

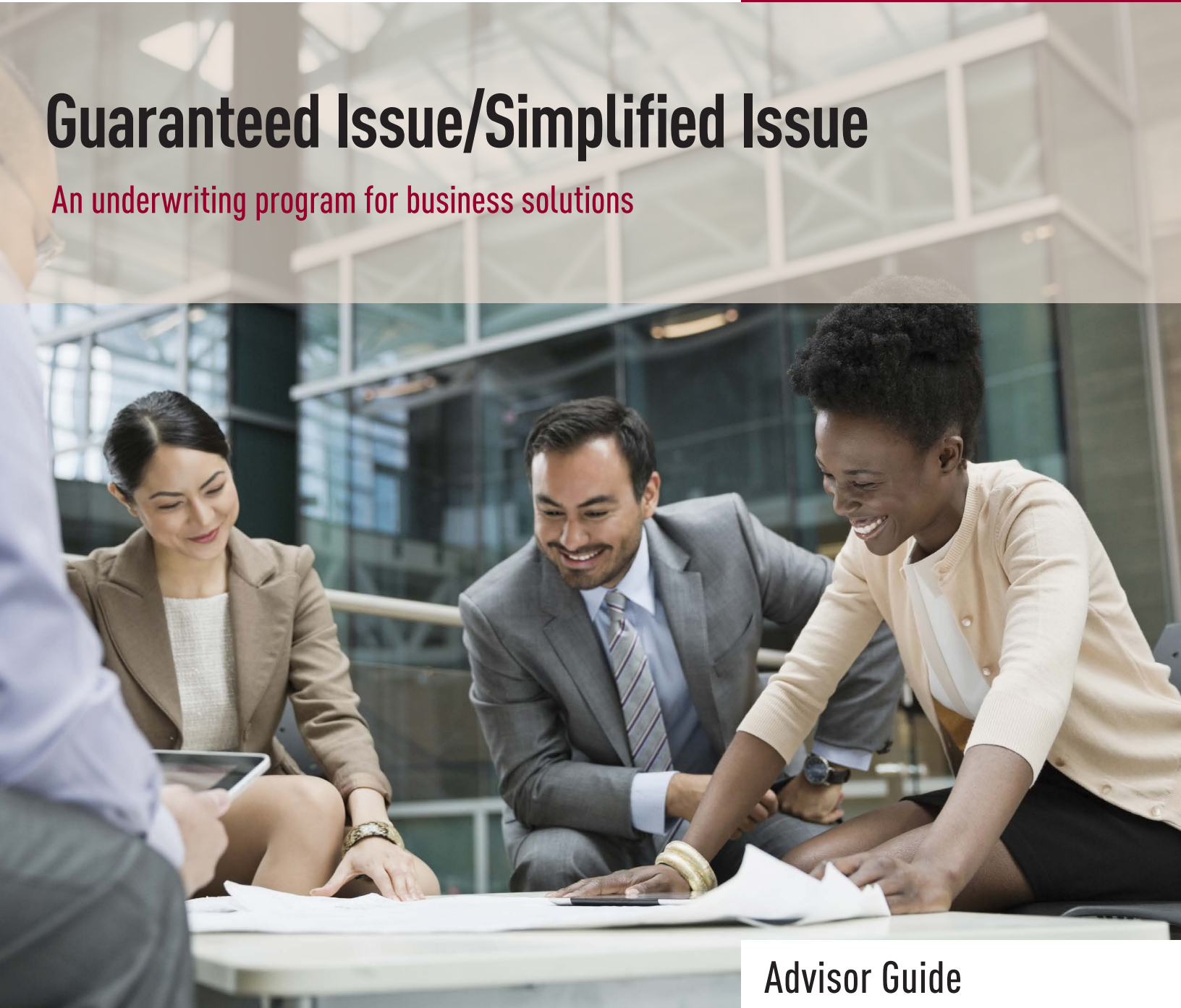


You're In Charge®

LIFE SOLUTIONS

Guaranteed Issue/Simplified Issue

An underwriting program for business solutions



Advisor Guide

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

2124909

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GI/SI program overview

Businesses today are facing tough competition — not just for attracting customers, but for attracting and retaining top-level employees.

Lincoln MultiLife Business Solutions is uniquely positioned to help

Guaranteed Issue and Simplified Issue underwriting solutions can help achieve underwriting efficiencies when implementing business insurance strategies, such as MultiLife Business Solutions, which can help you identify and find solutions for your business clients' targeted needs. These include key person indemnification, buy-sell funding, DBO plans, executive bonus, SERP, and other nonqualified deferral opportunities. You can rely on our experienced sales team to help guide you through the process.

Underwriting programs that can meet your clients' needs

Program guidelines	
Issue criteria	
<ul style="list-style-type: none">• Issue ages 20 to 70• Average age of eligible group should be 55 or younger	<ul style="list-style-type: none">• Employer/employee relationship must exist• U.S. citizens and those with permanent resident status only
Participant checklist	Issue guidelines
<ul style="list-style-type: none">• 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 five consecutive days in the past 90 days	<ul style="list-style-type: none">• 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 most highly insured employee must not be greater than five times the average face amount

Guaranteed Issue underwriting program

Highlights

- 100% participation*
- No medical questions
- Available on 10 or more lives
- 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		Employee-owned	
Number of employees	Issue limits per life	Number of employees	Issue limits per life
10–14	\$25,000 x number of lives	10–14	\$20,000 x number of lives
15–19	\$35,000 x number of lives	15–19	\$25,000 x number of lives
20+	\$50,000 x number of lives	20–49	\$30,000 x number of lives

Example				Example			
Lives	Issue limits	Lives	Issue limits	Lives	Issue limits	Lives	Issue limits
10	\$250,000	25	\$1,250,000	10	\$200,000	25	\$750,000
15	\$525,000	50	\$2,500,000	15	\$375,000	50	\$1,750,000
20	\$1,000,000	100	\$5,000,000	20	\$600,000	100	\$3,500,000

Our Guaranteed Issue program has been designed to facilitate the enrollment process of multiple life cases. The success of this program relies on the dedication of advisors to proper field underwriting and the completeness of case submission. We reserve the right to amend the program and to limit the availability of certain products for this program.

*100% participation based on eligible carve-out group.

Simplified Issue underwriting program

Highlights

- Only five medical questions
- Available on five or more lives
- Two available levels: Simplified Issue and Simplified Issue Plus
- 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	100% participation	75% participation	Requirements
5–9	\$200,000	\$100,000	<ul style="list-style-type: none"> • SI application and HIPAA • MIB check • Prescription search • MVR
10–20	\$40,000 x number of lives	\$20,000 x number of lives	
21+	\$50,000 x number of lives	\$35,000 x number of lives	

Simplified Issue Plus — employer-sponsored or employer-paid

Number of employees	100% participation	75% participation	Requirements
5–9	\$400,000	\$250,000	<ul style="list-style-type: none"> • SI application and HIPAA • MIB check • Prescription search • MVR • APS as needed
10–20	\$55,000 x number of lives	\$40,000 x number of lives	
21+	\$75,000 x number of lives	\$60,000 x number of lives	

Our Simplified Issue program has been designed to facilitate the enrollment process of multiple life cases. The success of this program relies on the dedication of advisors to proper field underwriting and the completeness of case submission. We reserve the right to amend the program and to limit the availability of certain products.

Fully underwritten options are available for cases that don't meet our criteria for GI or SI. Our team is still here to help regardless of your underwriting option.

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:

- **Presale Questionnaire for MultiLife Business Solutions** (form UW-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.

Financial underwriting guideline considerations¹

For buy-sell/stock redemption and/or key person, please provide:

- Percentage of ownership
- Fair market value for business and how that value was determined
- Copies of the formal buy-sell agreement and/or the business's income statement and balance sheet from the previous two years or third party business evaluation

MultiLife administrative platform services²

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.

¹ Underwriters have discretion in determining the appropriate amount of coverage, depending on case specifications.

² Offered exclusively by The Lincoln *LifeComp*® Platform. *LifeComp*® is a division of The Lincoln National Life Insurance Company. Lincoln holds a U.S. Patent on the *LifeComp*® System.

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 LifeCurrent*® UL (Simplified Issue only)
- *Lincoln LifeGuarantee*® UL
- *Lincoln LifeReserve*® IUL Accumulator
- *Lincoln LifeReserve*® UL
- *Lincoln VUL*^{ONE} (2014)
- *Lincoln WealthAccumulate*SM IUL (2018)
- *Lincoln WealthPreserve*® IUL (2017)

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

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 MultiLifeBusinessSolutions@LFD.com.

Craig Rubino

Business Insurance Consultant, MultiLife

Email: Craig.Rubino@LFD.com

Direct: 860-466-1656

Jordan Walker

Business Insurance Consultant

Email: Jordan.Walker@LFD.com

Direct: 336-691-3817

Michael Deaton

Business Insurance Case Design Consultant

Email: Michael.Deaton@LFD.com

Direct: 336-691-4923

- Toll free: 800-832-5372, option 2
- Business insurance solutions
- Potential for no underwriting
- Broad range of Lincoln permanent retail products
- Experienced, dedicated support for case design, sales, illustration and plan implementation

Frequently asked questions

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

1 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 Presale Questionnaire/Census (number of lives, plan design, etc.).

2 Is there anyone that 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

3 Are reinstatements allowed?

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

4 What about increases?

A maximum yearly increase of 20% of the face amount, up to the original offer amount stated in the offer letter, is allowed. Increases apply to the entire group; not an individual. 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.



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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LCN-2124909-051718
POD 6/18 Z02

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*SM IUL (2018) policy form ICC18UL6083/UL6083 and state variations.

Lincoln LifeReserve[®] UL policy form UL5051 and state variations; UL5051N in NY.

Lincoln LifeGuarantee[®] UL (2013) policy form UL6000 and state variations. Not available in NY.

Lincoln LifeCurrent[®] UL policy form UL5023 and state variations; UL5023N in NY.

Lincoln LifeReserve[®] Indexed UL Protector, also referred to as Lincoln *LifeReserve*[®] Indexed UL (2009), policy form UL5041 and state variations. Not available in NY.

Lincoln LifeReserve[®] Indexed UL Accumulator, also referred to as Lincoln *LifeReserve*[®] Indexed UL (2011), policy form UL5062N. Only available in NY.

Lincoln VUL^{ONE} (2014) policy form LN696 and state variations. Not available in NY.

Lincoln AssetEdge[®] Exec VUL (2009) policy form LN698 and state variations; Not available in NY.

Lincoln AssetEdge[®] VUL (2015) policy form LN683 and state variations with optional rider form ICC15LR631/LR-631; LN683 with optional rider form LR631 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.

For agent or broker use only. Not for use with the public.