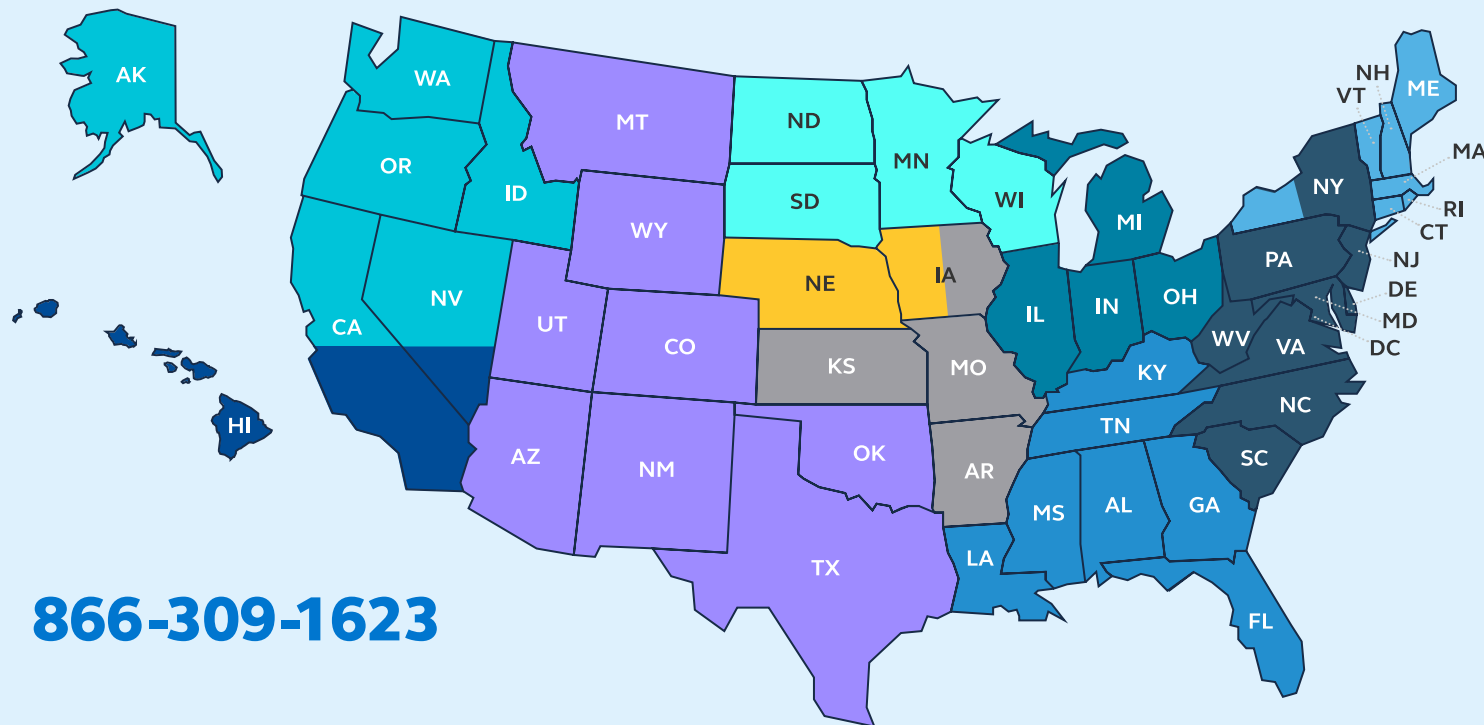


Principal® Annuities



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 Southern CA	Southern CA, HI, Southern NV	Brandon Hauck, 949-233-5876	—	Alexander Gartner, x50278
 Southwest	AZ, CO, UT, NM, TX, OK, MT, and WY	Matthew Wright, 312-350-4257	David Harmon, 480-268-3968	Darren Burr, x50138
 Midwest	NE, Western IA	Travis Hilsabeck, 515-402-3020	—	Jackson Pointon, x50142
 Heartland	Eastern Iowa, KS, MO, AR	Anthony Sabatino, 515-778-1556	—	Jackson Pointon, x50142
 North	MN, WI, SD, and ND	Rob Palkert, 763-568-9253	Garett Davidson, x50152	Mike Jones, x50147
Dustin Hill, Managing VP East, 919-896-3912				
 Great Lakes	IL, IN, OH, MI	Oren Lane, 810-623-4066	Shane Parker, 515-371-7488	Dane Thompson, x50277
 Southeast	FL, KY, GA, AL, TN, MS, and LA	Justin Mathias, 515-988-4414	Scott Pries, x50149	Mike Jones, x50147
 Northeast	CT, MA, ME, NH, NY, VT, and RI	Patricia Blair, 516-578-7511	Brian Wubben, x50136	Jeff Schultz, x50143
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