

# Double your clients' risk 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 Underwriting<sup>SM</sup>

**An expedited underwriting program for Standard through Super Preferred applicants ages 18-60.<sup>1</sup>**

- No exam requirements. No lab testing. 45-55 percent of qualified clients typically qualify.
- One simple application and a completed TeleApp take care of the requirements for policies up to \$1 million.

## DI solution: Simplified Underwriting

**An expedited underwriting program for ages 18-50 (may be available for older applicants).<sup>2</sup>**

- No routine medical requirements<sup>3</sup>
- No financial verification<sup>4</sup>

### 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 an application for Life or DI insurance.

3

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

4

Request a QuickQuote/DI Preliminary Request for the other line of business using:

- A cover sheet, memo or agency transmittal, OR
- An email to the assigned underwriter or case coordinator.

## What happens next?

- Underwriting evaluates the formal application you submitted.
- If eligible for Principal Accelerated Underwriting (AU) or Simplified DI Underwriting, the underwriter forwards the QuickQuote/DI Preliminary Request to the other line of business and shares the applicant's information.
- If you wish to take advantage of the QuickQuote/DI Preliminary Request response, submit a formal application for the other line of business product (if Life underwriter approves AU, submit DI application; if DI approves Simplified, submit Life application).

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

- Underwriter indicates it doesn't qualify for AU or Simplified DI. No QuickQuote/DI Preliminary Request will be fulfilled.
- Any additional requirements can be scheduled by Principal® or yourself according to your normal process.
- A decision is made based on the traditional application information.
- The underwriter will not request a QuickQuote/DI Preliminary Request from the other line of business.



Let's connect about how you can double your sales!

Call the National Sales Desk at 800-654-4278, your RVP or your local DI Sales Representative. Visit [advisors.principal.com](https://advisors.principal.com).

<sup>1</sup> Principal Accelerated Underwriting is an expedited program offered by Principal Life Insurance Company. Applicants may qualify based on age, face amount, product and personal history. Underwriting classification must not use of any special underwriting programs or reinsurance.

<sup>2</sup> 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.

<sup>3</sup> 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. A prescription history check may be required for physicians. 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.

<sup>4</sup> Financial documentation is required if applying for more than the Simplified limits - this applies for new applications and adjustments, and for the following occupations (regardless of amount applying for): real estate agent/broker, mortgage loan originator/ broker, residential construction, real estate developer, attorney specializing in real estate and residential construction contractor.



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