

LIFE SOLUTIONS

The Lincoln Leader

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Coming Soon: Real-Time Approval

Instant communication of underwriting approval for Lincoln *MoneyGuard*® cases

Beginning March 13, 2023, Lincoln is excited to provide you and your clients with a Real-Time Approval for eligible Lincoln *MoneyGuard* cases. For a portion of your business, clients who are in excellent health and are able to be approved by our automated underwriting process may be informed of their approval immediately after their interview.

What is “Real-Time Approval”?

Real-Time Approval is the immediate communication of an underwriting approval at the end of the client online or phone interview. The client will be told they are approved either on the interview completion screen or by the telephone interviewer. The writing agent and case contact will also receive notice of the approval.

If the client does not receive a Real-Time Approval at the end of the interview, the case will continue as it does today. There will be no change to the underwriting and follow-up process. The agent and case contact will be notified through Lincoln’s standard pending case status process. They will be informed if the policy has been referred to an underwriter, postponed or declined.



Eligibility

Products

- Lincoln *MoneyGuard* Market Advantage®
- Lincoln *MoneyGuard* Fixed Advantage®

Ages

- 60 and younger

States

- All states

For more information about Real-Time Approval, please see our [RTA Flier](#) and our [RTA Agent Training Brainshark](#).

HEADLINES

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Revised COVID-19 Temporary Underwriting Guidelines

Reprinted from the Feb. 13, 2023 Lincoln Life Leader

In 2020, Lincoln implemented temporary underwriting guideline changes applicable to all pending and new submissions of Lincoln individual life insurance policies, including Lincoln *MoneyGuard*®. These changes were put into place to effectively navigate the risks associated with the pandemic. As we continue to monitor the external environment, we remain committed to upholding our leading-edge underwriting principles while ensuring we are operating responsibly.

Effective Feb. 13, 2023, Lincoln's COVID-19 temporary underwriting guidelines for life insurance products (Term, IUL and VUL) have been revised as follows:

- **Now eligible for consideration:**
 - All cases up to Table 6 for age 71-80
 - All cases up to Table 8 for age 70 and under
- **“Good Health Statement and Insurability Supplement” – Form LFF12222**, will only be required for placement in the following scenarios:
 - All cases for ages 70 and up
 - All cases when the Part II (exam and/or nonmedical form) is over 60 days old
 - All cases rated greater than standard, including flat extras and table reduction program
 - All cases with a face amount of \$10,000,000 and above

The signed Good Health Statement and Insurability Supplement Form is **valid for 60-calendar days from the client signature date on the form**. A new form will be requested if the policy is not placed within 60-calendar days of the client signature date as a result of other placement restrictive outstanding requirements – including, but not limited to: other delivery requirements, premium, or a revised illustration.

The following temporary underwriting guidelines will continue to remain in effect for all life insurance products (Term, IUL and VUL):

- **All cases meeting the following criteria will be postponed:**
 - Ages 81 – 85, all rate classes

For complete details on Lincoln's Life Operations COVID-19 Impacts, view our [Frequently Asked Questions](#) or visit www.LFG.com/GoDigital for the latest news and resources from Lincoln Underwriting & New Business.

PLEASE NOTE: *As a reminder, Lincoln Underwriting does not ask about immunizations (for any virus/disease) through the application process and has no plans to ask about the COVID-19 vaccine. The COVID-19 vaccine is not a factor in the underwriting process. The underwriting guidelines are subject to change and will override any underwriting guidelines currently published in Lincoln's marketing or reference material. Lincoln will continue to re-evaluate our position with changes in the current environment, as the COVID-19 pandemic evolves and/or as the Centers for Disease Control and Prevention (CDC) and World Health Organization (WHO) give further guidance.*

Foreign National Underwriting Guidelines

Reprinted from the Feb. 13, 2023 Lincoln Life Leader

Beginning Feb. 13, 2023, Lincoln's Underwriting team is pleased to offer new opportunities within the foreign national market. The following updates will now apply, enabling coverage for a broader set of your foreign national clients.



- Higher maximum age limits to age 75
- Raising minimum face amount and establishing net worth requirements
- Domestic autobind limits permitted for permanent U.S. residency
- Term coverage available for business coverage scenarios
- Additional approved countries

What You Need to Know

Lincoln will be raising the minimum face amount on all foreign national cases and establishing a minimum net worth requirement of \$1,000,000. **Applications for less than \$1,000,000 will be accepted through March 10, 2023.** All applications in a pending status as of March 10, 2023, will not be impacted by this limit.

Domestic Autobind Limit will be Allowed for Permanent U.S. Residency

For any foreign national applicant who meets all the following criteria, the current \$25,000,000 autobind limit for foreign nationals ages 18-70 will be **expanded to \$60,000,000 (\$65,000,000 jumbo limit) for ages 18-75**, aligning with Lincoln's domestic limits:

- Minimum face amount of \$1,000,000
- Minimum net worth of \$1,000,000 for proposed insured
- Applicants from Approved Countries must reside in the U.S. for the last **12 consecutive months**
- Applicants from Non-Approved Countries must reside in the U.S. for the last **24 consecutive months**, with no intent to travel back to their country of origin
- Has a social security number
- Owns a U.S. residence
- Pays U.S. income and property taxes

Term Coverage Available for Business Coverage Scenarios

For foreign national applicants with business coverage needs, 10 and 15-year *LifeElements*® term insurance will be available in the following scenarios:

- Ages 25 – 65
- Minimum face amount of \$1,000,000
- Minimum net worth of \$1,000,000 for proposed insured
- Maximum face amount of \$25 million, with a jumbo limit of \$35 million
- Standard to Table D available (Preferred rate classes are not available)
- Applicant must be employed by a U.S. company. (example: U.S. domiciled business or foreign company with a U.S. office)
- Owner must be the U.S. business or U.S. entity
- Key Person coverage: applicant works for a U.S. company and resides either in the U.S. or in an Approved Country. U.S. citizen working for a U.S. company in Approved Country is acceptable
- Buy/Sell coverage: applicant owns at minimum 20% share in the U.S. business and residing in either the U.S. or an Approved Country
- Electronic submission is currently not available for Foreign National term cases; only a traditional application or form/paper ticket can be accepted

Additions to the Approved Country List

The following countries have been added to the approved country list. Where noted, residence in only certain cities or regions will be acceptable.

- **Philippines** – Manila, Cebu City, Quezon City areas only
- **Guatemala** – Guatemala City only
- **Indonesia** – consideration for Jakarta and Bali
- **India** – in addition to the cities already on approved list, all other cities in India are now approved with the exception of Jammu and Kashmir regions

California HIV Underwriting Guidelines

Reprinted from the Feb. 13, 2023 Lincoln Life Leader

In accordance with California’s “Equal Insurance HIV Act,” effective Jan. 1, 2023, Lincoln Financial has updated our Underwriting Guidelines for individuals living with Human Immunodeficiency Virus (HIV) in the state of California.

Now Eligible for Consideration

- Life insurance:
 - *Lincoln LifeElements*® Level Term, IUL and VUL products
 - Excluding *Lincoln TermAccel*® Level Term and *Lincoln WealthAccelerate*SM Indexed UL
 - Ages 30-60
 - Full underwriting with labs and Attending Physician Statements (APS) required
- *Lincoln MoneyGuard*® Life Insurance:
 - All products
 - Ages 45-60
 - Full underwriting with Attending Physician Statements (APS) required

Additionally with this update, there will be a new California state specific consent form, “Notice and Consent for HIV-Related Testing - Form LF12514CA”. The new consent form will be available on Feb. 13, 2023, with a 60-day transition date.

State Approvals

Montana

- Lincoln MoneyGuard Market Advantage® (2022)

[View State Availability Grids](#)

Products and features are subject to availability and may vary by state.

Contractual obligations and Guarantees are subject to the claims-paying ability of the issuing company:

- The Lincoln National Life Insurance Company of Fort Wayne, IN; or
- Lincoln Life & Annuity Company of New York of Syracuse, NY.

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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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