

LIFE SOLUTIONS

The Lincoln Leader

AUGUST 14, 2023
VOLUME 21, ISSUE 17

Lincoln WealthAccelerate® IUL now available in Massachusetts

Effective August 14, 2023

Effective August 14, 2023, Lincoln is pleased to announce the availability of *Lincoln WealthAccelerate*® IUL in the state of Massachusetts.

Lincoln WealthAccelerate IUL is an indexed universal life product with an emphasis on the digital and automated experience, from application to policy management, and a focus on meeting consumer expectations in today's modern world of instant decisions, exceptional experience, and simplicity.

For middle-income clients who want to accelerate their financial planning with a policy that addresses multiple needs; a foundation of protection, market-based returns, access to assets, and options to prepare for long-term care expenses.

Product Highlights

Securing the Protection You Need Can be Quick and Easy

Lincoln WealthAccelerate IUL provides a streamlined product design and underwriting categories:

- Issue ages: 20 – 55
- Face amounts: \$100k - \$1.5M
- Death Benefit options: (1) Level or (2) Increasing by Cash Value
- Underwriting Classes: Preferred NT, Standard NT (including up to table 3 risk) and Standard Tobacco (including up to table 3 risk).
- Two indexed account options and Critical and Chronic Care riders for additional protection for future needs.

Obtained through a streamlined underwriting experience that can allow you to go from application to decision quickly:

- Easy and paperless online process
- Lab-free consideration for healthy clients
- Instant communication of underwriting approval for lab-free cases
- Before applying, make sure applicant meets these [Pre-Qualifications](#)

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PROCESS HEADLINES

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[New Business Form Updates](#)

[Submitting an In-Good-Order Electronic Funds Transfer Form](#)

[Automated Underwriting Expansion to eApp](#)

Focus on Growth Opportunities and Options

Choice of two indexed account options linked to the Fidelity AIM® Dividend Index# or the S&P 500® Index* (excluding dividends) designed to provide options to help meet clients' long-term goals based on return potential and downside protection preferences. Policy value can be allocated to one or both account options with the ability to make allocation changes in the future.

	Indexed Account	Guaranteed Minimum Interest Rate (floor)	Current Participation Rate	Current Index Growth Cap	Current Interest Bonuses	Additional Cost
Fidelity AIM® Dividend Index	Fixed Bonus ¹	0% guaranteed minimum	140%+ 25% guaranteed minimum	NA	100%+ 0.25 guaranteed minimum fixed bonus ³	None
S&P 500® Index	Traditional ²	0.25% guaranteed minimum	100%+ guaranteed minimum	9.50%+ 2.00% guaranteed minimum	NA	None

⁺ Non-Guaranteed Elements (NGE)

¹ 1 Year Point-to-Point Fidelity AIM® Dividend Indexed Account – Fixed Bonus

² 1 Year Point-to-Point S&P 500® Traditional indexed Account

³ Account Value Enhancement(AVE)

Access to Cash Value

- 9-year surrender charge period
- Tax free income potential that may provide an additional financial resource or supplement existing retirement income. Choices provide a competitive option in the accumulation/distribution Indexed Universal Life (IUL) marketplace:
 - Withdrawals
 - Fixed and Participating loan options with guaranteed loan charge rates for greater cash flow predictability

Protection for the Future in the Event of Illness

Your death benefit can become a living benefit when you need it most. Gain access to the Lincoln Critical Illness Rider or *Lincoln LifeAssure® Accelerated Benefits Rider II* if you become critically ill or have a chronic or terminal illness.

Lincoln Critical Illness Rider

This is an optional rider that can be added for no up-front cost¹. When exercised, this rider will pay a portion of the death benefit as a lump-sum benefit payment upon occurrence of a qualifying catastrophic health condition, as listed below, and Lincoln received documentation from the appropriate type of Physician.

Covered events:

- Heart attack
- Major organ failure/transplant
- End state renal failure
- Coronary artery bypass grafting
- ALS
- Stroke
- Cancer (invasive only)
- Permanent paralysis

Lincoln LifeAssure® Accelerated Benefits Rider II

This is an optional rider that can be added for no up-front cost¹. When exercised, it may accelerate up to 100% of the eligible benefit (up to the lifetime maximum) when Lincoln receives written certification from the appropriate type of Physician that the insured is chronically ill and/or terminally ill. Benefit payments can be used for any Insured's needs including, but not limited to the services below:

Care at home and in your community	Facility care	Additional care and services
Home health care	Assisted living facility	Alternative care
Adult day care	Nursing home care	Hospice
Transitional care		Care planning
Respite care		Caregiver training
		Non-continual services
		Bed reservation

¹There is no up-front charge; an administrative fee is applied at time of acceleration.

Product Availability

New business applications will be accepted in Massachusetts on August 14, 2023.

Product will be available on *iPipeline*® and LFD.com. As a reminder, when new life insurance products become available, *iPipeline*® users must add any new products to their account within iGO and iService. If you have specific questions or need instructions, you can access additional information from the *iPipeline*® [Customer Portal](#).

New Compbuilders need to be completed in order to sell *Lincoln WealthAccelerate* IUL. The new Compbuilders are located on the Forms Tool on LFG.com. Please call our CARE Center at 800-238-6252, Option 1, Option 1, Option 2 if you need assistance.

Illustration Capabilities

Lincoln DesignIt (v59.0E) and WinFlex illustration systems have been updated with illustration capability effective August 14, 2023. If you have an active internet connection, the software will automatically update to include these updates on August 14, 2023.

Rider Availability

The following riders are available on *Lincoln WealthAccelerate* IUL:

- Critical Illness Rider
- *Lincoln LifeAssure*® Accelerated Benefits Rider II
- Overloan Protection Rider

Reference Materials



Reference Materials for *Lincoln WealthAccelerate* IUL are available on the various Lincoln producer websites. For additional information visit www.lfg.com/WealthAccelerate.

Technical Training Guides

- [Lincoln WealthAccelerate IUL Product Guide](#)
- [Rider Reference Guide](#)

Specimen Contracts

- [Lincoln WealthAccelerate IUL](#)



[Download this article pdf](#)

Coming Soon - Indexed Account Rate Changes

Effective September 15, 2023

Effective Sept.15, 2023, Lincoln will be making changes to caps, participation rates and spreads on certain indexed accounts, which may reduce future policy performance. The changes apply only to newly created indexed account segments for a select group of previously sold life insurance products in Lincoln's Indexed UL product suites. The Illustration software will be updated effective August 14, 2023 reflecting all indexed account changes. There are no changes to currently sold products.

Products with Rate Changes

Lincoln LifeReserve® Indexed UL Protector

<i>All Indexed Accounts have a 1% floor</i>		<i>Existing Rate¹</i>	<i>New Rate²</i>
1 Year Point-to-Point Capped	Cap	6.50%	6.00%
1 Year Monthly Cap	Cap	2.80%	2.70%
1 Year Monthly Average	Spread	3.00%	3.25%

Lincoln LifeElements® Indexed UL

<i>All Indexed Accounts have a 1% floor</i>		<i>Existing Rate¹</i>	<i>New Rate²</i>
1 Year Point-to-Point Capped	Cap	6.50%	6.00%
1 Year Monthly Cap	Cap	2.80%	2.70%
1 Year Monthly Average	Spread	3.00%	3.25%

Lincoln LifeReserve® Indexed UL Accumulator (2011)

New York

<i>All Indexed Accounts have a 1% floor</i>		<i>Existing Rate¹</i>	<i>New Rate²</i>
1 Year Point-to-Point Capped	Cap	6.00%	5.50%
1 Year Monthly Cap	Cap	2.65%	2.55%
1 Year Monthly Average	Spread	3.25%	3.50%

Lincoln LifeReserve® Indexed UL Accumulator (2011)

Non-New York

<i>All Indexed Accounts have a 1% floor</i>		<i>Existing Rate¹</i>	<i>New Rate²</i>
1 Year Point-to-Point Capped	Cap	6.50%	6.00%
1 Year Monthly Cap	Cap	2.80%	2.70%
1 Year Monthly Average	Spread	3.00%	3.25%

Lincoln LifeReserve® Indexed UL Accumulator (2014)

New York

<i>All Indexed Accounts have a 1% floor</i>		<i>Existing Rate¹</i>	<i>New Rate²</i>
1 Year Point-to-Point Capped	Cap	7.00%	6.50%
1 Year Point-to-Point Uncapped	Participation Rate	42.00%	40.00%
1 Year Point-to-Point High Participation	Participation Rate	140.00%	140.00%
	Cap	6.60%	6.10%

Lincoln LifeReserve® Indexed UL Accumulator (2014)

Non-New York

<i>All Indexed Accounts have a 1% floor</i>		<i>Existing Rate¹</i>	<i>New Rate²</i>
1 Year Point-to-Point Capped	Cap	7.50%	7.00%
1 Year Point-to-Point Uncapped	Participation Rate	44.50%	42.50%
1 Year Point-to-Point High Participation	Participation Rate	140.00%	140.00%
	Cap	7.10%	6.60%

Lincoln WealthPreserve® SIUL (2014) New York

<i>All Indexed Accounts have a 1% floor</i>		<i>Existing Rate¹</i>	<i>New Rate²</i>
1 Year Point-to-Point Capped	Cap	5.75%	5.25%
1 Year Point-to-Point Uncapped	Participation Rate	29.00%	27.00%
1 Year Point-to-Point High Participation	Participation Rate	140.00%	140.00%
	Cap	5.25%	4.75%

Lincoln WealthPreserve® SIUL (2014) Non-New York

<i>All Indexed Accounts have a 1% floor</i>		<i>Existing Rate¹</i>	<i>New Rate²</i>
1 Year Point-to-Point Capped	Cap	6.00%	5.50%
1 Year Point-to-Point Uncapped	Participation Rate	30.00%	28.00%
1 Year Point-to-Point High Participation	Participation Rate	140.00%	140.00%
	Cap	5.50%	5.00%

¹Applies to index segments created on or before Aug. 15, 2023.

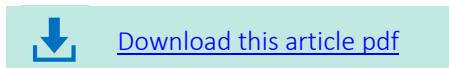
²Applies to index segments created on or after Sep. 15, 2023.

Illustration Software Updates

If you have an active internet connection, the *Lincoln DesignIt*SM Illustration System (v.62.0) will automatically update on August 14, 2023 to reflect the indexed account rate changes and new maximum illustrated rates; you will need to download the updated *Lincoln Inforce Platform* (v.39.0). If you need to download software, it is available on the Lincoln producer websites or from Field Office Technicians.



Provides talking points to help answer questions you may receive from customers.



Updated Foreign National Underwriting Guidelines

Revised as of August 14, 2023

Beginning Aug. 14, 2023, Lincoln’s Underwriting team is pleased to offer new opportunities within the foreign national market. The following updates will make it easier to do business with Lincoln and enable coverage for a broader set of your foreign national clients.



- **Allowing a Limited Power of Attorney to sign Good Health Statement**
- **Expand travel abroad criteria for U.S. Citizens or Green Card holders**
- **Routine inspection reports no longer required**

What’s changing?

	Prior Guidelines	New Guidelines – As of Aug. 14, 2023
Limited Power of Attorney (LPOA)	<p>The LPOA may be used if the policy owner is no longer in the U.S. at the time of policy delivery.</p> <p>The LPOA can be used for policy delivery only, on behalf of the policy owner to accept the policy on his/her behalf. The LPOA cannot sign any medical amendments or the Good Health Statement on behalf of the insured.</p>	<p>The LPOA may be used if the proposed owner and/or proposed insured is no longer in the U.S. at the time of policy delivery.</p> <p>The Attorney-In-Fact is authorized to accept and sign on behalf of the proposed owner or proposed insured any documents related to placing the Policy in force, including, but not limited to, the application on Policy delivery, any amendments to the Policy, any Policy sales illustration and/or documentation including but not limited to the Good Health Statement and Insurability Supplement and Policy delivery receipt, which may be required and as approved by Lincoln.</p> <p>The LPOA must be in the U.S. to sign the delivery requirements.</p>
Travel abroad criteria	<p>A U.S. citizen or green card holder traveling more than 12-weeks annually outside of U.S. are subject to Lincoln’s Foreign National underwriting guidelines.</p>	<p>A U.S. citizen or green card holder traveling more than 6-months annually outside of U.S. are subject to Lincoln’s Foreign National underwriting guidelines.</p>
Inspection Reports	<p>A routine inspection report is required for any life insurance policy over \$1 million.</p>	<p>A routine inspection report is no longer required for life insurance policies; however, one may be required based on underwriter discretion.</p>

Lincoln's Limited Power of Attorney Frequently Asked Questions

Q: What is a Limited Power of Attorney?

A: The proposed owner and/or proposed insured may appoint an individual, referred to as the "Attorney-In-Fact" to act on their behalf for limited purposes to place a policy in force. The Limited Power of Attorney is also referred to as an LPOA or POA.

Q: What can the LPOA be used for?

A: If the proposed owner and/or proposed insured is no longer in the U.S. at the time of policy delivery, the Attorney-In-Fact is authorized to accept and sign on behalf of the proposed owner or proposed insured any documents related to placing the Policy in force, including, but not limited to, the application on Policy delivery, any amendments to the Policy, any Policy sales illustration and/or documentation including but not limited to the Good Health Statement and Insurability Supplement and Policy delivery receipt, which may be required and as approved by Lincoln.

Since the policy must be delivered in the U.S., establishing a LPOA may be useful if the client will be outside the country when the policy is ready to be delivered.

Q: Where can Lincoln's suggested LPOA language be found?

A: Lincoln's Limited Power of Attorney agreement can be found on the Forms Tool on the Lincoln website as of Aug. 14, 2023 (Form LF11891) under Non-Required Forms > Administration.

Q: Can the LPOA be notarized in another country?

A: No. The LPOA must be executed and notarized in the U.S. The notary must be licensed in a U.S. state.

Q: Can the Attorney-in-Fact sign on behalf of the insured?

A: Yes. For variable life insurance cases, there may be certain broker-dealer requirements or restrictions that apply.

Q: Can the Attorney-in-Fact sign medical amendments or a Good Health Statement?

A: Yes. For variable life insurance cases, there may be certain broker-dealer requirements or restrictions that apply.

Q: Does the Attorney-in-Fact need to be physically present when the LPOA is executed?

A: No.

Q: Who can serve as the Attorney-in-Fact, according to Lincoln?

A: The person must be a disinterested third-party and be at least 18 years of age. The person is not required to be a U.S. citizen, have a green card or nexus, however there must be no financial benefit to this person from the sale of the policy. The Financial Professional or anyone on the Financial Professional's staff should not serve as the Attorney-in-Fact.

Assuming there is no conflict of interest in the sale, some examples of those who could serve as Attorney-in-Fact under Lincoln's LPOA for medical amendments and/or the Good Health Statement include: attorney, tax advisor, compliance officer for firm, officer of firm, owner of policy (for insured only), beneficiary of policy, close family member or friend of proposed insured.



For additional questions on your Foreign National business, please contact Lincoln's Specialty Underwriting team at 844-266-0828.



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Online Beneficiary Changes

For individual Lincoln life insurance policies

Beginning August 14, 2023, Lincoln is pleased to offer individual life insurance policyholders the ability to modify their primary and contingent beneficiaries online! This feature is exclusively designed for consumers who have a registered account on LincolnFinancial.com, and enables hassle-free beneficiary updates for significant life events, such as the birth of a child, the arrival of new grandchildren, or the addition of a trust.

Key Benefits



Convenient

Friendly Policyholders can easily make changes to their beneficiaries at a time that's convenient to them.



Fast

Policyholders can enjoy immediate changes to their policy without delays associated with mail or fax.



Environmentally Friendly

Policyholders can now avoid printing and wet signing forms, which helps us reduce our environmental footprint.

What You Need to Know

✓ Eligibility:

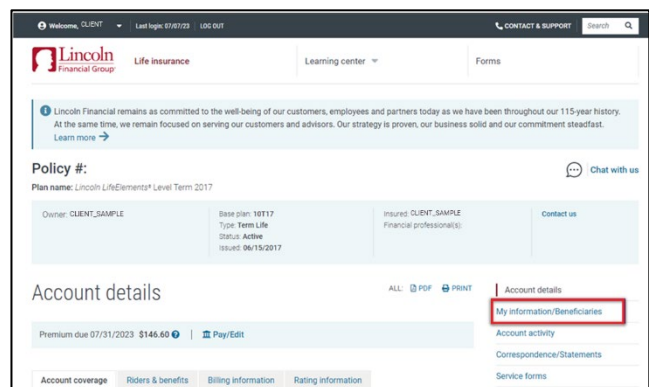
- The policyholder must be a LincolnFinancial.com registered user for online policy access.
- Any policy that is still pending or has other policy-specific restrictions will not be eligible.

✓ Limitations:

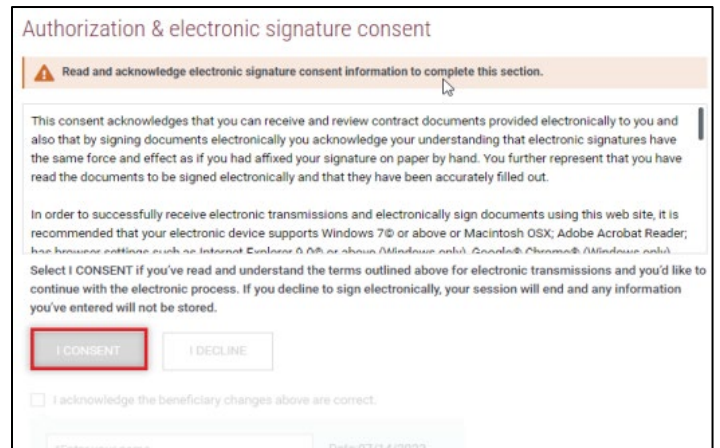
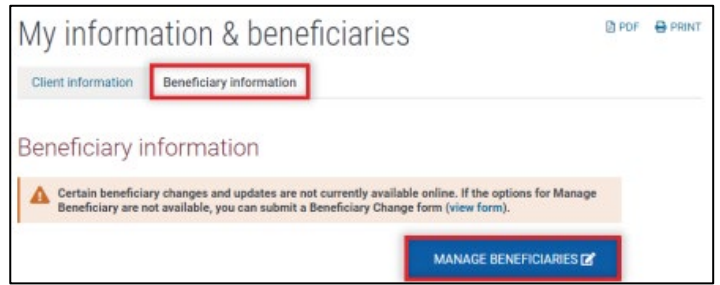
- Policies with irrevocable beneficiaries cannot be changed online.
- Policies cannot accept more than a combined total of 14 primary or contingent beneficiaries using the online tool. For more than 14 beneficiaries, please contact us using the number below.
- A trust or trustee(s) beneficiary can be added but not changed or removed online.
- If beneficiaries are unable to be changed online, the turnaround time for manual processing is 7 business days.

How It Works

1. Once the client is logged into their online account, they will see the following screen and would select **"My Information/ Beneficiaries"** from the menu on the right.



2. The client will then select “Beneficiary Information” from the top tab and click the blue “Manage Beneficiaries” button.
 - *Note: They will receive a warning message and a link to the traditional Beneficiary Change form for more complex changes that may not be allowed online.*
3. Once the client selects “Manage Beneficiaries,” they will have the ability to:
 - a. Add/delete a Primary or Contingent to what is already listed,
 - b. Update delegation percentages, or
 - c. Add additional details for current beneficiaries.
4. Once the client clicks “Save,” they can make additional changes or officially submit. At the end of the submission, there is a final authorization and electronic consent section. The client must click the “I Consent” button before the changes will be processed.



Please call 1-800-487-1485 with any additional questions.



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New Unified Life Application in MA

Available Now

Reprinted from the July 31, 2023 Lincoln Life Leader

Effective Starting August 14, 2023, the latest unified life insurance application package will be available for use in Massachusetts (MA). We are excited to finally offer this application in MA, following the nationwide launch in 2022. **With this new application comes two firsts for MA: Real-Time Offer opportunities for eligible clients, and the ability to sell Lincoln WealthAccelerate® IUL!**

This updated application package was designed based on feedback from our partners and consumers to enhance the user experience, improve clarity and readability of the forms, and reduce overall turnaround times by increasing efficiencies within case processing and underwriting. Please review our [Overview of Key Changes document](#), which provides a comprehensive overview of each form and the changes made throughout the application.


What you need to know

Many of the application supplements used with the unified application are now MA state-specific versions. For the new MA unified application, all application supplements used with it must be MA state application supplements; the use of old ICC-Compact application supplements will not be permitted.

The MA unified application package will be available for:

- All Term, Indexed UL (IUL) and Variable UL (VUL) products
 - Including *Lincoln WealthAccelerate*® IUL, which is being offered for the first time in MA
 - Not for use with *Lincoln MoneyGuard*® products
- All ages and all face amounts
- All submission methods (electronic applications (eApp), electronic tickets (eTicket), paper applications and paper tickets)

The application package will automatically update on the Lincoln Forms Tool, or wherever you access Lincoln's forms. eApp and eTicket submissions as well as client eInterview will automatically update to the new application questions.

 **Application for Individual Life Insurance – Part I**
The Lincoln National Life Insurance Company
PO Box 21008, Greensboro, NC 27420-1008
(Hereinafter referred to as the "Company")

Any person who knowingly presents a false or fraudulent claim for payment of a loss or benefit or knowingly presents false information in an application for insurance is guilty of a crime and may be subject to fines and confinement in prison.

Proposed Insured

1. Legal Name: (First) _____ (Middle) _____ (Last) _____ (Suffix) _____
2. Sex: Male Female
3. Date of Birth (mm/dd/yyyy): ____/____/____ (If age 70 or over, complete the Defined Age Supplement.)
4. Social Security Number (SSN): _____
5. Place of Birth (State/Country): ____/____
6. Citizenship (check one): I am a citizen of the United States.
 I am a valid green card holder and my country of citizenship is _____
(Attach a copy of your valid green card.)
 Neither, and my country of citizenship is _____
(Attach a copy of your passport.)
7. Driver's License Number (provide even if suspended/revoked): _____ State: _____
If no current license, check here and advise reason: _____
8. Physical Home Address (Street): _____ Apt. or Suite: _____
(City/State/ZIP): _____/_____/_____
Check here if Mailing Address is same as Physical Home Address.
9. Mailing Address (if different): _____ Apt. or Suite: _____
(City/State/ZIP): _____/_____/_____
10. Primary Phone: ____-____-____ (Check one) Cell Landline
11. Secondary Phone (if applicable): ____-____-____ (Check one) Cell Landline
12. Email: _____
13. Employer: _____ 14. Occupation: _____
15. Business Address (Street): _____ Suite: _____
(City/State/ZIP): _____/_____/_____
16. Individual Annual Earned Income: \$ _____
17. a. Total Assets (Retirement Accounts, Properties, etc.): \$ _____
b. Total Liabilities (Mortgages, Loans/Debts, etc.): \$ _____
18. Do you have any other sources of insuring income? Y N
If "Yes," a. Source(s) of Income: _____ (If the source is "disability," provide details in Number 53.)
b. Annual amount(s) received: \$ _____

Lincoln Financial Group is the marketing name for Lincoln National Corporation and its affiliates. Page 1 of 6
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Transition Guidelines

Electronic Submissions

- Beginning August 14, 2023, the new application packet will be automatically available on electronic submission platforms
- For eApps and eTickets that have been started but not yet submitted, these must be completed and sent out for eSignatures by close of business on August 11, 2023. Failure to do so may result in needing to create a new eApp or eTicket. No action is needed on pending cases that are already out for eSignature. eSignatures must be captured within 60 days.

Paper *LincXpress*® Ticket Submissions

- Effective on or after August 14, 2023, only the new ticket will be accepted.
- If an old *LincXpress* ticket is submitted on or after August 14, 2023, the agent will be contacted for any missing information required for the new ticket.

Paper Full Application Submissions

- There will be a 60-day transition period beginning August 14, 2023, in which Lincoln will accept either the current application or the new application.



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Important Information Regarding New York Situs

Guidance for handling Situs for residents of NY – Revised as of August 14, 2023

Key Updates

Effective August 14, 2023

- As we continue to reinforce our New York (NY) Situs measures, the following disclosure will be added to the Delivery Notice on all Term Products and the Illustration for our Permanent Products. Policy owner acknowledgment and signature is required. This statement is consistent with the agent acknowledgement statement that was added to the Agent's Report and Producer Attestations in May.
"The undersigned confirms this contract was principally negotiated, issued and delivered in the state where the application was signed, and no part occurred in the state of New York (NY). For NY residents, any communication pertaining to this contract also occurred in the state where the application was signed, and no part occurred in NY."
- The Out of State Sale Verification Form [LF12247] is **no longer required** on Informal Trial submissions for a New York (NY) resident with a non-NY product. You must include a cover letter indicating that the formal application will be a non-NY solicitation and product.

Effective August 28, 2023

- Lincoln will **no longer accept labs drawn in NY** as the exam (vitals) must be conducted OUTSIDE of NY and are generally completed at the time of the lab draw.

In 2021, [Lincoln Financial Group suspended the sale of several life insurance products](#), as well as suspended all electronic process solutions, in NY. Our Underwriting and New Business Department is closely monitoring applications for attempts to circumvent these rules by creating the appearance that an application was solicited in a state other than NY.

What you need to know about New York Situs

If any portion of the solicitation or application process occurs in New York (NY), including physical examinations, the application submitted must be a Lincoln Life & Annuity Company of New York (LLANY) application for a product approved in NY. In other states, life insurance products are issued by The Lincoln National Life Insurance Company (LNL). LNL is not licensed in NY. If LNL were to issue a policy that had been solicited or delivered in NY, the New York Department of Financial Services would view LNL as acting as an unauthorized insurer.

If a NY resident applies for coverage outside of NY, no part of the sale can take place in the state of NY. All sales activities must be conducted in the state of Situs and the NY resident must sign and submit the Out of State Sale Verification Form [LF12247] with the application. NY residents may only apply for life insurance coverage in another state if there is an obvious tie to the Situs state, other than for the reason of purchasing insurance. For Financial Professional use only. Not for use with the general public.

To clarify and reinforce these Situs measures, the following disclosure will be added to the Agent Report, Producer Attestations, Delivery Notice on all Term Products and the Illustration for our Permanent Products. Agent and policy owner acknowledgment and signature are required, where applicable.

"The undersigned confirms this contract was principally negotiated, issued and delivered in the state where the application was signed, and no part occurred in the state of New York (NY). For NY residents, any communication pertaining to this contract also occurred in the state where the application was signed, and no part occurred in NY."

The New York Department of Financial Services issued **Circular Letter No. 6, Sale of Unapproved Insurance Policies or Contracts to Residents of New York State in April 2011**. This letter noted that the Department’s findings that “producers submitted applications on behalf of New York residents that falsely stated that the transactions had taken place outside of New York, even though the producers in fact solicited applicants, completed applications, or delivered the policies or contracts in New York.” The Department stated that violations will lead to disciplinary action, which may include monetary penalties, suspension or revocation of the producer’s or insurer’s license. **VIEW >> [Circular Letter 6](#)**

Soliciting business in New York

If you encounter an applicant who has completed any portion of the solicitation/application process while located in New York (NY), ensure the application is submitted as a NY (LLANY) application for a product that is currently available for sale in NY. Product availability can be verified by viewing the [State Availability Grids](#). A failure to comply with these requirements may lead to further disciplinary action, up to and including termination for cause. **The following instances could be considered as soliciting a case in NY:**



Is this a New York Application?

- Meeting with the applicant(s) in NY
- Completing any portion of an application package in NY (see following instructions for “dummy applications”, trials or pre-trust applications)
- Delivery and/or signing of policies or contracts while in NY (traditional or electronic)
- Completion of an exam in NY
- Lack of an obvious and reasonable link to the Situs state by the Insured or Owner

Any paperwork or form that does not match the state of Situs For further information regarding Situs, please review Lincoln’s Individual Life Situs Guidelines.

For further information regarding Situs, please review [Lincoln’s Individual Life Situs Guidelines](#).

A Special Note on Trial, “Dummy” and Pre-Trust Applications in New York

Lincoln will only accept trials, dummy applications or pre-trust applications on New York (NY) residents for a non-NY product so long as ALL sales activities (application, illustration, paramed exam, policy delivery, etc.) are done outside of NY.

Effective August 14, 2023, the Out of State Sale Verification Form [LF12247] is no longer required with Informal Trial submissions. You must include a cover letter indicating that the formal application will be a non-NY solicitation and product.

If a NY resident applies for coverage outside of NY, and any part of the sale occurs in NY, the application will be rejected.


Frequently Asked Questions

Will Lincoln accept labs drawn in New York (NY) for a non-NY policy?	No. The labs and exam (vitals) must be conducted OUTSIDE of NY.
If my NY resident client conducted labs and an exam in NY for another carrier, will Lincoln accept the labs and exam for a non-NY policy?	Labs and exams completed in NY on another carrier’s form may be accepted by Lincoln for a non-NY policy, if and only if the labs and exam were conducted PRIOR to the signature date on Lincoln’s application forms. If the labs and exam were conducted in NY for another carrier on or after the signature date on Lincoln’s application forms, the labs and exam will not be acceptable. The client will be required to complete labs and exam outside of NY.

Can I submit a trial on a non-NY product for my NY resident client?	Lincoln will accept trials, dummy applications, or pre-trust applications on NY residents for a non-NY product so long as ALL sales activities (application forms, exam, etc.) are conducted in the state of Situs. You must include a cover letter indicating that the formal application will be a non-NY solicitation and product. Lincoln will <u>not</u> accept trials, dummy applications, or pre-trust applications on NY residents for any Lincoln <i>MoneyGuard</i> ® products.
Will Lincoln accept funds for a non-NY policy from a NY Bank?	Yes.
What are some examples of a valid Situs?	A valid Situs may include, but is not limited to, the following: <ul style="list-style-type: none"> • A second home/residence, • Work reasons and/or a physical business located in the state of sale, • A Trust domiciled in the Situs state, • Or other valid reasons to be in the state of sale other than for the purchase of life insurance



If you have questions about a case, please contact your dedicated Lincoln Underwriting & New Business team.

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Enhancements to *MoneyGuard*® Auto Follow-Up Emails


Available Now

Reprinted from the July 31, 2023 Lincoln Life Leader

Starting August 14, 2023, Lincoln MoneyGuard® Auto Follow-up emails will receive multiple enhancements to ensure timely, accurate and actionable case status updates throughout the application process. All case contacts will benefit from a refreshed Auto Follow-up process which features updated verbiage, newly added follow-ups throughout the policy’s lifecycle, and the removal of auto follow-ups that are no longer applicable to the MoneyGuard process.

Direct Channel case contacts will now receive these enhanced automated follow-ups to ensure timely case communications and limit manual processing. These will not replace the individual reach-outs New Business Case Managers make as necessary, but will provide a consistent cadence of policy updates, such as status change or added requirements.

Lincoln MoneyGuard Underwriting and New Business is committed to enhancing the application experience for our customers and we recognize the importance of case communications in our processes. Please contact your dedicated Underwriting & New Business Team with any questions.

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New Business Form Updates

August 14, 2023

WA Replacement Form

Forms 33503WA and LF10087WA now include a new “Explain” field for Question 6 as well as fields for an additional Applicant/Owner signature, if needed. There is a 30-day transition period starting August 14, 2023, in which either the old or new form will be accepted.

4506C Tax Return Form

The updated form now has Section 5d pre-populated with the following information: “The Lincoln National Life Ins Co.” Lincoln will now work directly with the National Credit Service for tax return orders.

Submitting an In-Good-Order Electronic Funds Transfer Form

What is required and why getting it right matters

We have received many inquiries regarding the **Electronic Funds Transfer (EFT) Authorization Form [CS06711]**, particularly regarding what fields are required and why. To provide clarity, we will explore the requirements and legalities behind two important EFT fields — **Premium Amount and Premium Mode**.

Why it Matters

The legal rules surrounding this form come from a set of banking standards **set by NACHA**. Not including the correct amount, mode or other information when required would be a violation of these guidelines, resulting in **high risk for you and Lincoln**.

What’s Required

Per NACHA, the following is required for any CS06711 EFT Authorization Form submitted **on or after August 14, 2023** (Note: we will accept any form submitted prior to this date):



Correct Amounts and Modes

The Premium Amount and Premium Mode **MUST** be complete and correct for all products to draft the premium and/or one-time payments, such as a lump sum.

- **Premium Amount:**
 - ✓ The Premium Amount must be correct for all products before drafting the premium.
 - ✓ If the Premium Amount changes, the form must be updated before drafting the premium.
- **Premium Mode:**
 - ✓ The Mode must be correct for all products before drafting the premium.
If the Mode changes, the form must be updated before drafting the premium.
 - ✓ For Perm products, verify that the illustration/projection matches.
 - ✓ If the One-Time draft box is selected, Lincoln will process a one-time draft based on the amount provided. Future premiums will not be drafted from this account.



Minimum Information Required

The Originator (Lincoln) must ensure that each consumer debit authorization (i.e., the EFT Authorization Form) includes the following minimum information:

- ✓ Language clearly stating whether the authorization obtained from the Payor is for a single entry, recurring entries, or one or more subsequent entries initiated under the terms of a standing authorization.
- ✓ The amount of the entry or entries, or a reference to the method of determining the amount of the entry(ies).
- ✓ The timing of the entries, including the start date (or a reference to start date which we have baked into our EFT Auth), number of entries and frequency of the entries.
- ✓ The Payor's name or identity.
- ✓ The Payor's contact information (address, phone number).
- ✓ The account to be debited (this should include whether the account is a checking or savings account, bank name, account number and routing number).
- ✓ The date of the Payor's authorization.
- ✓ Language that instructs the Payor how to revoke the authorization directly with the Originator. This must include the time and manner in which the Payor must communicate the revocation to the Originator.
 - For a single entry authorized in advance, the right of the Payor to revoke authorization must provide the Originator a reasonable opportunity to act on the revocation instruction prior to initiating the entry.



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Automated Underwriting Expansion to eApp

Coming late-August 2023

On August 28, 2023, Lincoln will expand its automated underwriting capabilities to include **electronic application (eApp) submissions** for life insurance products. This is the next milestone in our “Digital Underwriting Evolution,” as we continue to expand the offering of our technology advancements to more clients. eApp will now leverage our digital underwriter to help streamline the underwriting review and will bring lab-free consideration to qualifying clients. Benefits of automated underwriting include a faster processing time and simplified client experience.

What You Need to Know

Life eApp is an electronic submission process for the traditional full application and is completed by the Financial Professional through Lincoln's Producer website at no cost, or through an iPipeline account.

Eligibility


eApp cases eligible for automated underwriting and lab-free consideration include:

- Ages 18-60, and
- Face amounts \$2.5 million and less
- Products: Life insurance (Term, IUL, VUL), excluding survivorship
- For clients not eligible for AU and lab-free consideration, there will be no changes to the eApp process

NEW eApp client online interview

- To be considered for the lab-free process, the client will be required to complete a brief online personal history interview (PHI) to provide additional underwriting information.
- Lincoln will email a link directly to the client, following the submission of the eApp by the Financial Professional.
- An eApp [Client Interview Guide](#) will be attached to the email, to help the client prepare for the questions.
- Your client should expect the interview to take approximately 20-minutes.
- For clients that do not wish to complete an online interview, an opt-out feature will be available for the Financial Professional to select. If opt-out is selected, the client will not be eligible for lab-free consideration.

Lab-Free Consideration

 This application may be eligible for the lab-free process. Your client will need to complete an online interview to provide additional underwriting information. Your client is automatically opted-in unless you select to opt-out below.

I choose to opt my client out.

Training Material

- eApp agent training brainshark – available Aug. 28 in the Lincoln Leader



Please contact your dedicated Lincoln Underwriting & New Business team with any additional questions.



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State Approvals

Last Updated 8/14/2023

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All guarantees and benefits of the insurance policy are subject to the claims-paying ability of the issuing insurance company. They are not backed by the broker-dealer and/or insurance agency selling the policy, or any affiliates of those entities other than the issuing company affiliates, and none makes any representations or guarantees regarding the claims-paying ability of the issuer.

Products, riders, and features are subject to state availability. Limitations and exclusions may apply.

With variable products, policy values will fluctuate and are subject to market risk and to possible loss of principal.

Lincoln variable universal life insurance is sold by prospectuses. Carefully consider the investment objectives, risks, and charges and expenses of the policy and its underlying investment options. This and other important information can be found in the prospectus for the variable universal life policy and the prospectus for the underlying investment options. Prospectuses are available upon request and should be read carefully before investing or sending money. For current prospectuses, please call 800-444-2363 or go to www.LincolnFinancial.com.

It is possible coverage will expire when either no premiums are paid following the initial premium, or subsequent premiums are insufficient to continue coverage.

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Not guaranteed by any bank or savings association
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