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**Sent:** Thursday, November 02, 2017 8:37 AM  
**To:** Resource Support  
**Cc:** Patterson, Jason; Dittrich, Ralph  
**Subject:** PNLIC - Principal IUL Flex II available in DC, FL and ND effective Nov. 6



## New IUL Flex II state approvals

Great news! Beginning November 6, 2017, you can offer Principal Indexed Universal Life Flex II<sup>SM</sup> (IUL Flex II) to clients in District of Columbia, Florida and North Dakota.

With its lower policy charges, IUL Flex II provides clients with cost-effective coverage and more efficient growth of cash value. And you get bigger sales opportunities in a growing IUL market.

Review the [product profile](#) to see why it's a great solution for cost-conscious clients who want greater growth opportunities than fixed-rate products offer. Then check out [this comparison](#) to see how less expense can create more potential.

### Start selling today!

1. View [state approvals](#) and [transition guidelines](#).
2. Visit our [website](#) for complete product information and marketing materials.
3. Contact me with any questions.

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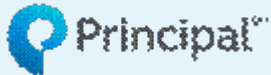
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