



Learning about streamlined underwriting for risk protection solutions from Principal® is easy. This program profile outlines the key features you need to know.

## How it works

Today's consumers seek simple solutions. They want to make progress with their financial security – quickly and easily.

That's why Principal offers streamlined underwriting solutions for risk protection:

- › Simplified DI<sup>1</sup>
- › Accelerated Life

## Program benefits

Simplified DI and Accelerated Life programs save you and your clients time:

- No lab tests<sup>2</sup>
- Fewer requirements
- Faster underwriting decisions
- Medical questions taken care of by TeleApp

## Product and underwriting guidelines

	Accelerated Life <sup>3</sup>	Simplified DI <sup>1</sup>
Who qualifies	<ul style="list-style-type: none"> <li>• Ages 18 to 60</li> <li>• Preferred and super preferred risk classes</li> </ul>	Individual ages 18 to 50; may be available to older ages <sup>4</sup>
Benefits	Up to \$1 million	<ul style="list-style-type: none"> <li>• Up to \$6,000/month (issue)</li> <li>• Up to \$10,000/month (participation)<sup>5</sup></li> </ul>
Medical requirements	No lab testing for qualified applicants who have no significant medical or nonmedical conditions <sup>3</sup>	No routine medical requirements
Financial verification	N/A	No financial verification <sup>6</sup>
Other advantages	Available on Term, Universal Life, Indexed Universal Life, Variable Universal Life (VUL), Survivorship Universal Life and Benefit VUL II (NY only) products	Available for business solutions



### What is TeleApp?

It's a time-saving telephone medical interview service. Over the phone, trained Principal professionals guide clients through confidential questions needed to complete Part B of the application. The average interview takes 15 to 20 minutes.

## Sell life and DI with a Combination TeleApp

- 1 Determine if your client is a good fit for life and disability insurance and then complete an application for both products.
- 2 Request a Combination TeleApp Interview; call 888-TeleApp to schedule the interview or take advantage of "on demand" interviewing.
- 3 Submit a request through QuickQuote or a preliminary request for the other line of business.
- 4 Once you hear back from underwriting staff, confirm with your client if he/she is interested in the other line of coverage and submit a formal application.

**Tip:** Get additional details from the streamlined underwriting flier (BB11651).

## Starting the conversation

We get it. Many Americans think risk protection solutions are "boring," "confusing" or something to "worry about tomorrow." It's time to change the conversation. Here's how to get the conversation going:

- **Keep things simple**, remove the industry lingo and talk in simple terms. When talking about risk protection, explain it like you would to a close friend or family member. Remember, most clients aren't in the financial world day in and day out. Terms we take for granted, like, "premium" or "benefits" can be confusing.
- **Talk about your prospect's goals and needs** and then offer solutions. It's key that they understand where they're going and how we can help them secure their future with the right protection solutions.
- **Help your clients create a mental checklist** of financial steps they should take and why. Keep it fun and relatable. Often life events like a new job, a promotion, a marriage or baby are great opportunities to lend help.

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

- <sup>1</sup> In California, Simplified DI single-life is not available; Simplified DI multi-life is available with three or more lives.
- <sup>2</sup> 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 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 Maine. Subject to Issue & 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. For Simplified DI multi-life, when all three applications are not submitted together, we'll require APSs and financials on the first two applications, but not for any additional applications on that case.
- <sup>3</sup> Accelerated Underwriting is an expedited underwriting program offered by Principal Life Insurance Company. Applicants may qualify based on age, face amount and personal history.
- <sup>4</sup> Available to issue ages 18 to 64 when purchasing coverages in a multi-life setting (three or more employees with a common employer).
- <sup>5</sup> Excludes group long-term disability insurance.
- <sup>6</sup> Financial documentation is required when applying for more than the simplified amounts - this applies for new applications and adjustments, and for the following occupations (regardless of income): 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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