

LIFE SOLUTIONS

# The Lincoln Leader

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## Enhanced Underwriting Program

*Lincoln AssetEdge® VUL and Lincoln WealthAccumulate® 2 IUL*

Available for a limited time only

*Reprinted from the September 11, 2023 Lincoln Life Leader*

Lincoln is committed to finding new ways to help our partners grow their business and reach new customers. Today, we're pleased to announce that **effective Sept. 11, 2023**, Lincoln is offering an enhanced underwriting program to provide even more value with our accumulation-focused variable (VUL) and indexed (IUL) universal life insurance product solutions.

### What you need to know

*Lincoln AssetEdge® VUL and Lincoln WealthAccumulate® 2 IUL cases, subject to full underwriting and received at Lincoln in-good-order by Dec. 29, 2023, will receive a one-class underwriting upgrade.*

### Eligibility details and requirements

The following will be eligible for the enhanced underwriting program. All cases that are eligible for program will receive the one-class upgrade:

Product	<ul style="list-style-type: none"> <li>Lincoln AssetEdge® VUL</li> <li>Lincoln WealthAccumulate® 2 IUL</li> </ul>
Case Submission	<ul style="list-style-type: none"> <li>New submissions received at Lincoln in-good-order by Dec. 29, 2023, and placed inforce, or 1035 exchange initiated, by Mar. 29, 2024</li> <li>All pending cases not placed in-force as of Sept. 11, 2023 will be eligible, including cases in an issued status and/or pending 1035 exchanges in progress</li> <li>All submission methods (electronic/traditional tickets and applications)</li> </ul>
Issue age/face amounts	<ul style="list-style-type: none"> <li>Issue ages 20-80</li> <li>Face amounts less than \$50 million</li> <li>Subject to age/risk class guidelines based on product applied for</li> <li>Per current guidelines, backdating from age 81 to age 80 will not be permitted to qualify</li> </ul>
Underwriting	<ul style="list-style-type: none"> <li>Fully underwritten cases, <u>at a standard or better rating only</u>; subject to current underwriting guidelines</li> <li>Lab-free consideration</li> <li>Underwritten internal exchange</li> <li>Formal offers only</li> </ul>

### HEADLINES

[Enhanced Underwriting Program \(reprint\)](#)

[September is Life Insurance Awareness Month](#)

[GoDigital website](#)

[2023 Life Insurance Year-End Guideline \(Reprint\)](#)

[Lincoln Financial Group® to Work with Policy Owners Impacted by Hurricane Idalia in Florida](#)

## Exclusions

The following scenarios will NOT be eligible for the enhanced underwriting program:

- Policies placed inforce prior to Sept. 11, 2023; rewrites will not be permitted
- New submissions received at Lincoln after Dec. 29, 2023
- Trial Applications (Informal/Dummy Application); **the formal application** must be received at Lincoln by Dec. 29, 2023 to be eligible for the one-class upgrade
- Riders: the one-class upgrade only applies to the base product
- Face amounts \$50 million and above
- Term Conversions
- Substandard/Table-Rated Cases
- *Lincoln WealthAccumulate 2* IUL cases assessed at standard through the Table Reduction Program (TRP)
- The one-class underwriting upgrade cannot be used to be eligible for TRP consideration for *Lincoln WealthAccumulate 2* IUL cases.

**Note:** The Table Reduction Program (TRP) will temporarily be suspended for all *Lincoln AssetEdge*® VUL case submissions during this program. TRP availability for *Lincoln AssetEdge* VUL will resume for cases submitted on or after Jan. 1, 2024.

## Frequently Asked Questions

### What is the enhanced underwriting program?

Effective Sept. 11, 2023, for all fully underwritten, formal submissions of *Lincoln AssetEdge*® VUL or *Lincoln WealthAccumulate*® 2 IUL, Lincoln is offering a one-class underwriting upgrade for a limited time only. Cases must be received by Lincoln in-good-order by Dec. 29, 2023, and placed inforce or 1035 exchange initiated by Mar. 29, 2024, to be eligible.

### If my case was submitted prior to Sept. 11, 2023 and is still pending, will it be eligible?

Yes. Any *Lincoln AssetEdge* VUL or *Lincoln WealthAccumulate 2* IUL application that is pending and/or currently in underwriting is eligible; this includes any case in an issued status and/or 1035 exchanges that have been initiated. **For any case that is eligible for the program, the one-class upgrade will apply and cannot be declined.** If the policy is already placed inforce as of Sept. 11, 2023, it is not eligible for the enhanced underwriting program.

### Are there age or face amount restrictions for the program?

The program is available for issue ages 20-80 and face amounts less than \$50 million – subject to age/risk class guidelines based on product applied for. There are no changes to current product parameters or backdating rules. Please note: per current guidelines, backdating from age 81 to age 80 will not be permitted to qualify for this program.

### Are lab-free cases eligible?

Yes. Qualifying cases that are submitted through a LincXpress ticket or electronic application (eApp) will be eligible for lab-free consideration and the enhanced underwriting program.

### Are target premiums for producer compensation based on the upgraded underwriting class?

Yes. Target premiums are based on the upgraded underwriting class.

### Will producers be required to submit a revised illustration based on the new upgraded underwriting class?

Yes. The producer will be required to provide a revised illustration. When possible, New Business Case Managers will allow for signatures upon delivery as to not delay any case where a revised illustration and/or forms may be required due to the new upgraded underwriting offer.

### Are cases with a flat extra eligible?

Yes. A one-class underwriting upgrade will be offered on policies with a flat extra. The upgrade would apply to the underwriting class only and the flat extra would remain the same. For example, a client underwritten as standard non-tobacco with \$5.00 flat extra would be offered at preferred non-tobacco with \$5.00 flat extra.

### Are internal exchanges eligible?

Yes. Internal exchanges that are fully underwritten are eligible for the enhanced underwriting program.

### Are Foreign Nationals cases eligible?

Yes. Case submissions for Foreign National clients are eligible for the one-class upgrade.

**Are tobacco users eligible?**

Yes. For example, an insured that is underwritten at standard tobacco can be upgraded to preferred tobacco.

**Are term conversions eligible?**

No. Term conversions are not eligible for the upgrade.

**Are substandard-rated cases eligible?**

No. Substandard/table-rated cases are not eligible for the enhanced underwriting program. The client must be rated as standard or better to be eligible for the one-class upgrade.

**If my client qualifies for the Table Reduction Program (TRP) with *Lincoln WealthAccumulate*® 2 IUL, are they also eligible for the one-class upgrade?**

No. If the case qualifies for the TRP, the client is not eligible for the one-class underwriting upgrade. Additionally, the client cannot use the one-class underwriting upgrade to be eligible for the TRP.

**If my Lincoln AssetEdge® VUL case was submitted to Lincoln prior to Sept. 11, 2023 and qualified for the Table Reduction Program (TRP), will my client still be eligible for TRP?**

Yes, so long as the case was received at Lincoln prior to Sept. 11, 2023. The TRP will temporarily be suspended for all *Lincoln AssetEdge* VUL case submissions between Sept. 11, 2023 and Dec. 29, 2023. TRP availability for *Lincoln AssetEdge* VUL will resume for cases submitted on or after Jan. 1, 2024. **Please note:** If the case qualifies for the TRP, the client is not eligible for the one-class underwriting upgrade. Additionally, the client cannot use the one-class underwriting upgrade to be eligible for the TRP.

**Are inforce policies eligible?**

No. Any policy placed inforce prior to Sept. 11, 2023 is not eligible for the upgrade.

**Can I submit an application with the owner listed as a “Trust to be Established” by Dec. 29, 2023 to be eligible for the one-class upgrade?**

For cases with the owner listed as “Trust to be Established,” formal applications must be signed by the insured and submitted to Lincoln in-good-order by Dec. 29, 2023 to be eligible for the enhanced underwriting program. The only paperwork that Lincoln will not require at submission is the executed Certification of Trustee Powers with the trustee/owner’s signature, which must be received prior to policy issue.

**If my case qualified for the enhanced underwriting program but has an outstanding 1035 exchange as of Mar. 29, 2024, will my client still be eligible for the one-class upgrade?**

Yes. As long as the case was submitted in-good-order to Lincoln by Dec. 29, 2023 and the 1035 exchange has been initiated by Mar. 29, 2024, the client will still be eligible for the enhanced underwriting program.

**If I submit a detailed trial/informal application by Dec. 29, 2023, will it be eligible for the one class upgrade?**

No. Trial/informal submissions are not eligible for the one-class upgrade. Only formal applications submitted in-good-order by Dec. 29, 2023 will be eligible.

**How long will the enhanced underwriting program last?**

This program will be available for a limited time only for formal cases submitted and received by Lincoln in-good-order by Dec. 29, 2023. Any case received by Lincoln after that date will not be eligible for the upgrade. **All cases that qualify for the upgrade must be placed inforce, or 1035 exchanged initiated, by Mar. 29, 2024.**

**If my case has not been placed inforce by Mar. 29, 2024, what happens?**

Any case that previously qualified for the one-class upgrade, but is not placed inforce or 1035 exchanged initiated by Mar. 29, 2024, will revert to policy pricing associated with their assessed underwriting class. The enhanced underwriting program will no longer apply.



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



[Download the flyer](#)



## September is Life Insurance Awareness Month

As Lincoln Financial Group recognizes the 20<sup>th</sup> year of Life Insurance Awareness Month, we are sharing [Three actions consumers can take now to prioritize protection during Life Insurance Awareness Month](#)

### Connect with Lincoln

Provide clients with more information about life insurance and its role in protecting families' financial future.



**John Valickus, Vice President and Chief of Underwriting**, examines how underwriting has changed over the past two decades.

[Read the blog: From stress tests to stress-free approvals: Looking back on 20 years of life insurance underwriting](#)



**Stafford Thompson, Jr., SVP of Life and Executive Benefits Business Management**, discusses how you can connect with underserved markets and bridge the gap these communities are experiencing.

[Read the blog: Help protect America](#)

Provide clients with more information about life insurance a its role in protecting families' financial future.

[Understanding the basics](#)

[Beyond protection](#)

[Business planning](#)

## GoDigital

[www.LFG.com/GoDigital](http://www.LFG.com/GoDigital)

### One Location

For Life and *MoneyGuard*, with access to Annuities.

### Digital Resource Library

Helpful tools and videos in place

### Simplified, Modern Layout

Easier navigation and less reading

### What's New Carousel

See what's new

## 2023 Life Insurance Year-End Guidelines

*Individual Life, Executive Benefits and Lincoln MoneyGuard®*

*Reprinted from the August 28, 2023 Lincoln Life Leader*

Lincoln's Underwriting & New Business department is committed to helping you meet your year-end goals and objectives. Our focus is to ensure the maximum amount of your business is placed before the close of business on December 29, 2023.

We encourage you to submit all outstanding requirements for year-end cases as soon as possible. The following guidelines and key dates should be followed to meet these expectations.

### Key Dates and Deadlines

October 2	<b>Incoming 1035 exchange - overnight mailing requests.</b> For any incoming 1035 exchange, the surrendering carrier will be provided with Lincoln's FedEx account number and requested to overnight the check to Lincoln.
November 3	<b>Suggested 1035 exchange submission deadline.</b> Submit 1035 exchange applications and/or tickets to allow time for underwriting and receipt of 1035 exchange funds. Lincoln will leverage electronic methods to submit 1035 paperwork to surrendering carriers, when available
November 10	<b>Pending 1035 exchanges must be initiated.</b> After the Underwriting offer has been made and all issue-restrictive requirements are in-good-order, the exchange will be initiated, and the surrendering carrier will be requested to overnight the check to Lincoln. Completion of the 1035 exchange is subject to losing carrier turn-around times.
November 23-24	<b>Company Holiday</b>
December 7	<b>Suggested final date to submit all applications and tickets requesting a Tele-App or Phone PHI.</b> The completion of the interview is contingent on your client's scheduling availability. As a reminder, the online interview (eInterview) is flexible and can be completed at any time.
December 14	<b>Suggested final date to submit all full applications and tickets requesting an online interview.</b>
December 21	<b>All placement-restrictive requirements, including premium, must be received at Lincoln in-good-order to be guaranteed for placement by December 29, 2023.</b>
December 22	<b>2023 compensation income placement deadline.*</b> All business placed in-force with premium by December 22, 2023 will be considered as 2023 income. Any business placed after this date, through December 29, 2023, will count as 2023 production but will be treated as 2024 earnings.
December 25	<b>Company Holiday</b>

### PENDING CASE STATUS

The following *Memo to Agent Requirement* will be added to all pending cases starting October 16, 2023: "IMPORTANT YEAR-END NOTICE: To ensure this policy is placed in-force by year-end, all placement-restrictive requirements, including premium(s), must be received at Lincoln in-good-order by December 21, 2023."

\*Important information regarding Internal Replacements: For Lincoln internal replacements, all business must be placed in-force with premium by December 22, 2023 to be considered as 2023 compensation income. Any business placed after this date, through December 29, 2023, will count as 2023 production but will be treated as 2024 earnings.

## Always, Go Digital First!



### Digital Tools

To help expedite your case from submission to placement

**Lincoln will leverage electronic health records (EHR) in lieu of an APS, when possible!**

- **eSubmission (via eTicket or eApp)** Helps to ensure that applications/tickets are submitted in-good-order
- **Online client interview (eInterview)** Clients can complete their interview 24/7
- **Automated Underwriting** Creates an opportunity for the lab-free process with real-time offer - further speeding up the process
- **eNIGO** Resolves not-in-good-order form requirements online
- **ePolicy delivery** Offers same day delivery of issued policies with electronic signing capability for the agent and client
- **Pending Case Status** available 24/7 from your Lincoln Producer website or via automated email notifications

Visit [www.LFG.com/GoDigital](http://www.LFG.com/GoDigital) for more information and reference materials

### Lincoln's Suite of Digital Capabilities

- Eliminates paperwork
- Increases in-good-order submissions
- Streamlines underwriting decisions, a real-time offer is now available for qualifying clients
- Offers same day delivery of issued policies

### Best Practices

#### Top 3

- Always include special instructions on a cover sheet.
- Include an in-good-order EFT form for **all bank draft cases** and note on the coversheet if the first premium will be drafted. Available for all modes (monthly, quarterly, semi-annual, annual).
- Always make sure the ticket/application information is correct so it will match the client interview information.

#### FYI

- **1035 Exchange Follow-Up Calls:** Initial calls will be made 2 - 3 business days after the exchange has been initiated. Follow-up calls will be made every 1 - 2 weeks (based on carrier) on initiated cases that are in-good-order.
- **Wire Transfers are not instantaneous.** Please allow a minimum of 4 hours after initiation of a wire to Lincoln before trying to confirm its receipt. More information: [Wire and ACH Instructions](#)
- **Suitability review for VUL** can take time. Send all VUL forms through the outside broker-dealer (OBD) or Lincoln Financial Securities (LFS) representative for suitability review as soon as possible.
- **VUL policies** will be placed in-force within 2 business days from the date in which the final placement restrictive requirement was received in-good-order

#### Forms

- Complete application and all forms in their entirety, including the Agent's Report at submission, with correct agent code and agency/broker dealer, to ensure compensation is paid correctly.
- Download and submit the latest version of the application, forms and product illustration.
- Get signatures and dates on all forms. Trust/Corporate owned policies require the trustee/officer to sign with a title.
- The Replacement Notice [Form 33503] must be signed on/or before the application signature date. **For ticket submissions**, the Replacement Form [LF10087] must be signed on/or before the earliest solicitation signature date.

**TermAccel  
Contacts**

**Case Processing & Underwriting**  
[TermAccelUWNB@LFG.com](mailto:TermAccelUWNB@LFG.com)  
(844) 815-6925

**TermAccel Client Interview Team**  
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(844) 815-7582



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



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## Lincoln Financial Group® to Work with Policy Owners Impacted by Hurricane Idalia in Florida

Lincoln Financial Group® (Lincoln) recognizes the hardships many of our policy owners and agents have experienced related to Hurricane Idalia in Florida. As the hurricane may have impacted the timeliness of payments and submission of paperwork, we will work with our policy owners, agents and brokers, on a case-by-case basis, to ensure their Lincoln insurance coverage will remain in force and not lapse due to nonpayment of premium.

If you were impacted by the Hurricane Idalia, please contact us at the phone number listed below with any questions you may have with your coverages:

**Individual Life Insurance: 1-800-487-1485**

## State Approvals

Last Updated 9/11/2023

[View State Availability Grids](#)

## Looking for an article?

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### Important Information:

Lincoln life insurance policies are issued by The Lincoln National Life Insurance Company, Fort Wayne, IN, and distributed by Lincoln Financial Distributors, Inc., a broker-dealer. **The Lincoln National Life Insurance Company does not solicit business in the state of New York, nor is it authorized to do so.**

Policies sold in New York are issued by Lincoln Life & Annuity Company of New York, Syracuse, NY, and distributed by Lincoln Financial Distributors, Inc., a broker-dealer.

**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](http://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.

**Only registered representatives can sell variable products.**

**For Financial Professional use only. Not for use with the public.**

Not a deposit
Not FDIC-insured
Not insured by any federal government agency
Not guaranteed by any bank or savings association
May go down in value

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