

Lincoln AssetEdge® Enhanced Underwriting Program

Available for a limited time only

As we continue to navigate today’s unprecedented environment, Lincoln remains strongly committed to the life insurance business and to upholding our leading-edge underwriting principles that balance sound risk assessment practices with competitive consumer value. Through these challenging times, we continue to look for new ways to help our partners grow their business and reach new customers.

Effective August 10, 2020, Lincoln is pleased to announce an enhanced underwriting program to strengthen the competitive value of our *Lincoln AssetEdge®* variable universal life (VUL) insurance product.

What you need to know

Beginning August 10, 2020, *Lincoln AssetEdge* VUL cases will receive a one-class underwriting upgrade for a limited time only

Product eligibility

- *Lincoln AssetEdge* VUL
- *Lincoln AssetEdge* Exec VUL

Case submission guidelines

- New submissions must be received at Lincoln in good order by close of business on December 31, 2020, to be eligible
- *LincXpress* ticket, eApp and traditional application submissions are eligible
- Pending cases not placed inforce as of August 10, 2020, including 1035 exchanges in progress, are eligible

Issue age/face amounts

- Issue ages 20-79
- All face amounts
- Subject to age/risk class guidelines based on product applied for
- Per current guidelines, backdating from age 80 to age 79 will not be permitted to qualify

Underwriting qualifications

- Fully underwritten cases are eligible, subject to current underwriting guidelines
- Substandard rated cases are eligible, subject to current underwriting guidelines
- *LincXpress* lab-free cases are eligible
- Underwritten internal exchanges are eligible
- All formal or trial offers are eligible

Not eligible for the underwriting upgrade program:

- Policies placed inforce prior to August 10, 2020
- New submissions received at Lincoln on or after January 1, 2021
- Cases postponed under the COVID-19 temporary underwriting guidelines
- Cases solicited in New York
- Term Riders
- Term Conversions
- Any *Lincoln VUL^{ONE}* and *Lincoln SVUL^{ONE}* case
- Any Term, UL or IUL case

Exclusions

Frequently Asked Questions

What is the enhanced variable product underwriting program?

Effective August 10, 2020, for all fully underwritten *Lincoln AssetEdge*® VUL and *Lincoln AssetEdge*® Exec VUL, Lincoln is offering a one-class underwriting upgrade for a limited time only. Cases must be received by Lincoln in good order by close of business on December 31, 2020, to be eligible. Not available in New York.

If my case was submitted prior to August 10, 2020, and still pending, will it be eligible?

Yes. Any *AssetEdge* VUL application that is pending and/or currently in underwriting are eligible, including any formal or trial offers. If the policy is already placed in force as of August 10, 2020, 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 20-79 and all face amounts – 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 80 to age 79 will not be permitted to qualify for this program.

Are lab-free cases eligible?

Yes. Cases that are submitted through the *LincXpress* ticket submission process, and qualify for the lab-free process will be eligible for the upgrade.

Are internal exchanges eligible?

Yes, internal exchanges that are fully underwritten are eligible for 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 associates will allow for signatures upon delivery to not delay any case in where a revised illustration and/or forms may be required due to the new upgraded underwriting offer.

If my client was postponed due to a substandard rating under the COVID-19 temporary underwriting guidelines but would now qualify with a one-class upgrade, are they eligible under this program.

No. If a client is postponed as a result of the [temporary underwriting guidelines](#), they are not eligible for an offer under this enhanced underwriting program. For example, a 50-year old rated Table 5 will be postponed under the temporary underwriting guidelines and is not eligible for a Table 4 offer under the enhanced underwriting program.

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 Foreign Nationals cases eligible?

Yes. Foreign National cases will be eligible for the 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.

Are substandard-rated cases eligible?

Yes. Substandard cases would also be eligible for a one-class upgrade. For example, if an insured is rated Table C, Lincoln would offer Table B.

Are inforce policies eligible?

No. Policies placed inforce prior to August 10, 2020 are not eligible.

How will trial offers be handled if the product is not known?

For any trial offer request that is received where the product is not indicated, the Underwriting team will notify the producer about the possible underwriting upgrade, if the product chosen is *Lincoln AssetEdge VUL* or *Lincoln AssetEdge Exec VUL*.

How long will the enhanced underwriting program last?

This program will be available for a limited time only, for cases submitted and received by Lincoln in good order by close of business on December 31, 2020. Any case submitted on or after January 1, 2021, will not be eligible for the upgrade.

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

Lincoln AssetEdge® VUL (2020) is issued on policy form ICC20-VUL688/20-VUL688 and state variations by The Lincoln National Life Insurance Company, Fort Wayne, IN and is offered through broker/dealers with an effective selling agreement. The Lincoln National Life Insurance Company is not authorized, nor does it solicit business in the state of New York. Contractual obligations are backed by the claims-paying ability of The Lincoln National Life Insurance Company. Lincoln Financial Group is the marketing name for Lincoln National Corporation and its affiliates.