

Speed up your Term business with Drop Ticket



We're here to help simplify the way you do business. Starting with the way you prepare and submit your Term application. Use our electronic fillable short form, known as Drop Ticket, to quickly provide the basic client information. Then our enhanced TeleApp services will handle the rest for you! Jumpstarting the application process and getting it to underwriting is now even faster.

Work smarter, not harder

- Online and easy to use for any face amount
- Collects required forms and electronic signatures more effectively and efficiently
- Allows you to order medical/exams or have them ordered for you
- Speeds up the underwriting and issue process leaving you more time to sell
- Works even faster when paired with Accelerated Underwriting¹

Two ways to access

Principal® Drop Ticket

- 1 Complete the ticket for your Term case (any face amount) via advisors.principal.com.
- 2 Principal in-house TeleApp calls the client within 24 hours to complete the application packet.
- 3 A fully completed application packet is emailed to the client for electronic signature and then submitted to Underwriting.

Note: The producer must have a current contract with Principal and a login for the Advisor website to access the form.

Drop Ticket via vendor

- 1 Log on to iPipeline's iGO, or the LifePipe Term Quote Tool.
- 2 Complete the ticket for your Term case, for any face amount, via iGO or LifePipe.
- 3 Provide the information to your BGA (if applicable) who will review and submit to Principal.
- 4 Principal in-house TeleApp counselors call the client within 24 hours to complete the application packet.
- 5 A fully completed application packet is emailed to the client for electronic signature and then submitted to Underwriting.

¹ Available on Term policies only. Accelerated Underwriting and full traditional underwriting for all applicable ages and face amounts can be used. Drop Ticket is not available for use in New York.

Save even more time with TeleApp!

- Client's information gathered by our in-house professional interviewers
- Improved policy issue time for getting paid faster
- No more awkward medical questions to ask
- Less paperwork and follow-up
- Fewer routine requirements
- Attending Physician Statements reduced by 40 percent

Combine the advantages of Drop Ticket and Principal TeleApp for a powerful full-service submission solution!



Call the National Sales Desk today at 800-654-4278, or your Life RVP. Visit us at advisors.principal.com.



principal.com

All guarantees are based on the claims-paying ability of the issuing insurance company.

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Principal National Life Insurance Company and Principal Life Insurance Company, Des Moines, Iowa 50392-0002

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Not FDIC or NCUA insured

**May lose value • Not a deposit • No bank or credit union guarantee
Not insured by any Federal government agency**

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