

# Help your clients get more coverage with less hassle.

Our Business Solutions Enhanced Underwriting program provides streamlined underwriting for larger face amounts—those that exceed Principal Accelerated Underwriting<sup>SM</sup> limits. This program allows us to leverage digital health data and other available information to provide coverage for qualifying cases up to \$50 million without insurance exams. It's designed for proposed insureds who have high coverage needs but don't want the inconvenience of traditional full underwriting.

## Eligibility guidelines

- The policy must be employer-owned/sponsored, trust-owned, or an affiliated relationship (i.e., an individual policy owned by a business owner, key employee, or their family member).
- Face amounts are available up to \$50 million.
- All currently sold products are eligible.
- Insured eligibility:
  - › Ages 25-70.
  - › Have total compensation of \$150,000 or higher.
  - › U.S. citizen or green card holder—foreign nationals/foreign residents are not eligible.
  - › Professional athletes, entertainers, government officials, and other high-profile applicants are not eligible. Contact your underwriter prior to case submission if you have questions about whether specific occupations qualify.
  - › Standard or better risk class, including cases improved to Standard with Healthy Lifestyle Credits. Cases improved to Standard through the Principal Risk Upgrade Program are not eligible.
- The Attending Physician Statement must include history for the past five years, including a physical with blood and physical measurements in the past 12 months.
- Favorable EKG or cardiac testing within the past three years:
  - › Ages 41-49 for face amounts over \$10 million.
  - › Ages 50+ for all face amounts above applicable Accelerated Underwriting limit.
- An online Part B or TeleApp interview is required for application Part B completion.



## Benefits for you

This underwriting solution offers a better experience for your busy clients, even when seeking multi-million coverage amounts. And because it allows more of your clients to potentially get insurance coverage without an insurance exam, it helps you stand out in the business market.

## Getting started

When submitting a qualifying application, request it to go through Business Solutions Enhanced Underwriting. Or, if the needed requirements are submitted, we'll let you know it qualifies prior to ordering additional information. An offer will be based on our evaluation of Part B, medical records, Motor Vehicle Report, prescription history, MIB, LLC report, and financial information.

 Let's connect

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



### [principal.com](https://principal.com)

For financial professional use only. Not for distribution to the public.

Insurance products issued by Principal National Life Insurance Company (except in NY), Principal Life Insurance Company®, and the companies available through the Preferred Product Network, Inc. Securities offered through Principal Securities, Inc., member SIPC, and/or independent broker/dealers. Referenced companies are members of the Principal Financial Group®, Des Moines, IA 50392.

**Not FDIC or NCUA insured**

**May lose value • Not a deposit • No bank or credit union guarantee  
Not insured by any Federal government agency**

Principal®, Principal Financial Group® and Principal and the logomark design design are registered trademarks of Principal Financial Services, Inc., a Principal Financial Group company, in the United States and are trademarks and service marks of Principal Financial Services, Inc., in various countries around the world.