

COVID-19 Temporary Underwriting Guidelines

Revised effective May 10, 2021

Last year, 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're operating responsibly.

Effective May 10, 2021, Lincoln's COVID-19 temporary underwriting guidelines have been revised with the following modifications:

- **The Table Reduction Program (TRP) is now available!** Consideration for up to \$10 million maximum face amount, through age 70, for Table 3 to Standard rate classes
- **Internal Retention Limits have been increased** up to \$20 million for permanent life insurance products
- **Substandard ratings, up to Table 4, will be considered** for all ages through 80
- **Cases assessed with a Flat Extra up to \$10.00 per \$1000** will be considered
- **Table Rated and Flat Extra combo cases will be considered** with up to Table 2 (150%) with a Flat Extra up to \$10.00 per \$1000
- **Lincoln *MoneyGuard*® cases for ages 71 and up** will now be considered for the following products:
 - *Lincoln MoneyGuard*® III, ages 71 – 80
 - *Lincoln MoneyGuard*® II, ages 71 – 79
 - *Lincoln MoneyGuard*® II NY, ages 71 – 79

For any pending case that was submitted prior to May 10, 2021 and was impacted by the prior temporary underwriting guidelines, please work directly with your dedicated Lincoln Underwriting team for guidance according to the revised guidelines on a case-by-case basis.

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.

Temporary Underwriting Guidelines

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

All cases meeting the following criteria will be postponed:

- All ages, rated Table 5 and higher
- Ages 81 – 85, all rate classes
- All cases assessed with a Flat Extra greater than \$10.00 per \$1000
- All cases assessed at Table 3 or higher with a Flat Extra greater than \$10.00 per \$1000

PLEASE NOTE: 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.

Visit www.LFG.com/GoDigital for the latest news, updates, FAQs and resources from Lincoln Underwriting & New Business and Customer Service.

If you have additional questions about these updates, please contact your dedicated Lincoln Underwriting team.

Underwriting Guidelines for Foreign Travel

The following guidelines apply to all Lincoln life insurance applications, including Lincoln *MoneyGuard*® Solutions:

- **U.S. Residents:** Travel restrictions apply to the countries listed below per our existing guidelines:

Afghanistan	Eritrea	Sierra Leone	South Sudan
Burundi	Ethiopia	Mali	Syria
Central African Republic	Haiti	Niger	Tajikistan
Congo	Iran	Nigeria	Venezuela
Ivory Coast	Iraq	Pakistan	Western Sahara

- **Foreign Nationals:** Underwriting offers will be considered for any Foreign National of a CDC Level 3 country that can legally travel to the U.S.
- Each situation will be evaluated on its own merits and we will provide further guidance as more information is known about the pandemic status
- CDC website [[cdc.gov/coronavirus](https://www.cdc.gov/coronavirus)]

Verification of Health Status

Lincoln requires the Declaration of Insurability (DOI) Form [ICC18LFF11709] for all underwritten life insurance policies. The DOI form is required to be signed after policy issue and will be a Delivery Requirement. For 1035 Exchanges, the DOI form will be required to initiate the exchange. The policy will not be placed in force until the DOI form has been signed and returned to Lincoln in-good-order.

This requirement is applicable for:

- All underwritten Term, UL, IUL, VUL products, excluding Lincoln *MoneyGuard*®
- All ages and face amounts
- Any exam completion date
- Any case that was previously closed and requested to be re-opened
- Any case with a Temporary Insurance Agreement (TIA) in place

PLEASE NOTE: The signed Declaration of Insurability (DOI) Form is valid for 10 business days from the client signature date on the form. A new DOI form will be requested if the policy is not placed within 10 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 Declaration of Insurability Form is available for completion through the eNIGO process; however, this requirement should not be completed until after policy issue.

If the client has COVID-19, it must be disclosed. Lincoln will then determine if it can continue to offer the policy or postpone until the client fully recovers.

Obtaining medical records, labs and other requirements

With implementation of stay-at-home orders, facility closures and other state restrictions, we recognize partners may experience delays with the retrieval of APS and medical records, criminal reports and/or obtaining exams or labs. While these requirements will not be waived, to help keep business moving forward, Lincoln will:

- Attempt to obtain information needed for Underwriting in alternative ways, including but not limited to obtaining Electronic Medical Records, PHI calls for medical history information and/or clarification, Claims Billing Data, and asking the client to obtain medical information from their Patient Portal(s)
- Work with clients to schedule exams and/or obtain necessary information as normal business operations begin to resume, including scheduling out beyond the current 45-day limit
- Honor insurance applications for one year from the date of submission (tickets will be honored for 90 days from the date of submission); Lincoln will keep the file open as we work to obtain outstanding requirements

Life insurance issued by The Lincoln National Life Insurance Company, Fort Wayne, IN and Lincoln Life & Annuity Company of New York, Syracuse, NY, and distributed by Lincoln Financial Distributors, Inc., a broker-dealer. Contractual obligations are backed by the claims-paying ability of the issuing insurance company. The Lincoln National Life Insurance Company does not solicit business in the state of New York, nor is it authorized to do so. Lincoln Financial Group is the marketing name of Lincoln National Corporation and its affiliates.