



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 UnderwritingSM.

It's available for use with all of our life insurance products.⁽²⁾

There are no exam requirements and no lab testing for qualified Standard, Super Standard, Preferred, and Super Preferred clients.⁽¹⁾

A simple, online application or telephone interview—that's all it takes to fulfill the requirements on your end. The case is reviewed and an underwriting decision is provided in as little as 24 hours.²

- 1 **Complete Part A and C of the application**, including Financial Professional Report, HIPAA, Informed Consent Form, etc. Do not schedule the paramed appointment.
- 2 **Start the part B process** by submitting the online Request Part B form and indicate whether the client wishes to complete Part B online or via teleapp.
- 3 **Underwriting evaluates** the Part B, Motor Vehicle Report (MVR), prescription history, MIB, LLC report, and digital health data (when needed).
 - If the application is approved for Accelerated Underwriting, it proceeds to issue.
 - If not approved through Accelerated Underwriting, the application will go through the traditional underwriting process and a paramed appointment will be scheduled, along with any additional requirements.

For questions regarding application Part B, contact the Principal TeleApp Contact Center, Monday-Friday, 7 a.m. to 6 p.m. CT.

⁽¹⁾ Principal Guaranteed Issue Term is not eligible.

⁽²⁾ 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

Products	Ages	Maximum face amount	Requirements
All term and permanent life insurance products (fully underwritten) except Principal Executive Variable Universal Life (Executive VUL)	18-40	\$3 million	
	41-60	\$2 million	
Executive VUL	20-60	\$5 million	<ul style="list-style-type: none"> • Customer completed Part B is required. • For issue ages 20-40 and face amounts greater than \$3 million, and issue ages 41-60 and face amounts greater than \$2 million, DHD records will need to include results from an exam/lab within the previous 12 months. • For individuals who don't have a qualifying model score, we'll review to see if DHD can be used to underwrite them without needing insurance labs. DHD records will need to include the results from labs completed within the past 12 months.

- 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 must have been approved at Standard or better.⁽³⁾
- 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 cannot exceed 150/91 for ages 18-44 and 155/90 for ages 45-60.
- Total cholesterol is 280 or less and total cholesterol/HDL is 6.5 or less.
- No cigar use within the previous 12 months and no other tobacco use within the previous 5 years for non-tobacco consideration.
- No history of bankruptcy in 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.
- Part B has been completed.

⁽³⁾ 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	75-157	5'9	113-238	4'8	75-163	5'9	113-248
4'9	78-163	5'10	116-245	4'9	78-169	5'10	116-256
4'10	80-168	5'11	120-252	4'10	80-175	5'11	120-263
4'11	83-174	6'0	123-260	4'11	83-181	6'0	123-270
5'0	86-180	6'1	127-267	5'0	86-188	6'1	127-278
5'1	89-186	6'2	130-274	5'1	89-194	6'2	130-286
5'2	92-192	6'3	134-282	5'2	92-200	6'3	134-294
5'3	95-199	6'4	137-289	5'3	95-207	6'4	137-301
5'4	98-205	6'5	141-297	5'4	98-214	6'5	141-309
5'5	101-212	6'6	144-305	5'5	101-220	6'6	144-318
5'6	104-218	6'7	148-312	5'6	104-227	6'7	148-326
5'7	107-225	6'8	152-320	5'7	107-234	6'8	152-334
5'8	110-232	6'9	155-328	5'8	110-241	6'9	155-342

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

No major medical conditions, such as:

Alcohol abuse and/or treatment

Atrial Fibrillation

Barrett's Esophagus

Bipolar Disorder

Cancer (exceptions: Basal Cell and Squamous Cell Carcinomas)

Chronic Obstructive Pulmonary Disease (COPD/Emphysema)

Crohn's Disease

Diabetes

Drug abuse and/or treatment

Epilepsy/Seizure

Gastric Bypass/Lap Band

Heart Disease/Surgery – all forms

Hepatitis

Hypertension (diagnosed within six months)

Kidney Disease

Melanoma

Multiple Sclerosis (MS)

Parkinson's Disease

Peripheral Artery Disease (PAD)/
Peripheral Vascular Disease (PVD)

Rheumatoid Arthritis (RA)

SLE/Lupus

Stroke/Transient Ischemic Attack (TIA)

Ulcerative Colitis (UC)

Note: Advanced diagnostic testing, biopsies, cardiac testing, and other medical history may require an Attending Physician's Statement (APS). When APSs are ordered, we'll require traditional underwriting.

Questions and answers

Q | What types of data are used?

A | We use MIB, LLC reports, MVRs, prescription records, information collected from the Part B, and digital health data. We do not use information from companies who collect data for marketing purposes.

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

A | They 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'd like us to order exams and which paramed you prefer.

Q | If Principal orders the labs, how do I follow the status?

A | We'll send you a message and then place an order with the paramed firm. Please make sure your client understands that labs 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.

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.

Q | Is there a chance the traditional requirements might result in a better or worse underwriting class?

A | In most cases, your client's risk class won't change based on the additional requirements. 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.

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 Standard or better. However, the client may not have had enough positive health factors to qualify for this approval.

Questions and answers (continued)

Q | What should I tell my client about this process?

A | In discussions with financial professionals, 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 the client 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, the client simply completes the traditional underwriting process.

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. Explain the underwriting process and discuss the possibility of underwriting without the need for labs. Let the client know that the underwriter will review the application and contact you if any additional information is 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 labs.

Q | If my client isn’t approved, how much will the underwriter be able to share with me?

A | There are three 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, LLC 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.

Questions and answers (continued)

Q | Is there anything else I need to know?

A | To monitor quality and help ensure accurate risk class assignment and distribution, a small, random sample of applicants who qualify for Accelerated Underwriting will be held out and underwriters will order insurance labs on the applicants to get a current picture of their health.

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.

Q | Is there a special application for Accelerated Underwriting?

A | No. All applicants who meet the age and face amount requirements will automatically be reviewed for Accelerated Underwriting. If it's determined that traditional underwriting is required, we'll advise of the requirements needed to continue.

Q | Can you tell me about the Part B-completion 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 from completion of the Part B. Completing the Part B—online or via TeleApp—immediately eliminates delays.

Q | How do I order a personal interview?

A | Schedule online

- Use the “Request Part B” feature on our website to schedule a Part B online or by phone.
- Indicate how you would like lab ordering handled if the case doesn't qualify for Accelerated Underwriting.
- If your client wants to complete via phone, select the phone option from the Request Part B. A Principal medical application specialist will call them within 1-2 business days to complete the Part B.
- 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)

Principal UnderRightSM Fast. Easy. Just Right.

 [Learn more](#)

Call 800-654-4278 for direct access to your home office case manager or underwriter. **Visit us at principal.com/accelerated.**



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