



Life insurance

New Business & Underwriting News



Review our
[current service times](#)

A note from Nate Berns, AVP and Chief Underwriter – Life Insurance.

I hope your fourth quarter is off to a great start! We appreciate your business and look forward to helping you have a strong finish to the year.

We regularly review our programs and processes to help ensure we're providing you and your valued clients the best underwriting experience we can. I'm excited to announce two updates designed to help more of your clients get the coverage they need.

Relaxing some COVID-19 restrictions

Effective immediately, we're easing up on one prior restriction, while leaving others in place.

- What's changing:
 - New guidelines for ages 66-80: Maximum Table 4 rating or maximum Flat Extra of \$10/million. Table + Flat Extra is allowed if Flat Extra is for non-medical reason.
- What isn't changing:
 - Guidelines for ages 65 or less: Maximum Table 6 rating for term products, maximum Table 10 for permanent products. Medical Flat Extras are allowed on top of table ratings.
 - Guidelines for ages 80+: No offer.

Expanded Enhanced Capacity

We've increased the maximum amount of coverage available through our Enhanced Capacity program for Standard and Preferred risks. The chart below shows the new limits, effective immediately.

Product	Issue Age	Standard/Preferred
All currently issued products, except SUL Provider and Executive VUL III	0-75	\$15 million
	76-79	\$7.5 million
Principal® Survivorship Universal Life Provider	20-75	\$17.5 million
	76-79	\$12 million
Principal Executive Variable Universal Life III SM	20-75	\$15 million

Exclusions to the new enhanced capacity levels:

- Maximum \$10 million coverage for cases involving:
 - Substandard ratings
 - Aviation
 - Professional athletes and entertainers
- Not eligible for the Enhanced Capacity program:
 - Foreign Nationals
 - Guaranteed Issue/Simplified Issue
 - Principal® Business Solutions Enhanced Underwriting program

We're here to help. If you have questions, reach out to your underwriter.



New life insurance application and IDI application Part B available, effective October 1

You should immediately begin using the latest version of the application for all new cases written in any state, except CA, FL, MT, ND, NY, SD, and WY.

[Learn more](#) about the new life insurance application, including transition guidelines.



Important year-end dates for new business processing

The end of the year is fast approaching! To help guarantee your life and individual disability business is processed and paid in 2022, we need all final underwriting and administrative requirements for policy approval and issuance (including premium) by **December 9**, and all delivery requirements for new business, adjustments, and reinstatements by **December 28**. [Review additional important year-end details](#) for individual life and disability insurance.



Reminder: recent product news

- New Principal[®] Term rates available. [Learn more](#) and get transition guidelines.
- Principal Variable Universal Life Income IVSM has been approved to sell in CA, effective October 1. [Get details](#) about the product.



Please feel free to reply with any questions or feedback you may have. We'll respond as quickly as we can.