

Offer double the protection in half the time

Combining life and Disability Income (DI) insurance is a great way to help clients create a sound financial strategy. And our expedited underwriting programs make it faster and easier than ever.

Life solution:

Principal Accelerated UnderwritingSM (AU)

- For applicants Standard or better, ages 18–60¹
- No paramed exam or lab testing

DI solution:

Simplified Underwriting

- For ages 18–50²
- No lab tests or financial verification³

How does it work?

1

Review the eligibility requirements of both types of insurance with your clients to ensure they are good candidates.

2

Complete one application for life or DI insurance.

3

Order a combo TeleApp (medical questions) on demand or through us using your Producer Report.

4

Request a QuickQuote or DI Preliminary Request for the second product using a cover sheet, memo, or agency transmittal.

What happens next?

- Underwriting evaluates the formal application you submitted.
- If eligible for the initial requested underwriting program, the underwriter provides the relevant information to the underwriting team for the second product.
- Review the QuickQuote/DI Preliminary Request response with your client and submit a formal application for the second product (e.g., if life underwriter approves AU, submit DI application).

What if a case doesn't qualify for AU or Simplified Underwriting?

The QuickQuote or DI Preliminary Request will not be fulfilled. But the client can still apply for life or DI. Simply complete the applicable full underwriting requirements.

 **Let's connect** | Contact your local representative.

¹ Accelerated Underwriting is an expedited underwriting program offered by Principal Life Insurance Company that eliminates paramed exams and lab tests for 45–55% of applicants who qualify. 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 solid mortality results, a small, random sample of applicants who qualify for Principal Accelerated Underwriting will go through full, traditional underwriting.

² Available to issue ages 18 to 64 when purchasing coverage in a multi-life setting (three or more employees with a common employer). In California, Simplified DI for single-life is not available; Simplified DI multi-life is available with three or more lives.

³ No blood, urine, exams, EKGs, or APSs required unless a significant medical condition is reported by MIB, significant medical information is obtained from the TeleApp or other available information, or any other disability coverage that has been issued, or applied for on a non-medical basis. Applications could be rated, ridered, or declined based on all underwriting information available. This is not a guaranteed issue program. Urine/HIV test is required in ME. Subject to issue and participation limits and minimum premium requirement. In California, there are no labs required for Simplified Single-Life cases up to \$6,000/month, but an APS and financial documentation are required. Financial documentation is required if applying for more than \$6,000/month in individual Disability Income insurance from Principal or if the coverage applied for is over \$10,000/month when combined with existing coverage (excluding group long-term disability)—this applies for new applications and adjustments. Financial documentation is required for the following occupations (regardless of benefit amount being applied for): real estate agent/broker, mortgage loan originator/broker, residential construction, real estate developer, attorney specializing in real estate and residential construction.



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