



## Survivorship Universal Life Protector (2009) Transition Guidelines

09/15/2009

The release of the new Principal Survivorship Universal Life Protector (2009) is scheduled for Monday, Sept. 21, 2009. The new Principal Survivorship Universal Life Protector (2009) will be offering new rates. It is aimed at improving competitiveness and maintaining lapse protection guarantee premiums within the primary target market.

### Transition from Principal Survivorship Universal Life Protector (2008) to Principal Survivorship Universal Life Protector (2009) effective Sept. 21

- The transition period for Principal Survivorship Universal Life Protector (2009) rates will be 30 days from the application signature date. We will offer both the SUL Protector (2008) rates and the new SUL Protector (2009) rates subject to state approval date, and product introduction date.
- Applications signed after the 30 day transition period will be issued the new SUL Protector (2009) rates.
- A revised illustration will be required if new rates are desired, and can be signed on delivery.
- If backdating to save age or for common dating, current backdating rules apply.

### Cases Pending on Sept. 21

Applications still in underwriting can be issued with the new SUL Protector (2009) rates. Contact your Case Coordinator.

- No new application will be required to receive the new SUL Protector (2009) rates.
- A revised illustration will be required prior to issue if new SUL Protector (2009) rates are desired. This may be signed on delivery.
- Backdating is available, with the correct illustration and backdating request form. Current backdating rules apply.

### Recently Issued Policies (COD, Offer or Shortage)

New Principal SUL Protector (2009) rates are available for contracts that were issued COD, offered or with a shortage (not paid), COD or offered policies will be **current dated**, subject to the following requirements;

- A new signed illustration submitted with the delivery requirements.
- If a signed illustration is not received with delivery requirements, a new illustration and data pages will be mailed to the producer for delivery to the client.
- If a signed (2009) illustration is received with the delivery requirements, we will mail new data pages to the client.
- Policies issued with a shortage may receive the new rates. Submit a new SUL Protector (2009) signed illustration. New Data pages will be mailed to the client. **The policy date will remain the same.**
- If backdating is desired submit a backdating request form with the correct illustration.