

eSubmission Agent Validation Enhancements

Coming soon for Lincoln Life and *MoneyGuard*® products

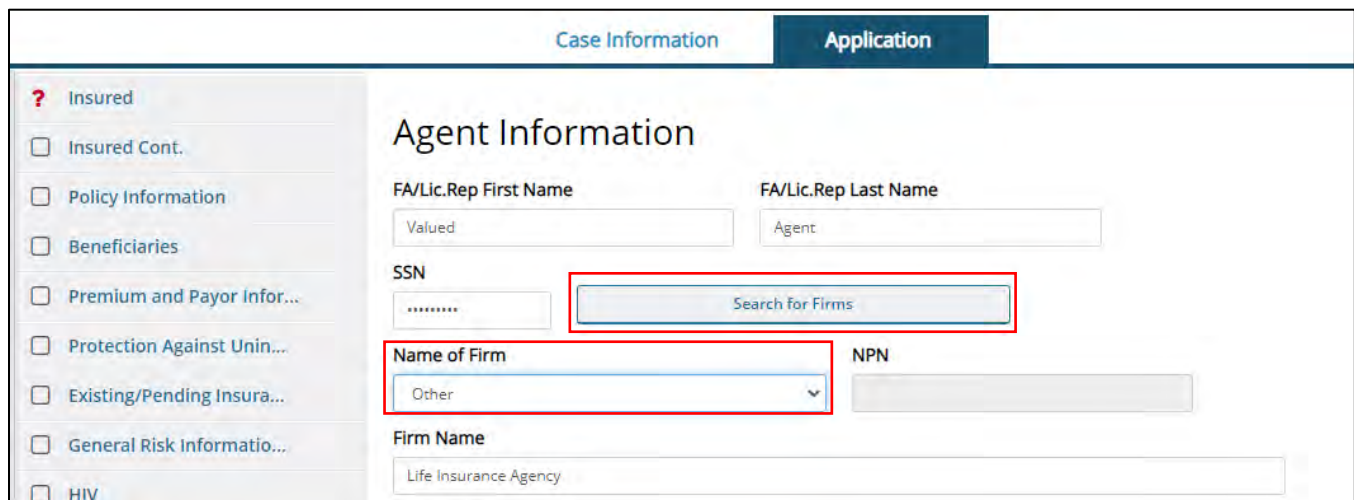
Beginning Nov. 14, 2022, Lincoln is pleased to announce an enhancement to the agent validation process for electronic submissions within iPipeline. This enhancement will reduce processing time and enable the case to appear on the pending website/pending feeds quicker by automatically assigning the agent's correct licensing appointment to the case, when available.

What you need to know

Within the Agent Information screen in iPipeline for all Lincoln Life and *MoneyGuard*® products, a new “**Search for Firms**” button will display after the agent enters their name and Social Security Number. This field will be required to proceed and this process will be repeated if there are multiple agents listed on the submission.

When the agent clicks “Search for Firms”, the system will perform a lookup to determine the agent's licensing appointment(s) with Lincoln. If the agent is recognized and appointed, all firms they are affiliated with will appear in the “Name of Firm” drop-down list. The agent will then select the firm name from the drop-down to which they would like the business placed and commissions paid.

If no firms are listed in the drop-down, or if the agent does not see the correct firm listed, they will select “other” and manually enter the Firm Name and any other required information on the screen.* For firm information that is manually entered, the new business case manager will verify the appointment and make additional outreach, as needed.



The “NPN” field is read-only and will display if applicable.

Full training for the Ticket and eApplication processes can be viewed via the following Brainshark links:

- [Lincoln TermAccel[®] Submission Process Agent Training](#)
- [LincXpress Ticket Submission Process Agent Training](#)
- [Life eApp Submission Agent Training](#)
- [Lincoln MoneyGuard[®] iGO[®] eApplication Submission Agent Training](#)

Life insurance issued by The Lincoln National Life Insurance Company, Fort Wayne, IN 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.

Lincoln MoneyGuard[®] solutions are universal life insurance and variable universal life insurance policies with long-term care rider(s) that reimburse for qualified long-term care expenses.