



U.S. Insurance Solutions

News and resources

Helping you help your clients during challenging times

Check out the latest news and resources that can help you do business with us.

Quick links

- [COVID-19 advisor website](#)
- [U.S. Insurance Solutions News archive](#)

SMB customer support

- As employers across the country continue to seek our support and guidance, we want to make you aware of a new resource we're rolling out. In the next few weeks, we'll begin providing our small- and medium-sized business (SMB) customers with content and tools Principal® has developed to help support their planning and decision making. We're here for you and our business clients and are excited to offer the business community the support they're looking for while strengthening our relationships for future opportunities together.

Business market resources

- **April 23 webinar playback: Paycheck Protection Program—The latest on federal stimulus for business cash flow.** Lance Schoening, government relations director for Principal, moderated the event with panelists Kimberly Weisul, editor-at-large for Inc.

Magazine and Inc.com., and Mark West, national vice president of business solutions for Principal. [Listen to playback](#) | [Get the slides](#)

- **Tools to use with employers.** Visit our [new website](#) devoted to helping employers with cash flow, federal financial assistance, and other business issues associated with the COVID-19 pandemic.

New this week:

- [A simple chart to help explain relief for businesses](#)
- [Paycheck Protection Program guidance for self-employed business owners](#)
- [Approach email highlighting the CARES Act opportunity](#)
- [Approach email highlighting the CARES Act calculator and decision tree](#)

Group benefits

- **Rate stability for select renewals.** In March, we told you there wouldn't be rate increases for employers with less than 500 employees and policy anniversary dates of May 1, 2020 – Aug. 15, 2020. We're now extending this to include renewals through Oct. 15, 2020. (Note: Washington small group dental and all cases with scheduled vision coverage could be subject to an increase.)

Individual disability insurance

- **Enhancements to online Request Part B.** We're committed to improving your ease of doing business with us. And we're excited to announce our enhanced online Request Part B will be available May 4. [Learn more](#)

Individual life insurance

- **Financial hardship and premium flexibility for life insurance policies in NJ.** On April 9, 2020, the Governor of New Jersey

issued Executive Order No. 123, which directed insurance companies to extend grace periods, offer the ability to catch up on overdue premiums, and provide an extension of policy holder rights. We'll be sending this [notice](#) to policyholders in New Jersey advising them of their options under the Executive Order. [Learn more](#)

- **Enhancements to online Request Part B.** We're committed to improving your ease of doing business with us. And we're excited to announce our enhanced online Request Part B will be available May 4. [Learn more](#)
- **April 29 webinar playback: Fast-tracking the transformation in underwriting.** Neal Halder, chief underwriter for Principal, was a panelist with other industry experts talking about underwriting changes they're experiencing due to the pandemic, and how one can succeed in this new reality. [Listen to playback](#)
- **National Life Insurance Day.** Join us in celebrating on May 2. We'll be placing a Facebook advertisement to help create awareness. Here's a post you can use to help create awareness, too. Click [here](#) to save the supporting image for your post.

May 2 is #LifeInsuranceDay. Find out how much you need and get a quote today. <https://bit.ly/2Sk2KdM>



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