sup>&</sup>lt;sup>1</sup> Policy rider descriptions are not intended to cover all restrictions, conditions, or limitations that may apply. Certain riders have additional costs and a reduce the death benefit, cash surrender value, and other policy values. See the rider for full details, state variations, and availability.