

# Protect your income – the asset you rely on most

Your income helps pay everyday living expenses, and it gives you freedom to do the things you love. That doesn't need to change — even if your health or ability to work does.



## What is income protection?

Income protection is insurance that pays you benefits, like a “paycheck,” if you can't work because of an illness or injury.

You can use these payments to pay for the big and little things in life.



## Do you really need it?

Illnesses and injuries can happen to anyone, anywhere, anytime. Let's take a closer look at the facts.

**Typically, the reason people can't work is because of illnesses, like cancer and strokes, rather than injuries.<sup>1</sup>**



**Disabilities happen more often than you may think.**

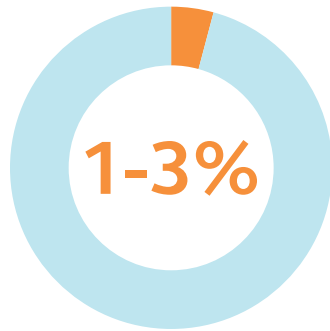
1 in 4 of today's 20-year-olds will become disabled before they retire.<sup>2</sup>







## How much does income protection cost?

Using individual Disability Income (DI) insurance to protect your income can be budget-friendly.

Using DI is typically just 1-3% of what you earn.



That means DI is just as affordable as:

-  A daily cup of premium coffee
-  A monthly date night
-  Lunch every day
-  A monthly smartphone bill

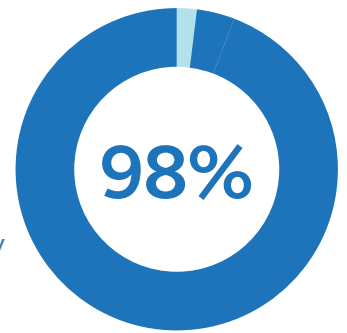
Talk to your financial professional today. And go to [principal.com/calculatemyneed](https://principal.com/calculatemyneed) to get an estimate of what DI may cost.

## What happens if you do become too sick or hurt to work?

A serious illness or injury is hard enough. If the unexpected happens, you can count on Principal® to help you every step of the way.

Overall claimant satisfaction score.<sup>3</sup>

 Hear from our compassionate claims team to understand why people we've helped have ranked us high in satisfaction — go to [principal.com/dicares](https://principal.com/dicares).



“What’s been so consistent with Principal is that every person I’ve talked with has made the experience so much more positive than what you’d expect. They took the time to connect — you’re not just a person on their list.”

— Juliette Graziano, Principal claimant



Disability insurance from Principal® is issued by Principal Life Insurance Company, Des Moines, Iowa 50392, [principal.com](https://principal.com).

This testimonial may not be representative of other clients’ experiences. It is not indicative of, nor a guarantee of, future benefits. Juliette Graziano has not been paid for this testimonial.

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

<b>Not FDIC or NCUA insured</b>
<b>May lose value • Not a deposit • No bank or credit union guarantee</b>
<b>Not insured by any Federal government agency</b>

<sup>1</sup> Calculated with data from the “Annual Statistical Report on the Social Security Disability Insurance Program, 2016.” U.S. Social Security Administration, Office of Retirement and Disability Policy, Office of Research, Evaluation, and Statistics, October 2017. <[www.ssa.gov](https://www.ssa.gov)>

<sup>2</sup> Social Security Administration, Fact Sheet, June 2016.

<sup>3</sup> Principal 2017 Individual Disability Income Claimant Satisfaction survey.