

The Lincoln Leader

OCTOBER 14, 2024

VOLUME 22, ISSUE 21

Foreign National Nexus Underwriting Guidelines Expansion

Effective October 14, 2024

Lincoln's underwriting team remains committed to our global clients through the continuous assessment and improvement of our Foreign National Guidelines. Earlier this year, we made updates to expand our autobind and jumbo underwriting limits, providing greater coverage options for our clients.

Today, we are pleased to share that **effective immediately** we are expanding our **nexus guidelines** to offer more opportunities for clients to satisfy the nexus requirements.

Additional Resource:
[Foreign National Guidelines](#)

What You Need to Know

- Foreign National clients must have a strong connection to the U.S. (nexus) and provide proof through at least one of Lincoln's requirements
- In addition to the approved nexus connections currently published in Lincoln's guidelines, the following are now available:
 - **UPDATED** Client owns U.S. bank or brokerage account(s) with a minimum balance of **\$25,000** (previously \$100,000) and open with that balance for at least **30 days** (previously 90 days) prior to application date
 - **NEW** Client travels on a regular or ongoing basis to the U.S. for business or pleasure
 - **NEW** Client has a child or immediate family member residing in the U.S. Immediate family members include parents, siblings, spouse and children
 - **NEW** Client is married to a U.S. citizen
- For complete guidelines and all nexus requirements, view Lincoln's [Foreign National Guidelines](#)

Headlines

[Foreign National Nexus Underwriting Guidelines Expansion](#)

[Lincoln IUL Products Now Available on FireLight eSubmission Platform](#)

[Simplify Your Life with Paperless Licensing & Contracting](#)

[Lincoln Financial to work with policy owners impacted by Hurricane Helene in FL, GA, TN, SC, and NC](#)

[Online 1099 Tax Statements and Email Notification \(Reprint\)](#)

[2024 Life Insurance Year-end Guidelines \(Reprint\)](#)

[Resource Roundup](#)

Reminder!

The following updates were made earlier this year to continue offering competitive life insurance options for global clients:

- Autobind limit increased to \$40 million, up from \$25 million
- Jumbo limit is increased to \$60 million, up from \$35 million
- Consideration will only be given for Lincoln approved countries

For additional questions and streamlined service on your foreign national cases, contact your specialty underwriting team dedicated to our foreign national clients:

Dedicated Phone

844-266-0828

Send requirements

SFNUWNB@LFG.com

Quick Quote

foreignnationalquickquotes@LFG.com

PDF

[Download the article pdf](#)

Lincoln IUL Products Now Available on FireLight eSubmission Platform

Effective October 14, 2024

Back in August 2024, we announced that Lincoln *MoneyGuard*® (Hybrid Long-Term Care Life Insurance) products were available on the FireLight eSubmission platform.

We are excited to share that **effective October 14, 2024, Indexed Universal Life Insurance (IUL) products** will also be available to our multi-carrier life insurance Distribution Partners on FireLight!

FireLight, a platform owned by the company Hexure, is another platform available in addition to [Lincoln's eSubmission Portal](#) and other available electronic submission options (i.e., iPipeline).

What You Need to Know

- Beginning October 14, 2024, only Lincoln *MoneyGuard*® and IUL products will be available on Firelight.
 - Stay tuned! Additional life insurance product lines will be introduced at later dates.
 - Reminder: Electronic submission is not available for *MoneyGuard*® II in California.
- Distribution Partners that are FireLight subscribers will need to manually add Lincoln products to make them available to their Financial Professionals.
- Each Distribution Partner will have a customized experience including the eSignature process (including email content, declines, PDF preferences, etc.).
- Lincoln will not be able to access or view case information until the case has been submitted on the FireLight platform.
- All electronic capabilities are subject to availability based on product, firm and/or state approvals.

Additional Resources

Coming Soon! Financial Professional IUL on FireLight Flyer

[Financial Professional MoneyGuard® on FireLight Flyer](#)

[Financial Professional User Guide](#)

For additional information, please contact your back office or [FireLight directly here](#).

PDF

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Simplify Your Life with Paperless Licensing & Contracting

At Lincoln, we know life moves fast. To simplify the lives of our life insurance and annuity Financial Professionals*, we offer online licensing and contracting solutions that are both faster and easier than paper processes. To access, start by logging into the [Lincoln Producer Website](#).

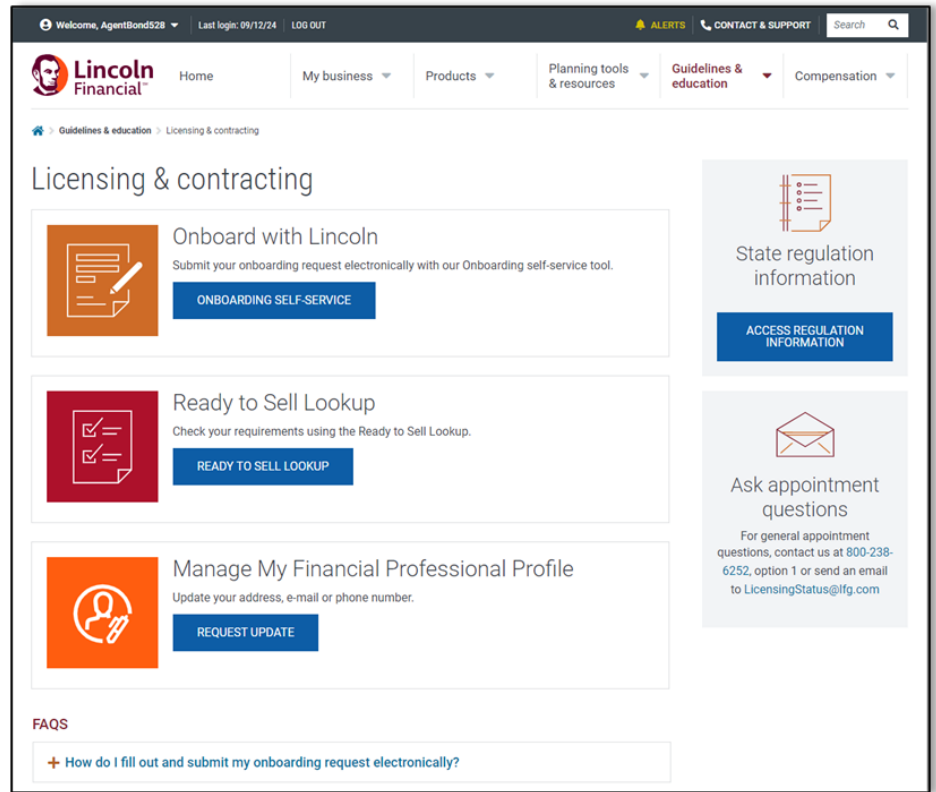
Additional Resources:

[Ready to Sell Lookup Tool](#)

[Online Contact Information Changes](#)

For additional questions, Contact our Customer Care Center at 800-487-1485

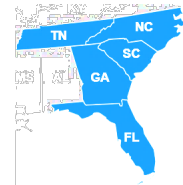
*Note: The web page at right is only available for established Financial Professionals and will not show for prospects.



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Lincoln Financial to work with policy owners impacted by Hurricane Helene in FL, GA, TN, SC, and NC

Lincoln Financial (Lincoln) recognizes the hardships many of our policy owners and agents have experienced related to Hurricane Helene in **Florida, Georgia, Tennessee, South Carolina, and North Carolina**. As the severe weather may have impacted the timeliness of payments and submission of paperwork, we will work with our policy owners, agents and brokers, on a case-by-case basis, to ensure their Lincoln insurance coverage will remain in force and not lapse due to nonpayment of premium.



If you were impacted by Hurricane Helene, please contact us at the phone number listed below with any questions you may have with your coverages:



Individual Life Insurance: 1-800-487-1485

Online 1099 Tax Statements and Email Notification

Reprinted from the **September 30, 2024, Lincoln Leader**

Lincoln is excited to offer its annuity and life insurance policy owners the ability to access 1099 tax statements online and opt-in to go paperless and receive an annual email notification when their tax statement(s) are ready to view online, instead of receiving their 1099 tax documents via mail.

[Click here to learn more about this new functionality and see step-by-step instructions on how it works](#)

Thank you for helping Lincoln customers go paperless and utilize our secure, digital self-service options!



1) Access 1099 Tax Statements Online

What's New

Registered customers can **view, download or print 1099 tax statements from the last seven years** within their LincolnFinancial.com online account.

Important Details

1. Tax statements for the previous year will be available online by January 31, as required by law.
2. Customers will be unable to access their tax forms online if:
 - They are not registered for a LincolnFinancial.com online account, or
 - They were terminated due to policy surrender or lapse due to non-premium payment.
3. Financial Professionals can view, download or print tax statements on behalf of a customer.
4. The seven-year date range only applies to tax statements, not to any other type of correspondence or statements.

2) Opt-In to Go Paperless

What's New

Registered customers can **opt-in to go paperless and receive an annual email notification when their tax statement(s) are ready to view online**, instead of receiving their 1099 tax documents via mail.

Important Details

1. Customers must opt-in to receive an annual email notification when their tax statement(s) are ready to view online.
2. Any changes made to a customer's tax statement delivery preferences in January may not be applied for the current year but will apply as soon as tax forms are available for the following year.
3. Financial Professionals cannot opt-in on behalf of a client.
4. Initially, this functionality will be delayed for customers in Utah.



PDF

[Download the pdf to learn more about this new functionality and see step-by-step instructions on how it works](#)

2024 Life Insurance Year-end Guidelines

Individual Life, Executive Benefits and Lincoln MoneyGuard®

Reprinted from the July 29, 2024, Lincoln Leader

Lincoln Underwriting and New Business is committed to helping you meet your year-end goals and objectives. To ensure the maximum amount of your business is placed before the close of business on Dec. 31, 2024, we encourage you to submit all outstanding requirements for year-end cases as soon as possible. The following guidelines and key dates should be followed to meet these expectations.

	Lincoln VUL ^{ONE} and Lincoln SVUL ^{ONE} ONLY	Life, MoneyGuard, Executive Benefits
Lincoln VUL^{ONE} and Lincoln SVUL^{ONE} application submission deadline. All applications or tickets must be submitted to Lincoln by Aug. 9, 2024, and be placed by Dec. 31, 2024. For any pending VUL ^{ONE} or SVUL ^{ONE} case not placed by the deadline, the client must select a different product, or the case will be cancelled.	August 9 NO EXCEPTIONS	N/A
Incoming 1035 exchange - overnight mailing requests. For any incoming 1035 exchange, the surrendering carrier will be provided with Lincoln's FedEx account number and requested to overnight the check to Lincoln.	August 9	October 4
1035 exchange submission deadline. Submit 1035 exchange applications and/or tickets to allow time for underwriting and receipt of 1035 exchange funds. Lincoln will leverage electronic methods to submit 1035 paperwork to surrendering carriers, when available.	August 9	Suggested by November 1
1035 exchange initiation deadline. After the Underwriting offer has been made and all issue-restrictive requirements are in-good-order, the exchange will be initiated, and the surrendering carrier will be requested to overnight the check to Lincoln. Completion of the 1035 exchange is subject to losing carrier turn-around times.	September 27 NO EXCEPTIONS	Suggested by November 8
Company Holiday November 28-29		
Suggested final date to submit all applications and tickets requesting a Tele-App or Phone PHI. The completion of the interview is contingent on your client's scheduling availability. Online interview (eInterview) is flexible and can be completed at any time.	N/A	December 6
Suggested final date to submit all full applications and tickets requesting an online interview (eInterview).	N/A	December 13
All placement-restrictive requirements, including premium, must be received at Lincoln in-good-order to be guaranteed for placement by Dec. 31, 2024.	4:00pm ET December 31	December 20
2024 compensation income placement deadline* All business placed in-force with premium by Dec. 20, 2024, will be considered as 2024 income. Any business placed after this date, through Dec. 31, 2024, will count as 2024 production but will be treated as 2025 earnings.	December 20	December 20
Company Holiday December 25		
2024 PLACEMENT DEADLINE: IMPORTANT for variable universal life (VUL) policies: All placement-restrictive requirements, including premium, must be received in-good-order no later than 4:00pm ET for placement on Dec. 31, 2024. If premium is received after 4:00pm ET, any pending case will place for 2025 production. For any pending non-1035 Lincoln VUL ^{ONE} or SVUL ^{ONE} case not placed by Dec. 31, 2024, the client must select a different product, or the case will be cancelled.	4:00pm ET December 31 NO EXCEPTIONS	December 31

*Important information regarding Internal Replacements: For Lincoln internal replacements, all business must be placed in-force with premium by Dec. 20, 2024, to be considered as 2024 compensation income. Any business placed after this date, through Dec. 31, 2024, will count as 2024 production but will be treated as 2025 earnings.

[Return to Headlines](#)

Always, Go Digital First!

PENDING CASE STATUS:

A year-end placement reminder, *Memo to Agent Requirement*, was added to all pending *VUL^{ONE}* and *SVUL^{ONE}* cases starting August 2024 and to all other policies in Q4 2024.

Lincoln will leverage electronic health records (EHR) in lieu of an APS, when possible!

Lincoln's Suite of Digital Capabilities

- Eliminates paperwork
- Increases in-good-order submissions
- Streamlines underwriting decisions
- Offers same day delivery of issued policies

Reference Materials IGO Best Practices

[Core Life](#)
[TermAccel®](#)
[MoneyGuard®](#)

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DIGITAL TOOLS

To help expedite your case from submission to placement

eSubmission (via eTicket or eApp) Helps to ensure that applications/tickets are submitted in-good-order

Online client interview (eInterview) Clients can complete their interview 24/7

Automated Underwriting Creates an opportunity for the lab-free process, further speeding up the process

eNIGO Resolves not-in-good-order form requirements online

Two -Way Communications Allows requirements to be satisfied and underwriting offers to be accepted via the Pending Website

ePolicy delivery Offers same day delivery of issued policies with electronic signing capability for the agent and client

Pending Case Status available 24/7 from your Lincoln Producer website or via automated email notifications

Visit www.LFG.com/GoDigital for more information and reference materials

Best Practices

Top 3

- Always include special instructions on a cover sheet.
- Include an in-good-order EFT form for **all bank draft cases** and note on the coversheet if the first premium will be drafted. Available for all modes (monthly, quarterly, semi-annual, annual).
- Always make sure the ticket/application information is correct so it will match the client interview information.

FYI

- **1035 Exchange Follow-Up Calls:** Initial calls will be made 2 - 3 business days after the exchange has been initiated. Follow-up calls will be made every 1 - 2 weeks (based on carrier) on initiated cases that are in-good-order. More information about carriers' 1035 processes: [1035 Exchange Carrier Information](#)
- **Wire Transfers are not instantaneous.** Please allow a minimum of 4 hours after initiation of a wire to Lincoln before trying to confirm its receipt. More information: [Wire and ACH Instructions](#)
- **Suitability review for VUL** can take time. Send all VUL forms through the outside broker-dealer (OBD) for suitability review as soon as possible.
- **VUL policies** will be placed in-force within 2 business days from the date in which the final placement restrictive requirement was received in-good-order.

FORMS

- Complete application and all forms in their entirety, including the Agent's Report at submission, with correct agent code and agency/broker dealer, to ensure compensation is paid correctly.
- Download and submit the latest version of the application, forms, and product illustration
- Get signatures and dates on all forms. Trust/Corporate owned policies require the trustee/officer to sign with a title.
- The Replacement Notice [Form 33503] must be signed on/or before the application signature date. **For ticket submissions**, the Replacement Form [LF10087] must be signed on/or before the earliest solicitation signature date.

Automated Underwriting

- If a policy qualifies for automated underwriting (AU), (ages 18-60 up to \$2.5M), please do not order labs in advance. Lincoln's AU process will determine if labs are needed.

Resource Roundup: Below is a summary of links shared in this newsletter.

<p>Article: Foreign National Nexus Underwriting Guidelines Expansion</p> <p>Guidelines: Foreign National Underwriting Guidelines</p>	<p>Article: Lincoln IUL Products Now Available on FireLight eSubmission Platform</p> <p>Flier: Lincoln’s eSubmission Portal</p> <p>Flier: Financial Professional MoneyGuard® on FireLight</p> <p>User Guide: Financial Professional User Guide</p>	<p>Article: Simplify Your Life with Paperless Licensing & Contracting</p> <p>FAQ: Ready to Sell Lookup Tool</p> <p>Flier: Online Contact Information Changes</p> <p>Article: Online 1099 Tax Statements and Email Notification</p>	<p>Article: 2024 Life Insurance Year-end Guidelines</p> <p>1035 Exchange Carrier Information</p> <p>Wire and ACH Instructions</p> <p>Reference Materials: Core Life TermAccel® MoneyGuard®</p>
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<p>State approvals</p> <p>Last Updated 9/30/2024</p> <p>View State Availability Grids</p>	<p>Go Digital</p> <p>Your one-stop shop for all Lincoln digital capability resources!</p> <p>GoDigital website</p>	<p>Market Intel Exchange</p> <p>Market data and insights from Lincoln and industry asset management partners</p> <p>Market Intel Exchange (PDF)</p>	<p>Explore our blogs</p> <p>Help solve a range of client income needs through holistic planning.</p> <p>See the latest blog.</p>	<p>Find an article</p> <p>View the Index of Articles</p> <p>or visit the Lincoln Leader archive page (must be logged in to LFD.com)</p>
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Important Information:

Lincoln life insurance policies are issued by The Lincoln National Life Insurance Company, Fort Wayne, IN, and distributed by Lincoln Financial Distributors, Inc., a broker-dealer. **The Lincoln National Life Insurance Company does not solicit business in the state of New York, nor is it authorized to do so.**

Policies sold in New York are issued by Lincoln Life & Annuity Company of New York, Syracuse, NY, and distributed by Lincoln Financial Distributors, Inc., a broker-dealer.

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.

Products, riders, and features are subject to state availability. Limitations and exclusions may apply.

With variable products, policy values will fluctuate and are subject to market risk and to possible loss of principal.

Lincoln variable insurance products are sold by prospectuses. Carefully consider the investment objectives, risks, and charges and expenses of the product and its underlying investment options. This and other important information can be found in the prospectus for the variable universal life policy and the prospectus for the underlying investment options. Prospectuses are available upon request and should be read carefully before investing or sending money. For current prospectuses, please call 800 444 2363 or go to <http://www.lincolnfinancial.com/>.

It is possible coverage will expire when either no premiums are paid following the initial premium, or subsequent premiums are insufficient to continue coverage.

Only registered representatives can sell variable products.

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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