
ALERT!!! PLEASE READ

ANNOUNCING IMPORTANT PRINCIPAL LIFE NEWS

TO: EXCEPTIONAL PRODUCERS
FROM: BISYS-Potomac
SUBJECT: PRINCIPAL LIFE – UNIVERSAL LIFE PROTECTOR
DATE: 09/28/2004



Principal Life has implemented the following changes to their Universal Life Protector:

- ◆ Effective **October 1, 2004**, we can no longer illustrate Universal Life Protector for clients over age 70.
- ◆ All formal applications for clients over age 70 must be received by Principal's home office no later than October 15, 2004.
- ◆ All outstanding requirements must be received by Principal's home office no later than December 15, 2004.
- ◆ For those working with the senior market, Variable Universal Life Accumulator II, Variable Universal Life Income and Universal Life 3 will still be available for clients over age 70.