

# Transition guidelines for Principal<sup>®</sup> Income Protector in Florida, Montana & South Carolina

Principal Income Protector is available for sale in Florida, Montana & South Carolina effective **October 1, 2024**. It will now replace our previous individual disability income (DI) product – HH750 – in all states except CA and NY. Following are important dates for transition from HH750 to Income Protector in Florida, Montana & South Carolina.

## Important dates for both single life and Guaranteed Standard Issue (GSI) cases

- Income Protector is available to illustrate and sell in Florida, Montana & South Carolina effective **October 1, 2024**.
- We'll continue to accept applications for the HH750 product from **October 1, 2024 to December 2, 2024**.
- All applications received after **December 2, 2024** will be issued as Income Protector. We will not accept any HH750 applications.
- For GSI cases effective **October 1, 2024**:
  - New employer-paid and bonus (mandatory GSI cases) will be situated and quoted based on the most current approved product in that state. Voluntary GSI cases will not be situated.
  - 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 inforce 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](https://advisors.principal.com) (navigate to [New Business > Disability Insurance Illustrations](#)).

## Backdating

- Backdating is allowed for Income Protector. **October 1, 2024** is the earliest an application can be backdated to.

## State approvals

- Income Protector is approved in all states except CA and NY.

# Transition guidelines for Principal<sup>®</sup> Income Protector in North Dakota, South Dakota & Wyoming

Principal Income Protector is available for sale in North Dakota, South Dakota and Wyoming effective **December 1, 2023**. It will now replace our previous individual disability income (DI) product – HH750 – in all states except CA, FL, MT, NY, ND, and SC. Following are important dates for transition from HH750 to Income Protector in North Dakota, South Dakota and Wyoming.

## Important dates for both single life and Guaranteed Standard Issue (GSI) cases

- Income Protector is available to illustrate and sell in North Dakota, South Dakota and Wyoming effective **December 1, 2023**.
- We'll continue to accept applications for the HH750 product from **December 1, 2023 to February 2, 2024**.
- All applications received after **February 2, 2024** will be issued as Income Protector. We will not accept any HH750 applications.
- For GSI cases effective **December 1, 2023**:
  - New employer-paid and bonus (mandatory GSI cases) will be sitused and quoted based on the most current approved product in that state. Voluntary GSI cases will not be sitused.
  - 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 inforce 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](https://advisors.principal.com) (navigate to [New Business > Disability Insurance Illustrations](#)).

## Backdating

- Backdating is allowed for Income Protector. **December 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, and SC.

# Transition guidelines for Principal<sup>®</sup> Income Protector

Principal 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, 2023 to May 1, 2023**.
- All applications received after **May 1, 2023** will be issued as Income Protector. We will not 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 situated and quoted based on the most current approved product in that state. Voluntary GSI cases will not be situated.
  - 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 inforce 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](https://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.



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