

Life insurance

# Offer clients faster and easier protection

Accelerated Underwriting guide



# Faster and easier

Speed up the underwriting process for both you and your clients with Principal Accelerated Underwriting<sup>SM</sup>.

It's available to use with a wide range of life insurance products and works well with business cases too.

There are no exam requirements and no lab testing for qualified Standard, Super Standard, Preferred and Super Preferred clients.<sup>1</sup>

A simple online application or telephone interview — That's all it takes to fulfill the requirements on your end. Then the underwriter reviews the information and provides an underwriting decision in as little as 24 hours!<sup>1</sup>

**1 Complete Part A and C of the application** including Producer Report, HIPAA, Informed Consent Form, etc. Do not schedule the paramed appointment.

Indicate "Acc Und" on the [Producer Report](#) to alert the case manager that it's an Accelerated Underwriting case.

**2 The client can complete Part B online or over the phone.**

Use the [online scheduler tool](#) for online Part B. Call 1-888-TeleApp (1-888-835-3277), option 0, if the client would like to complete the interview immediately or set up a future interview.

Tell the interviewer that [this is an Accelerated Underwriting application](#).

**3 Underwriting evaluates** the Part B, Motor Vehicle Report, prescription history and MIB Inc. report.

If the [application is approved](#) for Accelerated Underwriting, it proceeds to issue.

If [not approved](#), the application will go through the traditional underwriting process.

A paramed appointment will be scheduled plus any additional requirements.

**Principal TeleApp Contact Center Hours** are Monday-Thursday, 7 a.m.-10 p.m. CT/Friday, 7 a.m.-7 p.m. CT

<sup>1</sup> Applicants may qualify based on age, product, face amount and personal history. Insureds cannot use any special underwriting program or reinsurance to qualify for their underwriting classification.

# Eligibility requirements

Ages: 18 - 60

Face amount: \$50,000 - \$1 million

Products available: Term (10-, 15-, 20-, and 30-year), UL, IUL, VUL, SUL, or Benefit VUL II (NY only)

- Build must be within the recommended weight limits. See chart on following page.
- No major medical condition(s) (see list on following page).
- If previously underwritten by Principal® coverage was approved at Standard or better.<sup>2</sup>
- Applicant must reside in the U.S. and be a U.S. citizen or permanent resident with no travel to hazardous locations.
- Stated blood pressure – 155/92 for ages 18-44 and 160/92 for ages 45-60.
- Total cholesterol is less than 275.
- No tobacco use in the last two years.
- No history of bankruptcy in the past five years.
- No marijuana use within the past five years.
- No more than one DUI or reckless driving within the past 10 years.
- No felony conviction in the last 10 years.
- No life, health or disability insurance has been rated, ridered or declined.
- No prior informal request to Principal within the last 24 months.
- If exam requirements or labs have been completed in the prior 12 months for life or DI coverage, we'll request the results of those requirements. See the Q&A for additional details.
- Part B has been completed by client via online Part B or TeleApp.

<sup>2</sup> May not use any special underwriting program or reinsurance to qualify for underwriting classification.

## Underwriting build chart

Ages 18-44				Ages 45-60			
Height	Weight	Height	Weight	Height	Weight	Height	Weight
4'8	75-162	5'9	113-247	4'8	75-167	5'9	113-253
4'9	78-168	5'10	116-254	4'9	78-173	5'10	116-261
4'10	80-174	5'11	120-261	4'10	80-179	5'11	120-268
4'11	83-180	6'0	123-269	4'11	83-185	6'0	123-276
5'0	86-186	6'1	127-276	5'0	86-192	6'1	127-284
5'1	89-193	6'2	130-284	5'1	89-198	6'2	130-292
5'2	92-199	6'3	134-292	5'2	92-205	6'3	134-300
5'3	95-206	6'4	137-300	5'3	95-211	6'4	137-308
5'4	98-212	6'5	141-307	5'4	98-218	6'5	141-316
5'5	101-219	6'6	144-315	5'5	101-225	6'6	144-324
5'6	104-226	6'7	148-323	5'6	104-232	6'7	148-332
5'7	107-233	6'8	152-332	5'7	107-239	6'8	152-341
5'8	110-240	6'9	155-340	5'8	110-246	6'9	155-349

Note: Traditional underwriting is required for builds that are off the chart.

## NO major medical conditions, such as:

Alcohol abuse and/or treatment	Drug abuse and/or treatment	Melanoma
Atrial Fibrillation	Epilepsy/Seizure	Multiple Sclerosis (MS)
Barrett's Esophagus	Gastric Bypass/Lap Band	Parkinson's Disease
Bipolar Disorder	Heart Disease/Surgery – all forms	Peripheral Artery Disease (PAD)/ Peripheral Vascular Disease (PVD)
Cancer (exceptions: Basal Cell and Squamous Cell Carcinomas)	Hepatitis	Rheumatoid Arthritis (RA)
Chronic Obstructive Pulmonary Disease (COPD/Emphysema)	Hypertension (diagnosed within six months)	Sleep Apnea
Crohn's Disease	Kidney Disease	Stroke/Transient Ischemic Attack (TIA)
Diabetes	SLE/Lupus	Ulcerative Colitis (UC)

Note: Advanced diagnostic testing, biopsies, cardiac testing and other medical history may require an attending physician's statement. When attending physician's statements are ordered, we will require traditional underwriting.

# Questions and answers

**Q: What types of data are used?**

**A:** We use MIB Inc., Motor Vehicle Reports (MVRs), prescription records and information collected from the Part B. We do not use information from companies who collect data for marketing purposes.

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**Q: What happens if clients are not approved for Accelerated Underwriting?**

**A:** They simply revert back to the traditional underwriting process and requirements. To ensure no delays, we can schedule the paramed appointment for you from Exam One, Portamedic or APPS. When scheduling the personal interview, please let us know if you would like us to order exams and which paramed you prefer.

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**Q: If Principal orders the labs and exams, how do I follow the status?**

**A:** When the decision is made that we need a paramed appointment, we'll send you a message and then place an order with the paramed firm. Please make sure your client understands that an exam may be required. Our case coordinators will manage the status on your behalf and notify you if there are any delays. We provide a detailed update at least once a week.

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**Q: What if my client has been underwritten elsewhere in the prior 12 months and completed exam requirements including lab results?**

**A:** If you apply for Accelerated Underwriting and have completed an exam and/or labs within the prior 12 months, we'll request the results and use them in our underwriting.

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**Q: Is there a chance the labs and exams might result in a better or worse underwriting class?**

**A:** In most cases, your client's risk class won't change based on the labs/exams. But if the results are abnormal (e.g., high blood pressure, high cholesterol, liver function tests) the underwriter will re-evaluate the risk class based on the new information.

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**Q: What kind of factors might result in my client not being approved?**

**A:** Our program is based on a statistical model. We studied applicants who have been approved at Standard or better rates in the past to understand what factors they have in common.

45-55 percent of applicants tend to have a high number of favorable factors, and we're able to approve them quickly without labs and exams. Other clients may have some favorable factors, but not enough to qualify for the streamlined process.

Our process is designed to select the best candidates for Accelerated Underwriting. Sometimes, a client may be in perfect health and will ultimately be issued at Super Preferred or Preferred. However, the client may not have had enough positive health factors to qualify for this approval without an exam.

## Questions and answers (continued)

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### Q: What should I tell my client about this process?

A: In discussions with sales representatives, we have found two strategies that work:

#### 1. Under-promise and over-deliver

Once the client agrees to the purchase, complete the application and explain the next steps for underwriting just as you always have, including that someone will contact him or her to schedule a paramed appointment.

If the application is approved for Accelerated Underwriting, share the good news. Tell the client, “Underwriting was able to approve you without requiring a paramed appointment.”

If the applicant is not approved for Accelerated Underwriting, he or she simply completes the traditional underwriting process, and no follow-up with the client is required.

#### 2. Place all the cards on the table

Once the client agrees to the purchase, complete the application and explain the next steps for underwriting. If you feel the client may qualify for Accelerated Underwriting, explain the underwriting process and discuss the possibility of underwriting without the need for paramed exams. Let the client know that the underwriter will review the application and contact you if a paramed appointment will be required.

If the application is approved for Accelerated Underwriting, share the good news. Tell the client, “Underwriting was able to approve you without requiring a paramed appointment.”

If the applicant is not approved, the client simply completes the traditional underwriting process, and the paramed firm contacts the client to schedule the exam.

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### Q: If my client is not approved, how much will the underwriter be able to share with me?

A: There are four reasons why a client may not be approved for Accelerated Underwriting:

1. The client didn't meet one of the basic program parameters such as age, amount, product, etc.
2. The underwriter found additional information on the Part B or other underwriting requirements that requires a paramed exam (e.g., MIB Inc. code, medication on prescription check, etc.).
3. The Accelerated Underwriting model score was not high enough to qualify for immediate approval. This simply means the client did not have enough positive risk factors to qualify for immediate approval. They still may be issued at Standard or better rates, but we need an exam/blood profile to complete the evaluation.
4. The case was chosen as part of our random hold-out group. The underwriter can explain the reasons when he or she notifies you it has not been approved.

**Q: Is there anything else I need to know?**

**A:** To monitor quality and ensure solid mortality results, a small, random sample of applicants who qualify for Accelerated Underwriting will go through full, traditional underwriting. We're very pleased to offer this innovative underwriting program that will allow us to streamline the underwriting process for many clients. The random sample is designed to ensure we are able to meet our mortality results and continue to offer this program for many years.

Our maximum issue age is 60, but approval rates tend to be better for younger clients. Older clients often take medications and may be more likely to have health history that will require a paramed exam, lab or APS. In our early tests, we found that a higher percentage of applicants qualified at ages 18-50 versus 51-60. But we still expect at least 25 percent of applicants aged 51-60 to qualify.

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**Q: Is there a special application for Accelerated Underwriting?**

**A:** No. Please use the same application you would for any life insurance request.

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**Q: Can you tell me about the online Part B or TeleApp process?**

**A:** Our programs are designed so we can issue in the shortest amount of time, and they have been tailored to obtain the best possible data during the completion of the Part B. Completing the interview immediately eliminates delays.

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**Q: How do I order a personal interview?**

**A: Schedule online**

- Access the Web Scheduler online.
- Answer "yes" to the question that asks whether this is an Accelerated Underwriting case.
- Indicate how you would like lab ordering handled if the case doesn't qualify for Accelerated Underwriting.
- Or for the telephone interview option, have the client complete an interview immediately by calling 1-888-TeleApp (1-888-835-3277), option 0. Make sure you tell the interviewer that this is an Accelerated Underwriting application.
- Provide basic information such as client name, face amount, etc.
- The interviewer will ask if you would like us to order the exam for you and your preferred paramed company (Exam One, APPS, Portamedic).
- At this point, the client can complete the interview immediately. This is the best way to guarantee fast turnaround. Either have the client complete the application online, or hand the phone to the client. If the client would prefer to complete the application at a later date, he or she can request a link for the online application and can request the telephone interviewer to call them back on his or her phone.

# Principal UnderRight<sup>SM</sup>

Fast. Easy. **Just Right.**



Call 800-654-4278 for direct access to your home office case manager or underwriter.  
Visit us at [principal.com/accelerated](https://principal.com/accelerated).



[principal.com](https://principal.com)

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