



Individual disability insurance

Transition guidelines for Principal[®] Income Protector

Principal[®] Income Protector (Income Protector) is available for sale effective March 1, 2023. It will replace our previous individual Disability Income (DI) product—HH750—in all states, except CA, FL, MT, NY, ND, SC, SD, and WY. Following are important dates for transition from HH750 to Income Protector.

Single life cases

- Income Protector is available to illustrate and sell in approved states effective March 1, 2023.
- We'll continue to accept applications for the HH750 product from **March 1 to May 1, 2023**. All applications received after **May 1, 2023**, will be issued as Income Protector, and we won't accept any HH750 applications.

Guaranteed Standard Issue (GSI) cases

- Income Protector is available to quote and sell in approved states effective March 1, 2023.
- We'll honor cases quoted using the HH750 product with effective dates up to **June 1, 2023**. All cases after **June 1, 2023**, must use Income Protector.
- For GSI cases effective March 1, 2023:
 - New employer-paid and bonus (mandatory GSI cases) will be quoted based on the most current approved product in the employer's state. Voluntary GSI cases will be based on the individual's home state.
 - For existing cases with the HH750 product, increases will be handled as an adjustment to the current policy. New hires added to the plan will get Income Protector (where available).

Policy re-issues

- No re-issues of in force HH750 policies to Income Protector will be allowed.

Illustrations

- Income Protector will be illustrated on our new web-based illustration system. Access it at advisors.principal.com (navigate to [New Business > Disability Insurance Illustrations](#)).

Backdating

- Backdating is allowed for Income Protector. **March 1, 2023**, is the earliest an application can be backdated to.

State approvals

- Income Protector is approved in all states, except CA, FL, MT, NY, ND, SC, SD, and WY.

Questions?

- Contact the National Sales Desk at 800-654-4278, option 2, 2.



advisors.principal.com

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