

# EXTENDED: Lincoln VUL<sup>ONE</sup> Suite Enhanced Underwriting Program

Submission deadline extended until October 1, 2021

Lincoln is excited to announce that we are **extending the submission deadline to October 1, 2021 for the enhanced underwriting program for Lincoln VUL<sup>ONE</sup> and SVUL<sup>ONE</sup> cases**. This enhanced underwriting program provides even more value with our suite of *Lincoln VUL<sup>ONE</sup>* product solutions and supports our commitment to helping our partners grow their business and reach new customers.

## Updated - What you need to know

**Lincoln VUL<sup>ONE</sup> and SVUL<sup>ONE</sup> cases received at Lincoln by October 1, 2021, and subject to full underwriting, will receive a one-class underwriting upgrade. Any case placed inforce prior to May 20, 2021 is not eligible.**

Product eligibility	<ul style="list-style-type: none"> <li>Lincoln VUL<sup>ONE</sup></li> <li>Lincoln SVUL<sup>ONE</sup></li> </ul>
Case submission guidelines & eligibility	<ul style="list-style-type: none"> <li>New submissions must be received at Lincoln, in-good-order, by <b>October 1, 2021</b></li> <li>All cases eligible for the one-class underwriting upgrade must be placed inforce, or 1035 exchange initiated, by December 31, 2021</li> <li>LincXpress ticket, eApp and traditional application submissions are eligible</li> <li>Cases in a pending status as of May 20, 2021 are eligible</li> <li>1035 exchanges in process as of May 20, 2021 are eligible</li> </ul>
Issue age/face amounts	<ul style="list-style-type: none"> <li>Issue ages 20-80</li> <li>All specified amounts</li> <li>Subject to age/risk class guidelines based on product applied for</li> <li>Per current guidelines, backdating from age 81 to age 80 will not be permitted to qualify</li> </ul>
Underwriting qualifications	<ul style="list-style-type: none"> <li>Fully underwritten cases are eligible, subject to current underwriting guidelines</li> <li>Substandard rated cases are eligible, subject to current underwriting guidelines</li> <li>LincXpress lab-free cases are eligible</li> <li>Underwritten internal exchanges are eligible</li> <li>All formal or trial offers are eligible</li> </ul>
Exclusions	<p><b><u>Not eligible</u> for the enhanced underwriting program:</b></p> <ul style="list-style-type: none"> <li>Policies placed inforce prior to May 20, 2021</li> <li>New submissions received at Lincoln after <b>October 1, 2021</b></li> <li>Cases assessed at standard through the Table Reduction Program (TRP)</li> <li>The one-class underwriting upgrade cannot be used to be eligible for TRP consideration</li> <li>Cases currently postponed under the COVID-19 temporary underwriting guidelines</li> <li>Term Riders</li> <li>Term Conversions</li> </ul>

## Frequently Asked Questions

### What is the enhanced variable product underwriting program?

Effective immediately for all fully underwritten *Lincoln VUL<sup>ONE</sup>* and *SVUL<sup>ONE</sup>* cases, Lincoln is offering a one-class underwriting upgrade for a limited time only. Cases must be received at Lincoln in-good-order by **October 1, 2021** and must be placed inforce, or 1035 exchange initiated, by December 31, 2021.

### If my case is in a pending status, will it be eligible?

Yes. Any *Lincoln VUL<sup>ONE</sup>* or *SVUL<sup>ONE</sup>* application that is pending and/or currently in underwriting is eligible, including any formal or trial offers. If the policy is already placed inforce as of May 20, 2021, it is not eligible for the enhanced underwriting program.

### Are there age or face amount restrictions for the program?

The program is available for issue ages 20-80 and all face amounts – 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.

### Are lab-free cases eligible?

Yes. Cases that are submitted through the *LincXpress* ticket submission process and qualify for the lab-free process will be eligible for the upgrade.

### Are internal exchanges eligible?

Yes, internal exchanges that are fully underwritten are eligible for the enhanced underwriting program.

### How will the underwriting upgrade work for survivorship cases where the insureds are underwritten at different rate classes?

For survivorship policies, each life is assessed individually for qualification of the one-class underwriting upgrade. For example:

- If both insureds are underwritten at standard, both will qualify for the upgrade
- If one insured is standard through the TRP and the other insured is standard without concessions, only the insured who is underwritten at standard without concessions will qualify for the one-class upgrade

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

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

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

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

### If my client was postponed due to a substandard rating under the COVID-19 temporary underwriting guidelines but would now qualify with a one-class upgrade, are they eligible under this program?

No. If a client is postponed as a result of the [temporary underwriting guidelines](#), they are not eligible for an offer under this enhanced underwriting program. For example, a 50-year old rated Table 5 will be postponed under the temporary underwriting guidelines and is not eligible for a Table 4 offer under the enhanced underwriting program.

### Are cases with a Flat Extra eligible?

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 non-tobacco with \$5.00 flat extra would be offered at preferred non-tobacco with \$5.00 flat extra.

### Are Foreign Nationals cases eligible?

Yes. Foreign National cases will be eligible for the upgrade.

### Are tobacco users eligible?

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

### Are Term conversions eligible?

No. Term conversions are not eligible.

### Are substandard-rated cases eligible?

Yes. Substandard cases are eligible for a one-class upgrade. For example, if an insured is rated Table C, Lincoln would offer Table B.

### If my client qualifies for the Table Reduction Program (TRP), are they also eligible for the one-class upgrade?

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.

### Are both death benefit options available for the one-class underwriting upgrade?

Yes. Both the Traditional and Guaranteed Minimum Death Benefit options are available.

### Are inforce policies eligible?

No. Policies placed inforce prior to May 20, 2021 are not eligible.

### How will trial offers be handled if the product is not known?

For any trial offer request that is received where the product is not indicated, the Underwriting team will notify the producer about the possible underwriting upgrade, if the product chosen is *Lincoln VUL<sup>ONE</sup>* or *SVUL<sup>ONE</sup>*.

### How long will the enhanced underwriting program last?

This program will be available for a limited time only. All cases eligible for the one-class underwriting upgrade must be placed inforce, or 1035 exchange initiated, by December 31, 2021.

## Please contact your dedicated Lincoln Underwriting team with any additional questions.

Not available in New York.

*Lincoln VUL<sup>ONE</sup>* (2021) policy form 20-VUL689/20NLER-620; Lincoln SVULONE (2021) policy form 20-VUL689/20NLER-620; *Lincoln VUL<sup>ONE</sup>* (2019) policy form ICC19-VUL686/ICC19ONER-686, 19-VUL686/ONER-6; Lincoln SVULONE (2019) policy form ICC19-SVUL687/ICC19ONER-687, 19-SVUL687/ONER-687 and state variations are issued by The Lincoln National Life Insurance Company, Fort Wayne, IN, and are distributed by Lincoln Financial Distributors, Inc., a broker-dealer. The Lincoln National Life Insurance Company is not authorized, nor does it solicit business in the state of New York. Contractual obligations are backed by the claims-paying ability of The Lincoln National Life Insurance Company. Lincoln Financial Group is the marketing name for Lincoln National Corporation and its affiliates. Only Registered Representatives can sell variable products.

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