

To whom it may concern:

National Guardian Life, a writer of Preneed Life and Annuity contracts, agrees with the proposal submitted by Thomas Doruska at Homesteaders Life Company. Both Preneed Life and Preneed Annuity contracts are issued in combination with, in support of, an assignment to or as a guarantee for a prearrangement for goods and services to be provided at the time of and immediately following the death of the insured. Because of this fact, these contracts do not typically experience dynamic policyholder behavior, and as such, we continue to support the exclusion of these contracts from Principles Based Reserving. We feel strongly that Preneed Life and Preneed Annuities should both have the exemption, as the same facts apply to both types of contracts.

Best Regards,

**Scott Michels, FSA, MAAA**

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