

Accelerated Underwriting

Get cases issued faster and easier with Principal Accelerated Underwriting.



Decisions within 24 hours



The elimination of lab testing and paramed exams for 45-55 percent of applicants who apply¹

How does it work?

Step 1. Complete Part A and C of the application, including Producer Report, HIPAA, Informed Consent Form, etc. Do not schedule the paramed appointment. Indicate “Acc Und” on the Producer Report (and agency transmittal if submitted) to alert the case manager that this is an Accelerated Underwriting case.

Step 2. Determine how the client would like to complete Part B of the application — online or via a telephone interview. To complete using the online Part B, initiate the client email using the Part B Request Form. To complete using the TeleApp, call 888-TeleApp (888-835-3277), option 0. Have the client complete an interview immediately, or you can schedule a future appointment using our online scheduler tool. Make sure you tell the interviewer that this is an Accelerated Underwriting application.

TeleApp Contact Center hours:

Monday – Thursday: 7 a.m. – 10 p.m. CT

Friday: 7 a.m. – 7 p.m. CT

Step 3. Underwriting evaluates the online application or telephone interview, Motor Vehicle Report, prescription history and MIB Inc. report. If the application is approved for Accelerated Underwriting, it proceeds to issue. If not approved, a paramed appointment will be scheduled plus any additional requirements. Use the checklist below to help determine if your clients(s) are part of the 45-55 percent who qualify.

¹Based on age, product, face amount and personal history.

Eligibility requirements

Ages: 18 - 60

Face amount: \$50,000 - \$1 million

Products available: Term (10-, 15-, 20-, and 30-year), UL, IUL, VUL, SUL, or Benefit VUL II (NY only)

- Build must be within the recommended weight limits. See chart on following page.
- No major medical condition(s) (see list on following page).
- If previously underwritten by Principal coverage was approved at Standard or better.²
- Applicant must reside in the U.S. and be a U.S. citizen or permanent resident with no travel to hazardous locations.
- Stated blood pressure – less than 155/92 for ages < 45 and 160/92 for ages ≥ 45.
- Total cholesterol is less than 275.
- No tobacco use in last five years.
- Tobacco use includes any tobacco or nicotine product (i.e., cigar, patch, gum & marijuana)
- No history of bankruptcy in the past five years.
- No marijuana use within the past five years.
- No more than one DUI or reckless driving event within the past 10 years.
- No felony conviction in the last 10 years.
- No life, health or disability insurance has been rated, ridered or declined.
- No prior informal request to Principal within the last 24 months.
- If exam requirements or labs have been completed in the prior 12 months for life or DI coverage, we'll request the results of those requirements. See the Q&A for additional details.
- Online Part B or TeleApp has been completed by client.

²May not use any special underwriting program or reinsurance to qualify for underwriting classification.

Underwriting build chart

Ages 18-44				Ages 45-60			
Height	Weight	Height	Weight	Height	Weight	Height	Weight
4'8	75 – 162	5'9	113 – 247	4'8	75 – 167	5'9	113 – 253
4'9	78 – 168	5'10	116 – 254	4'9	78 – 173	5'10	116 – 261
4'10	80 – 174	5'11	120 – 261	4'10	80 – 179	5'11	120 – 268
4'11	83 – 180	6'0	123 – 269	4'11	83 – 185	6'0	123 – 276
5'0	86 – 186	6'1	127 – 276	5'0	86 – 192	6'1	127 – 284
5'1	89 – 193	6'2	130 – 284	5'1	89 – 198	6'2	130 – 292
5'2	92 – 199	6'3	134 – 292	5'2	92 – 205	6'3	134 – 300
5'3	95 – 206	6'4	137 – 300	5'3	95 – 211	6'4	137 – 308
5'4	98 – 212	6'5	141 – 307	5'4	98 – 218	6'5	141 – 316
5'5	101 – 219	6'6	144 – 315	5'5	101 – 225	6'6	144 – 324
5'6	104 – 226	6'7	148 – 323	5'6	104 – 232	6'7	148 – 332
5'7	107 – 233	6'8	152 – 332	5'7	107 – 239	6'8	152 – 341
5'8	110 – 240	6'9	155 – 340	5'8	110 – 246	6'9	155 – 349

Note: Traditional underwriting is required for builds that are off the chart.

NO major medical conditions, such as:

Alcohol abuse and/or treatment	Drug abuse and/or treatment	Melanoma
Atrial Fibrillation	Epilepsy/Seizure	Multiple Sclerosis (MS)
Barrett's Esophagus	Gastric Bypass/Lap Band	Parkinson's Disease
Bipolar Disorder	Heart Disease/Surgery – all forms	Peripheral Artery Disease (PAD)/ Peripheral Vascular Disease (PVD)
Cancer (exceptions: Basal Cell and Squamous Cell Carcinomas)	Hepatitis	Rheumatoid Arthritis (RA)
Chronic Obstructive Pulmonary Disease (COPD/Emphysema)	Hypertension (diagnosed within six months)	Sleep Apnea
Crohn's Disease	Kidney Disease	Stroke/Transient Ischemic Attack (TIA)
Diabetes	SLE/Lupus	Ulcerative Colitis (UC)

Note: Advanced diagnostic testing, biopsies, cardiac testing and other medical history may require an attending physician's statement. When attending physician's statements are ordered, we will require traditional underwriting.

Automatic Standard Approval Program

How it works

Give clients a rating boost. Our Automatic Standard Approval Program (ASAP) is designed to help eliminate low substandard ratings. While some companies have eliminated their program or changed their guidelines, Principal still supports ASAP.

ASAP guidelines

- › Up to \$5 million face amount
- › Up to Table 3 or flat extra to \$7.50/\$1,000
- › Permanent products only* (both lives are eligible for Survivorship UL Protector II)
- › Applicable through age 70
- › Medical ratings only [no driving, hazardous sports, aviation or lifestyle cases (drug/alcohol use)]
- › Can be used with Healthy Lifestyle Credits
- › Cannot be used with a combo of Table Rating + Flat Extra

How does our program differ from other companies?

Principal does not limit or exclude cancer or coronary heart disease. Many competitors use the same criteria, but they exclude cancer or coronary. Also, our Healthy Lifestyle Credit (HLC) program can be used in conjunction with ASAP. The combination of HLC and ASAP provides an opportunity in some cases to move somebody outside a Table 3 to Standard. For example, when we rate a person a Table 5 and use HLC to get them to a Table 3, we can then use ASAP to get to a Standard rating.

What are the benefits?

Our ASAP eliminates the low, substandard ratings that can be the most challenging to present to your client. Consequently, you can present an offer to a client that has a greater chance of being placed. The greatest benefit is the competitive Standard rate received by your client without a reduction in the compensation paid to you.

ASAP in action

Proposed insured	Product type	Medical condition	Underwriting offer
Ben, age 55, 6 ft, 265 lbs	UL	<ul style="list-style-type: none"> Moderate rheumatoid arthritis using Humira High blood pressure and high cholesterol, both controlled with medication Normal stress test within three years Annual exams with DRE and PSA 	Standard using Healthy Lifestyle Credits and ASAP together
Mark, age 68	SUL	<ul style="list-style-type: none"> Diabetes, good control Proteinuria, mild Hypertension and cholesterol, well-controlled Table 3 risk 	Standard on both lives using ASAP
Ruth, age 70		<ul style="list-style-type: none"> Mild CAD in several vessels Favorable stress tests, well-controlled CV risk factors OSA, moderate, compliant with CPAP Table 3 risk 	

For product-specific eligibility, contact your home office underwriter.

Unlike many of our competitors, Principal does not exclude cancer or coronary artery disease from our Automatic Standard Approval Program.