



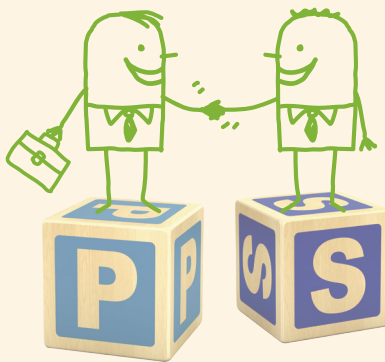
## OUR GUIDING PRINCIPLES



By living our guiding principles, we will keep our promise to the Members we serve.

### We exist for our Members.

Teachers Life is more than just an insurance company. Our policyholders are Members. Founded by educators in 1939 to provide not-for-profit insurance, Teachers Life is dedicated to making our community better.



### We do more than sell.

As a not-for-profit insurance provider, we don't create insurance products and services to make money. We make money to build better insurance products and services for the education community. This is the foundation of our business and it's what helps set us apart.



### We are here to stay.

For over 75 years we have been serving educators, administrators, support staff and their families with integrity and loyalty. We continue to work hard to create and maintain solid business partnerships and strong ties to the education community.



### We are advocates.

As an active leader within our association and stakeholder partnerships, we champion the personal insurance needs of the education community.



### We will never be finished.

Times change. Our Members' needs change. But our commitment to excellence and innovation will push us to constantly redraw the boundaries of what we do. We will continue to change and adapt, but we will never forget the principles that earned us our success.

