

## Our pledge to you

**Fewer Requirements**  
We make your job less complicated.

**Less Underwriting Time**  
We deliver policies quicker so your clients receive their policy in an even more timely fashion.

**Competitive Offers**  
We focus on providing competitive offers for you to present.

**Easy To Do Business With**  
We provide options and solutions for you and your clients.

## The Principal®

At the Principal Financial Group® (The Principal®) we have the depth of resources and understanding to help secure financial futures. We're a diversified family of insurance and financial services companies.

- A *FORTUNE 500*® company
- Diverse operations including individual insurance, investments, retirement plans and group/employee benefits
- More than 14 million individuals and their families served. More than 50,000 retirement plans with nearly 3 million participants.
- More employers choose the Principal Financial Group for their 401(k) plans than any other bank, mutual fund, or insurance company in the United States.<sup>1</sup>
- Proud supporter of the National Association of Women Business Owners (NAWBO)

Principal Life Insurance Company, the flagship member of The Principal, offers a full range of financial products.

- Established in 1879
- Ranks in the top one percent of all U.S. domestic individual life insurers based on total assets<sup>2</sup>

<sup>1</sup> CFO Magazine, April/May 2003, based on total plans served in 2002 by banks, mutual fund and insurance firms  
<sup>2</sup> Source: 2002 U.S. Insurance Products from Thomson Financial Solutions

WE UNDERSTAND WHAT YOU'RE WORKING FOR™



Principal Life Insurance Company  
Des Moines, IA 50392-0001  
[www.principal.com](http://www.principal.com)

This is a general summary only; additional rules and guidelines may apply.  
Please contact your Principal Life representative for additional terms, limitations and guidelines.  
Benefits and riders are subject to state and occupation class availability and may require an additional premium.

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09/2003

HH700

Individual Disability Insurance  
**Simplified DI  
Underwriting  
Program** (Series 700)  
*For Producers*

Principal  
Financial  
Group

WE UNDERSTAND WHAT YOU'RE WORKING FOR™

Our underwriting team  
is **dedicated**  
to helping you **sell more**



#### NEW OPPORTUNITIES

Your goal is to provide your clients with a disability solution that helps protect their most valuable asset – their ability to work and earn an income. Principal Life Insurance Company has that same goal. As an enhanced sales opportunity, we've developed Simplified DI, a streamlined underwriting program providing multiple options to help you meet your clients' disability income insurance needs faster and easier than ever before.

#### SIMPLIFIED DI IS FAST AND EASY

##### For Single-life Cases:

Verify your client meets the age requirement. Complete a Simplified DI Single-Life application, obtain appropriate signatures, call to schedule a TeleApp interview – indicate to the counselor that this is a Simplified DI application, so they do not order medical requirements, and submit the application along with the cover page and Field Office Report.

#### SINGLE-LIFE CASES (HH 700)

FEATURE	DESCRIPTION																
Maximum Benefit Amount	\$2,500/month																
Maximum Issue Age	50																
Income	Income of \$125,000/year or less preferred																
Occupation Classes	All; 3A & above preferred																
Elimination Periods	All; 90 days & above preferred																
Benefit Periods	All (2 years, 5 years, To Age 65)																
Your Occupation Periods	All (2 years, 5 years, To Age 65)																
Rates	Sex Distinct (except in MT)																
Riders Available	<ul style="list-style-type: none"> <li>• Automatic Increase Option/Automatic Benefit Increase*</li> <li>• Catastrophic Disability Benefit (1 to 1 ratio maximum CDB/Base + SIS)</li> <li>• Mental/Nervous Substance Abuse Disorder Limitation (MNSA)—only in states required**</li> <li>• Residual or Short-Term Residual Disability Benefit</li> </ul>																
Discounts Available	<ul style="list-style-type: none"> <li>• MNSA: 10%—To Age 65 benefit period; 5%—2 or 5 year benefit period—only in states required**</li> <li>• Select Occupation: 10%</li> </ul>																
Payment Methods	Electronic Funds Transfer (EFT) only																
Commissions	<ul style="list-style-type: none"> <li>• 45% First Year for 5A-3A Occ. Classes</li> <li>• 40% First Year for 2A and A Occ. Classes</li> <li>• Renewal Commissions:</li> </ul> <table border="1"> <thead> <tr> <th>ICCS</th> <th>Years 2-5</th> <th>Years 6-10</th> <th>Years 11+ ***</th> </tr> </thead> <tbody> <tr> <td>0-4,999</td> <td>5%</td> <td>5%</td> <td>3%</td> </tr> <tr> <td>5,000-9,999</td> <td>10%</td> <td>7%</td> <td>3%</td> </tr> <tr> <td>10,000+</td> <td>15%</td> <td>7%</td> <td>3%</td> </tr> </tbody> </table>	ICCS	Years 2-5	Years 6-10	Years 11+ ***	0-4,999	5%	5%	3%	5,000-9,999	10%	7%	3%	10,000+	15%	7%	3%
ICCS	Years 2-5	Years 6-10	Years 11+ ***														
0-4,999	5%	5%	3%														
5,000-9,999	10%	7%	3%														
10,000+	15%	7%	3%														

- \* Automatic Benefit Increase applicable in certain states.
- \*\* Applicable in required states: AZ, CA, FL, LA, MI, NV, NM. Not available in Texas.
- \*\*\* Renewals in years 11+ are contingent upon \$5,000 of annualized standard DI commission in the prior year.

##### For Multi-life Cases:

Pre-approval from home office is required before application submission. You will need to submit a complete census for each eligible group (including date of birth, occupation, salary – including bonus or other compensation and state of residence). Also include information on any Group LTD or other disability insurance programs currently

in-force. Once approved, complete a Simplified DI Multi-Life application on each applicant, obtain appropriate signatures, schedule TeleApp interviews – indicate to the counselor that this is a Simplified DI application, so they do not order medical requirements, and submit the applications, including the cover page and Field Office Report, as well as a copy of the offer letter.

#### MULTI-LIFE CASES (HH 700)

FEATURE	DESCRIPTION
Standard Number of Lives	3-25 Minimum of 5 preferred for employer-paid cases Minimum of 10 with 50% participation preferred for voluntary employee-paid cases
Maximum Benefit Amounts	<ul style="list-style-type: none"> <li>• \$4,000/month for employer-paid cases</li> <li>• \$3,000/month for voluntary employee-paid cases</li> </ul>
Issue Ages	18-64
Occupation Classes	All; 3A & above preferred
Elimination Periods	All; 90 days & above preferred
Benefit Periods	All (2 years, 5 years, To Age 65)
Your Occupation Periods	All (2 years, 5 years, To Age 65)
Rates	Unisex
Riders Available	<ul style="list-style-type: none"> <li>• Automatic Increase Option/Automatic Benefit Increase*</li> <li>• Catastrophic Disability Benefit (1 to 1 ratio maximum CDB/Base + SIS)</li> <li>• Mental/Nervous Substance Abuse Disorder Limitation (MNSA)**</li> <li>• Residual or Short-Term Residual Disability Benefit</li> <li>• Recovery Benefit—1 year</li> </ul>
Discounts Available	<ul style="list-style-type: none"> <li>• Employer/Multi-life: 20%</li> <li>• MNSA: 10%—To Age 65 benefit period; 5%—2 or 5 year benefit period</li> <li>• Select Occupation: 10%</li> </ul>
Payment Methods	List Bill or Electronic Funds Transfer (EFT) only
Commissions	<ul style="list-style-type: none"> <li>• 40% First Year for 5A-3A Occ. Classes</li> <li>• 35% First Year for 2A and A Occ. Classes</li> <li>• Renewal Commissions: <ul style="list-style-type: none"> <li>• Years 2-5: 10%</li> <li>• Years 6-10: 5%</li> <li>• Years 11+: 3%</li> </ul> </li> </ul>

- \* Automatic Benefit Increase applicable in certain states.
- \*\* Required in AZ, CA, FL, LA, MI, NV, and NM and on voluntary employee-paid cases. Also, optional on employer paid cases in all other states. Not available in Texas.

#### OUR COMMITMENT TO YOU

We will provide 48-hour turnaround once the applications and TeleApp interviews are completed and received. Plus, **NO blood, urine, exams, EKGs or APs are required!**

*Note: If a significant medical condition is reported by MIB and is not verified in part A or B of the application, full underwriting will apply. Applications could be rated, ridered or declined. This is not a guaranteed issue program.*