



Life insurance

How does underwriting work?

When you apply for life insurance, we use underwriting to help determine how much you'll pay for your coverage. We'll look at your:

Current health

Lifestyle

Risk factors

Then our underwriters will compare your information against a statistical norm, based on a standard healthy person. The amount that you pay depends on how close you are to the norm, or standard rates.

The process is simpler than you might think.

Here's what you can expect:



Review your **coverage needs** with your financial professional.



Complete the **application** (Parts A and C including HIPPA, informed consent, blood consent, etc.)



Complete the **online application** or telephone interview (for the telephone interview call 888-835-3277.



After we've received your completed application, our **underwriters will review** it. Depending on your age, general health, and, amount of coverage being applied for, we may have all the information we need to make a decision on your coverage. In some instances, we may need additional medical information. If we do, we'll reach out to you.

Underwriting in action: An example

Meet a business owner that needs personal life insurance protection for her family. She decides to apply for a \$2 million, 20-year Term policy to help protect her current needs, with the possibility of converting to permanent life insurance later.



\$2 million **20-year Term policy**
Age 40 **No major health problems**
Check-ups **Regularly with her doctor**



She qualifies for an expedited process⁽¹⁾, called accelerated underwriting, with no medical exams or labs due to good health.



And she's approved in just 24 hours with our Preferred rates.

What if the business owner had a health issue?

If it was under control and being treated or monitored, we'd be able to give her credit for those positive behaviors, rewarding her for taking care of their health. This could even improve her underwriting rating and reduce the cost of her coverage. In some cases, health issues could result in higher rates and possibly a decline of the requested coverage. It depends on what the health issue is and how it's being treated.

This is a hypothetical example for illustrative purposes only.

 [Learn more](#)

Contact your financial professional with any questions.

⁽¹⁾ Principal Accelerated UnderwritingSM is an expedited underwriting program offered by Principal Life Insurance Company that eliminates paramed exams and lab tests for 45-55% of applicants. Applicants may qualify based on age, product, face amount, and personal history, and must be approved at a Standard or better underwriting classification without the use of any other special underwriting programs or reinsurance. To monitor quality and ensure good mortality results, a small, random sample of applicants who qualify for Accelerated Underwriting will go through full, traditional underwriting.



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