

Enhanced Underwriting Program

Lincoln AssetEdge® VUL and Lincoln WealthAccumulate® 2 IUL

Available for a limited time only

Lincoln is committed to finding new ways to help our partners grow their business and reach new customers. Today, we're pleased to announce that effective Sept. 11, 2023, Lincoln is offering an enhanced underwriting program to provide even more value with our accumulation-focused variable (VUL) and indexed (IUL) universal life insurance product solutions.

What you need to know

Lincoln AssetEdge® VUL and Lincoln WealthAccumulate® 2 IUL cases, subject to full underwriting and received at Lincoln in good order by Dec. 29, 2023, will receive a one-class underwriting upgrade.

Eligibility details and requirements

The following will be eligible for the enhanced underwriting program. All cases that are eligible for program will receive the one-class upgrade:

Product eligibility

- *Lincoln AssetEdge® VUL*
- *Lincoln WealthAccumulate® 2 IUL*

Case submission guidelines

- **New submissions received at Lincoln in good order by Dec. 29, 2023, and placed in-force, or 1035 exchange initiated, by Mar. 29, 2024**
- All pending cases not placed in-force as of Sept. 11, 2023 will be eligible, including cases in an issued status and/or pending 1035 exchanges in progress
- All submission methods (electronic/traditional tickets and applications)

Issue age/face amounts

- Issue ages 20-80
- Face amounts less than \$50 million
- Subject to age/risk class guidelines based on product applied for
- Per current guidelines, backdating from age 81 to age 80 will not be permitted to qualify

Underwriting

- Fully underwritten cases, at a standard or better rating only; subject to current underwriting guidelines
- Lab-free consideration
- Underwritten internal exchange
- Formal offers only

Exclusions

The following scenarios will NOT be eligible for the enhanced underwriting program:

- Policies placed in-force prior to Sept. 11, 2023; rewrites will not be permitted
- New submissions received at Lincoln after Dec. 29, 2023
- Trial Applications (Informal/Dummy Application); **the formal application** must be received at Lincoln by Dec. 29, 2023 to be eligible for the one-class upgrade
- Riders; the one-class upgrade only applies to the base product
- Face amounts \$50 million and above
- Term conversions
- Substandard/table-rated cases
- *Lincoln WealthAccumulate*® 2 IUL cases assessed at standard through the Table Reduction Program (TRP)
- The one-class underwriting upgrade cannot be used to be eligible for TRP consideration for *Lincoln WealthAccumulate* 2 IUL cases.

Note: The Table Reduction Program (TRP) will temporarily be suspended for all *Lincoln AssetEdge*® VUL case submissions during this program. TRP availability for *Lincoln AssetEdge* VUL will resume for cases submitted on or after Jan. 1, 2024.

Frequently asked questions

Q. What is the enhanced underwriting program?

A. Effective Sept. 11, 2023, for all fully underwritten, formal submissions of *Lincoln AssetEdge*® VUL or *Lincoln WealthAccumulate*® 2 IUL, Lincoln is offering a one-class underwriting upgrade for a limited time only. Cases must be received by Lincoln in good order by Dec. 29, 2023, and placed in-force or 1035 exchange initiated by Mar. 29, 2024, to be eligible.

Q. If my case was submitted prior to Sept. 11, 2023 and is still pending, will it be eligible?

A. Yes. Any *Lincoln AssetEdge* VUL or *WealthAccumulate* 2 IUL application that is pending and/or currently in underwriting is eligible; this includes any case in an issued status and/or 1035 exchanges that have been initiated. For any case that is eligible for the program, the one-class upgrade will apply and cannot be declined. If the policy is already placed inforce as of Sept. 11, 2023, it is not eligible for the enhanced underwriting program.

Q. Are there age or face amount restrictions for the program?

A. The program is available for issue ages 20-80 and face amounts less than \$50 million – subject to age/risk class guidelines based on product applied for. There are no changes to current product parameters or backdating rules. Please note: per current guidelines, backdating from age 81 to age 80 will not be permitted to qualify for this program.

Q. Are lab-free cases eligible?

A. Yes. Qualifying cases that are submitted through a *LincXpress*® ticket or electronic application (eApp) will be eligible for lab-free consideration and the enhanced underwriting program.

Q. Are target premiums for producer compensation based on the upgraded underwriting class?

A. Yes. Target premiums are based on the upgraded underwriting class.

Q. Will producers be required to submit a revised illustration based on the new upgraded underwriting class?

A. Yes. The producer will be required to provide a revised illustration. When possible, New Business Case Managers will allow for signatures upon delivery as to not delay any case where a revised illustration and/or forms may be required due to the new upgraded underwriting offer.

Q. Are cases with a flat extra eligible?

A. Yes. A one-class underwriting upgrade will be offered on policies with a flat extra. The upgrade would apply to the underwriting class only and the flat extra would remain the same. For example, a client underwritten as standard nontobacco with \$5.00 flat extra would be offered at preferred nontobacco with \$5.00 flat extra.

Q. Are internal exchanges eligible?

A. Yes. Internal exchanges that are fully underwritten are eligible for the enhanced underwriting program.

Q. Are foreign nationals cases eligible?

A. Yes. Case submissions for Foreign National clients are eligible for the one-class upgrade.

Q. Are tobacco users eligible?

A. Yes. For example, an insured that is underwritten at standard tobacco can be upgraded to preferred tobacco.

Q. Are term conversions eligible?

A. No. Term conversions are not eligible.

Q. Are substandard-rated cases eligible?

A. No. Substandard/table-rated cases are not eligible for the enhanced underwriting program. The client must be rated as standard or better to be eligible for the one-class upgrade.

Q. If my client qualifies for the Table Reduction Program (TRP) with *Lincoln WealthAccumulate*® 2 IUL, are they also eligible for the one-class upgrade?

A. No. If the case qualifies for the TRP, the client is not eligible for the one-class underwriting upgrade. Additionally, the client cannot use the one-class underwriting upgrade to be eligible for the TRP.

Q. If my *Lincoln AssetEdge*® VUL case was submitted to Lincoln prior to Sept. 11, 2023 and qualified for the Table Reduction Program (TRP), will my client still be eligible for TRP?

A. Yes, so long as the case was received at Lincoln prior to Sept. 11, 2023. The TRP will temporarily be suspended for all *Lincoln AssetEdge* VUL case submissions between Sept. 11, 2023 and Dec. 29, 2023. TRP availability for *Lincoln AssetEdge* VUL will resume for cases submitted on or after Jan. 1, 2024.

Please note: If the case qualifies for the TRP, the client is not eligible for the one-class underwriting upgrade. Additionally, the client cannot use the one-class underwriting upgrade to be eligible for the TRP.

Q. Are in-force policies eligible?

A. No. Any policy placed in-force prior to Sept. 11, 2023 is not eligible for the upgrade.

Q. Can I submit an application with the owner listed as a “Trust to be Established” by Dec. 29, 2023 to be eligible for the one-class upgrade?

A. For cases with the owner listed as “Trust to be Established,” formal applications must be signed by the insured and submitted to Lincoln in good order by Dec. 29, 2023 to be eligible for the enhanced underwriting program. The only paperwork that Lincoln will not require at submission is the executed Certification of Trustee Powers with the trustee/owner’s signature, which must be received prior to policy issue.

Q. If my case qualified for the enhanced underwriting program but has an outstanding 1035 exchange as of Mar. 29, 2024, will my client still be eligible for the one-class upgrade?

A. Yes. As long as the case was submitted in good order to Lincoln by Dec. 29, 2023 and the 1035 exchange has been initiated by Mar. 29, 2024, the client will still be eligible for the enhanced underwriting program.

Q. If I submit a detailed trial/informal application by Dec. 29, 2023, will it be eligible for the one-class upgrade?

A. No. Trial/informal submissions are not eligible for the one-class upgrade. Only formal applications submitted in good order by Dec. 29, 2023 will be eligible.

Q. How long will the enhanced underwriting program last?

A. This program will be available for a limited time only for formal cases submitted and received by Lincoln in good order by Dec. 29, 2023. Any case received by Lincoln after that date will not be eligible for the upgrade. All cases that qualify for the upgrade must be placed in-force, or 1035 exchanged initiated, by Mar. 29, 2024.

Q. If my case has not been placed in-force by Mar. 29, 2024, what happens?

A. Any case that previously qualified for the one-class upgrade, but is not placed in-force or 1035 exchanged initiated by Mar. 29, 2024, will revert to policy pricing associated with their assessed underwriting class. The enhanced underwriting program will no longer apply.

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