

**BEFORE THE INSURANCE COMMISSIONER  
FOR THE STATE OF DELAWARE**

IN THE MATTER OF:	)	
	)	
PRINCIPAL LIFE INSURANCE COMPANY	)	
	)	
NAIC #61271	)	DOCKET NO.4480
	)	
	)	

**STIPULATION AND CONSENT ORDER**

THIS STIPULATION AND CONSENT ORDER is entered into as of June 14, 2021, by and between Principal Life Insurance Company ( the “Respondent”) and the State of Delaware Department of Insurance (the “Department”). Respondents and the Department are collectively referred to herein as the “Parties.”

**WHEREAS**, Respondent is a life and health insurance company incorporated under Iowa law and authorized to conduct the business of insurance in the State of Delaware; and

**WHEREAS**, the Department, through its examiners, conducted a target market conduct examination (“Examination”) of Respondent’s affairs and practices as of June 30, 2020; and

**WHEREAS**, pursuant to 18 *Del. C.* § 321(c), the Department provided Respondent with a verified written report of examination under oath (the “Examination Report”); and

**WHEREAS**, Respondent has reviewed and provided the Department with comments on the Examination Report; and

**WHEREAS**, after considering Respondent’s comments, the Department, through its examiners, has prepared a final report of the Examination, dated as of June 30, 2020 (the “Final Examination Report”); and

**WHEREAS**, among other findings contained in the Final Examination Report, the Department concluded that the Respondent’s practices and procedures did not comply with the

below-listed statutory and regulatory provisions (collectively, the “Violations”):

18 *Del. C.* § 1715 Appointments;

18 Del. Admin. Code § 1214-5.1 Duties of Agents and Brokers;

18 Del. Admin. Code § 1204-7.1.2.2 Duties of Insurers That Use Agents or Brokers; and

**WHEREAS**, following arms-length communications with the Department, Respondent desires to resolve this matter without recourse to any administrative hearing or court action.

**NOW, THEREFORE, IT IS AGREED**, by and between Respondent and the Department as follows:

1. All of the recitals set forth above are hereby incorporated herein and made a part of this Stipulation and Consent.

2. Respondent accepts the Final Examination Report, waives any right to a hearing thereon, and agrees that the Department may file the Final Examination Report without any further modifications. The Department shall post a copy of the Final Examination Report and this Stipulation and Consent on the Department’s public website.

3. Respondent shall immediately implement corrective actions (the “Corrective Actions”) for any and all Exceptions and Recommendations included in the Final Examination Report and shall report completion of the Corrective Actions to the Department within thirty (30) days of the date of this Stipulation and Consent Order. Within one year of the date of the Final Examination Report, the Department may re-examine the Exceptions and Recommendations in the Final Examination Report and determine whether the Corrective Actions were appropriate, properly implemented, and effective. If Respondent continues to be out of compliance by either failing to timely submit the Corrective Actions to the Department, or as determined by the Department’s re-examination, the Department may issue additional penalties, including but not limited to,

additional administrative monetary penalties, prohibiting new business in the State of Delaware, and suspension or revocation of the Respondent's certificate of authority.

4. Upon execution of this Stipulation and Consent Order, Respondent shall pay to the Department an administrative penalty for the Violations in the amount of Twenty-Three Thousand Dollars (\$23,000.00). Payment shall be in the form of a check made payable to the "State of Delaware."

5. Respondent waives any right to challenge in an administrative or court proceeding any of the terms and conditions of this Stipulation and Consent Order.

6. This Stipulation and Consent Order is the free and voluntary act of Respondent, and its terms are binding upon Respondent and may be admitted into evidence in any judicial or administrative proceeding against Respondent for any purpose. Respondent acknowledges that they have had a full opportunity to seek and receive advice of counsel on all matters related to this Stipulation and Consent Order.

7. This Stipulation and Consent Order contains all terms and conditions agreed to by the parties and constitutes the final agreement between Respondent and the Department.

8. No change, amendment, or modification hereto shall be effective or binding unless it is in writing, dated, and signed by the parties.

9. If the Department fails to act on any one or more defaults by Respondent, such failure to act shall not be a waiver of any rights hereunder on the part of the Department to declare Respondent in default and to take such action as may be permitted by this Stipulation and Consent Order or by any applicable law.

10. This Stipulation and Consent Order may be signed in duplicate, and both documents shall be considered originals. The persons executing this Stipulation and Consent Order on behalf of

Respondent shall acknowledge his or her signature before a Notary Public and, by executing this Stipulation and Consent Order, certifies that he or she is duly authorized to execute this Stipulation and Consent Order on behalf of Respondent. Respondent agrees that an uncertified copy of this Stipulation and Consent Order shall be valid as evidence in any proceeding for purposes of enforcement.

11. This Stipulation and Consent Order shall survive Respondent and be enforceable against their successors, transferors, or assigns.

***[Signature Page Follows]***

Principal Life Insurance  
Company

DELAWARE DEPARTMENT OF INSURANCE

NAIC #61271

Kara M. K. Hoogensen  
Name Kara M. K. Hoogensen  
Title SVP-SBD  
June 14<sup>th</sup>, 2021

Trinidad Navarro  
Trinidad Navarro  
Insurance Commissioner  
6-23, 2021

Witness to Respondent's Signature

Name: Rhonda Davidson  
Title: Exec Administrator  
Date: 6/14/21

STATE OF Iowa )  
 ) SS.  
COUNTY OF Polk )

The foregoing instrument was acknowledged before me this 14<sup>th</sup> day of June 2021, by Kara M. K. Hoogensen, who is personally known to me or who has produced Drivers License as identification, and who certified that he or she is duly authorized to execute this document on behalf of Respondent.

GIVEN under my Hand and Seal of office, the day and year aforesaid.

Jean M. Koss  
NOTARY PUBLIC

Jean M. Koss  
PRINT NAME

May 16, 2024  
MY COMMISSION EXPIRES

