

Executive Underwriting Programs

Insurance solutions
to help protect
the business and
retain top talent



LIFE SOLUTIONS

Guide for Financial
Professionals

Insurance products issued by:
The Lincoln National Life Insurance Company
Lincoln Life & Annuity Company of New York

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Give your business clients an edge

Our MultiLife Business Solutions can help you identify and find solutions for your business clients' targeted needs with a dedicated sales team to help guide you through the process.

Underwriting programs that can meet your clients' needs

Our Guaranteed Issue and Simplified Issue underwriting solutions can help achieve efficiencies when implementing our business insurance strategies.

Program guidelines

Issue criteria

- Issue ages 20 – 70
- Average age of eligible group should be 55 or younger
- 75% participation rate of the eligible group
- Employer/employee relationship must exist
- U.S. citizens or those with permanent resident status only

Participant checklist

- Must earn a minimum salary (including bonus) of \$75,000
- Must be an executive, owner, nonclerical, white collar or managerial
- Must be actively at work performing the regular duties of their job, in the usual manner, and at the usual place of employment or business for at least 30 hours a week
- Must not have been hospitalized or otherwise absent from work due to illness or accident (not including vacations and holidays) for more than four consecutive days in the past 90 days

Issue guidelines

- Maximum issue limit on participant (including all increases) cannot exceed \$5 million
- Subsequent increases must be planned at the time of original underwriting; maximum increase of 20% per year
- Face amounts for the highest insured individual must not be greater than five times the average face amount of the carve-out group. Additionally, the maximum face amount must not be greater than five times the minimum face amount of the carve-out group

Guaranteed Issue underwriting program

Highlights

- No medical questions
- Available on 10 or more lives
- Nontobacco and tobacco rates apply
- Face amounts determined by:
 - Set amount (title/position/percentage or ownership) or
 - Formula (salary multiple/defined premium or defined benefit)

Guaranteed Issue limits

Employer-owned	
Number of employees	Issue multiples per life
10–19	\$40,000 – \$60,000 x number of lives
20+	\$50,000 – \$70,000 x number of lives

Employee-owned	
Number of employees	Issue multiples per life
10–19	\$25,000 x number of lives
20–39	\$30,000 x number of lives
40+	\$40,000 x number of lives

Example			
Lives	Issue limits	Lives	Issue limits
10	\$600,000	25	\$1,750,000
15	\$900,000	50	\$3,500,000

Example			
Lives	Issue limits	Lives	Issue limits
10	\$250,000	25	\$750,000
15	\$375,000	50	\$2,000,000

Examples are based on a max funded accumulation case.

Our Guaranteed Issue program has been designed to facilitate the enrollment process of multiple life cases. We reserve the right to amend the program and to limit the availability of certain products for this program.

- Multiples per life determined based on plan design.
- Lower multiple used for death benefit-focused plan design.
- Higher multiples will be considered for max funded, cash accumulation plan designs.

Simplified Issue underwriting program

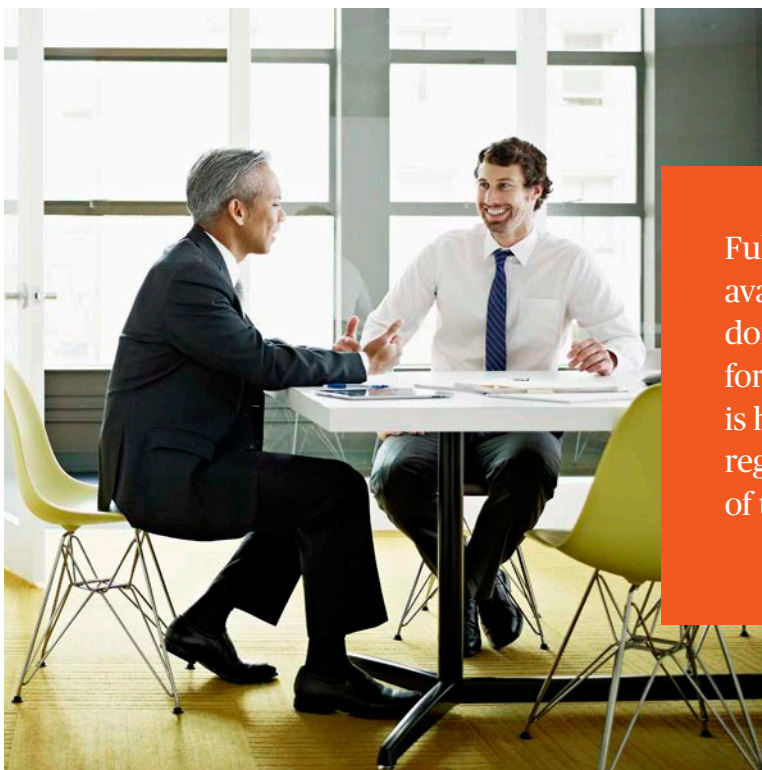
Highlights

- Only five medical questions
- Available on five or more lives
- Issue ages 18–70
- Face amounts determined by:
 - Set amount (title/position/percentage or ownership) or
 - Formula (salary multiple/defined premium or defined benefit)

Simplified Issue — employer-sponsored or employer-paid

Number of employees	Potential death benefit per life	Requirements
5–9	up to \$500,000	<ul style="list-style-type: none"> ■ SI application and HIPAA ■ Medical Information Bureau (MIB) check ■ Prescription search ■ Motor Vehicle Report (MVR) ■ APS as needed
10–14	up to \$1,000,000	
15+	up to \$1,500,000	

Our Simplified Issue program has been designed to facilitate the enrollment process of multiple life cases. We reserve the right to amend the program and to limit the availability of certain products.



Full underwriting is available for cases that don't meet our criteria for GI or SI. Our team is here to help you regardless of the type of underwriting.

Case consideration and offer process

The Lincoln Business Insurance Solutions team and experienced underwriters provide the resources and consultation to guide your GI/SI cases through this process from design to completion.



Case consultation

To request underwriting review for a case, send the following to your Lincoln representative or email the information to BusinessInsuranceSolutions@LFD.com:

- **MultiLife Fact Finder** (form LIF-QUES-FLI001)
- **Census**
Include the name, date of birth, gender, occupation, title, salary, smoker status, death benefit amount and premium amount for each participant. If you need a census template or additional instructions, contact your Lincoln representative.
- **Plan design and strategy**
You can discuss the details of the case with the Lincoln Business Insurance Solutions team to provide clarity on the purpose of the coverage, policy ownership, death benefit amounts and premium structure.

If during a previous underwriting evaluation the insured was either highly rated or uninsurable, Lincoln Financial reserves the right to decline insurance coverage.



Design

The Business Insurance Solutions team works with you to finalize the plan design to meet the needs of your client.



Final case review/offer

Our underwriting team will review your information. If no additional information is required and the case is suitable for Guaranteed Issue or Simplified Issue underwriting, you will receive a written offer letter. The offer letter must be received prior to any application submission.



New business processing

The Business Insurance Solutions team continues to assist you to ensure the appropriate paperwork is completed and sent to the Lincoln New Business team.

Products available for Guaranteed Issue or Simplified Issue underwriting

Lincoln MultiLife Business Solutions is approved for use with:

- *Lincoln AssetEdge*® Exec VUL
- *Lincoln AssetEdge*® VUL
- *Lincoln LifeGuarantee*® UL
- *Lincoln VUL*^{ONE}
- *Lincoln WealthAccumulate*® IUL
- *Lincoln WealthPreserve*® IUL

Note that Lincoln reserves the right to limit availability on certain products.

Financial underwriting guideline considerations

- There may be additional financial requirements specific to each plan. Your Lincoln Business Insurance Solutions team can provide more information.
- Underwriters have discretion in determining the appropriate amount of coverage, depending on case specifications.

Frequently asked questions

We've collected the most frequently asked questions and answered them here.

Is it possible to have “add-ons?”

Yes. However, add-ons to existing groups require review. When requesting a participant addition, the case must still be reflective of the original offer letter (number of lives, plan design, etc.).

Is there anyone who will not qualify for GI/SI underwriting?

Yes, GI/SI underwriting is not available for:

- Religious organizations
- Unions, associations, fraternal organizations and government entities
- Charities taking out policies on the lives of their members or donors
- Professional athletes

Are reinstatements allowed?

Yes. Reinstatements of GI or SI business follow normal underwriting guidelines that apply to fully underwritten business.

What about increases?

A maximum yearly increase of 20% of the face amount, up to the amount stated in the offer letter, is allowed. Any lives not included in the original census applying for an increase must be documented.

To request an increase, submit:

- A new GI or SI application from the policyowner
- A copy of the original offer letter, stating increases are permitted

An underwriter must sign off to ensure that the change adheres to the program guidelines as specified in the original offer letter.



Additional programs

MultiLife administrative platform services¹

Our concierge, no-cost administrative service for multiple life opportunities provides annual fiscal year-end reports connecting the business owner with the values they need automatically, right when they need them.

Professional Advantage Program

This streamlined life insurance program can issue a Lincoln life insurance policy up to \$20 million with no exams or labs for our professional clients who have had a complete physical, meeting our specified criteria, within the past 18 months. The program is available for business or personal insurance with submission of an application, nonmedical part II and APS.

Maximum face amount	\$20 million
Issue ages	25 – 65
Product availability	<i>Lincoln LifeElements</i> [®] Level Term, indexed universal and variable universal products as well as survivorship versions ² without rider restrictions
Income	\$100,000 or greater
Occupation	Knowledge-intensive professional
Citizenship	U.S. citizens or green card holders only
Spousal benefit	Coverage offered up to \$20,000,000. Spouse must meet Lincoln's exam criteria requirements ²
Underwriting class	Preferred plus, preferred, standard rate classes only
APS requirement	Attending physician statement (APS) is required and must include the executive physical exam
Executive physical exam	Exam within the past 18 months, which includes a minimum of Lincoln's required criteria (Ask your Lincoln representatives for complete requirements)

For consideration into this program, you must clearly state in a cover letter to the underwriter: "Professional Advantage Program case – exam and vitals not required." The following are excluded from the program:

- Table Reduction Program
- Foreign nationals
- Professional athletes
- Guaranteed life products
- *Lincoln TermAccel*[®]

Ask your Lincoln representative for complete information.

¹ Offered exclusively by the Lincoln *LifeComp*[®] platform.

² For all survivorship policies, the spouse is also required to complete an executive physical to take advantage of this program.

NOTE: For cases submitted through the Professional Advantage Program, the total current in-force coverage for the individual cannot exceed the \$65 million Jumbo limit. If the total in-force coverage exceeds \$65 million, underwriter approval prior to submission is required.

Questions?

For specialized case design, consultation and illustration support, contact your MultiLife Business Solutions team at 800-832-5372, option 2.

You may email the presale questionnaire and census to your Lincoln representative or send to BusinessInsuranceSolutions@LFD.com.

BUSINESS INSURANCE SOLUTIONS

- Potential for no medical underwriting
- Broad range of Lincoln permanent retail products
- Experienced, dedicated support for case consultation, case design and illustration, and plan implementation

Michael Deaton

Business Insurance Consultant
Michael.Deaton@LFD.com
336-691-4923

Jacob Fulkerson

Case Design
Jacob.Fulkerson@LFD.com
336-691-3235

Danielle Pagán

Business Insurance Consultant
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860-466-3011



Contact the Lincoln MultiLife Business Solutions team at 800-832-5372, option 2.

We're ready to help you succeed with specialized case design, illustration and plan implementation support.

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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Order code: LIF-MULT-BRC001



Issuers:

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

The Lincoln National Life Insurance Company does not solicit business in the state of New York, nor is it authorized to do so.

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.

In some states, contract terms are set out and coverage may be provided in the form of certificates issued under a group policy issued by The Lincoln National Life Insurance Company to a group life insurance trust. Products, riders and features are subject to state availability. The insurance policy and riders have limitations, exclusions, and/or reductions. Check state availability.

Distributor: Lincoln Financial Distributors, Inc., a broker-dealer

Policies:

Lincoln WealthAccumulate® 2 IUL (2020) policy form ICC20UL6092/UL6092 and state variations. Not available in NY.

Lincoln LifeGuarantee® UL (2019) policy form ICC19UL6080/UL6080 and state variations. Not available in NY.

Lincoln VUL^{ONE} (2021) is issued on policy form 20-VUL689/20NLER-620. Not available in NY.

Lincoln AssetEdge® VUL (2020) policy form ICC20-VUL688/20-VUL688 and state variations; *Lincoln AssetEdge*® VUL (2015) policy form LN683 in NY.

Lincoln WealthPreserve® 2 IUL (2020) policy form ICC20UL6091/UL6091 and state variations; *Lincoln WealthPreserve*® IUL (2017) policy form UL6082 in NY.

Variable products: Policy values will fluctuate and are subject to market risk and to possible loss of principal.

Variable products are sold by prospectuses, which contain the investment objectives, risks, and charges and expenses of the variable product and its underlying investment options. Read carefully before investing.

Only registered representatives can sell variable products.

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