



**The [Temporary Underwriting Guidelines](#) link takes you to a site that directly speaks to how we are handling underwriting, online submissions, grace periods, and all things Principal.**

The COVID-19 pandemic has created significant disruption in all of our lives. I hope, first and foremost, all of you and those important to you are safe and healthy.

Despite the challenges we're hearing from you, there are individuals still looking to protect their families and businesses through a life insurance purchase. Our mission is to be ready to serve to the best of our abilities in this challenging and rapidly changing time. On March 24 we announced [Temporary Underwriting Guidelines](#) to help lessen the difficulty in getting insurance exam requirements completed. As we continue to monitor the impact of COVID-19 we have additional underwriting changes to share with you.

- Insured ages up to 59 will have a maximum table rating of either Table 6 or a flat extra of \$10.00/1000
- Insured ages 60-80 will have a maximum table rating of either Table 2 or a flat extra of \$5.00/1000
- Ages 81+ will not be considered at any rate class until further notice

For survivorship cases, both lives need to meet the new guidelines. Additionally, risks with a combination of a table rating and flat extra will be postponed, and as a regular practice, we do not convert table ratings to flat extras nor flat extras to table ratings.

These guidelines will be effective for any formal applications dated March 25, 2020 and after. Any formal applications dated prior to March 24, 2020 and received by us April 9 or later will also follow these new guidelines.

While these changes are more restrictive than what we've all been accustomed to, a significant majority of our business, when measured by policy count or premiums placed, fit within these new guidelines.