

Updated COVID-19 Temporary Underwriting Guidelines

Revised effective August 10, 2020

In April 2020, 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 August 10, 2020, Lincoln's COVID-19 temporary underwriting guidelines have been revised. We 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.

PLEASE NOTE: These changes are temporary, subject to change, and will override any underwriting guidelines currently published in Lincoln's marketing or reference material.

Life Insurance Underwriting Updates		
	Current	New – August 10, 2020
Internal Retention Limits	<ul style="list-style-type: none"> • \$5 million maximum limit for term and permanent products • Available up to age 65 only • Preferred Plus, Preferred and Standard rate classes only 	<ul style="list-style-type: none"> • \$10 million maximum limit for term and permanent products • Available up to age 59 only • Preferred Plus, Preferred and Standard rate classes only
<p>NOTE: Lincoln's auto-bind limit remains at \$60 million. Internal retention is only used for cases that are over Lincoln's jumbo limit of \$65 million. Offers over the jumbo limit will be limited to \$10 million.</p>		
Postpones	<ul style="list-style-type: none"> • Ages 65 and under, rated Table 5 and higher • Ages 66-79, rated Table 3 and higher • Ages 80-85, all rate classes • All cases assessed with a Flat Extra greater than \$5 per \$1000 • All cases assessed with a Table Rating and Flat Extra 	<ul style="list-style-type: none"> • Ages 65 and under, rated Table 5 and higher • Ages 66-69, rated Table 3 and higher • Ages 70-79, all substandard rate classes • Ages 80-85, all rate classes • All cases assessed with a Flat Extra greater than \$7.50 per \$1000 • All cases assessed with a Table Rating and Flat Extra
Accelerated Benefit Riders (ABR)	<p>All applications with <i>Lincoln Care Coverage</i>® ABR and <i>Lincoln LifeEnhance</i>® ABR meeting the following criteria, the <u>rider only</u> will be declined:</p> <ul style="list-style-type: none"> • Ages 70 and up, with sub-standard rate classes 	<p>No ABR restrictions</p>
Table Reduction Program (TRP)	<p>The TRP is suspended for all life insurance products until further notice. More information.</p>	



Lincoln MoneyGuard® Underwriting Updates

	Current	New – August 10, 2020
Policy issue Limitations	<p>All cases meeting the following criteria will be postponed:</p> <ul style="list-style-type: none"> Ages 70 and up, deemed to be sub-standard, up to Table 4 	<p>All Lincoln MoneyGuard® products will have a maximum issue age of 70:</p> <ul style="list-style-type: none"> After August 11, 2020, no new applications for clients ages 71 and up will be accepted

Underwriting Guidelines for Foreign Travel

	Current	New – August 10, 2020																				
Travel and Residency	<ul style="list-style-type: none"> Underwriting offers will be postponed indefinitely for any travel planned to a Level 3 country identified by the CDC, intended to be completed by September 30, 2020 Indication of planned travel after September 30, 2020, to a Level 3 country identified by the CDC will be evaluated on a case-by-case basis, depending on the situation. Postponement is likely, but limited face amount options could be considered depending on the age and country 	<ul style="list-style-type: none"> U.S. Residents: Previous restrictions for U.S. residents having planned travel to a CDC Level 3 COVID-19 threat country will no longer be in effect as of August 10, 2020. Travel restrictions continue to apply to the countries listed below per our existing guidelines: <table border="0" style="margin-left: 20px;"> <tr> <td>– Afghanistan</td> <td>– Sierra Leone</td> </tr> <tr> <td>– Burundi</td> <td>– Mali</td> </tr> <tr> <td>– Central African Republic</td> <td>– Niger</td> </tr> <tr> <td>– Congo</td> <td>– Nigeria</td> </tr> <tr> <td>– Ivory Coast</td> <td>– Pakistan</td> </tr> <tr> <td>– Eritrea</td> <td>– South Sudan</td> </tr> <tr> <td>– Ethiopia</td> <td>– Syria</td> </tr> <tr> <td>– Haiti</td> <td>– Tajikistan</td> </tr> <tr> <td>– Iran</td> <td>– Venezuela</td> </tr> <tr> <td>– Iraq</td> <td>– Western Sahara</td> </tr> </table> 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. 	– Afghanistan	– Sierra Leone	– Burundi	– Mali	– Central African Republic	– Niger	– Congo	– Nigeria	– Ivory Coast	– Pakistan	– Eritrea	– South Sudan	– Ethiopia	– Syria	– Haiti	– Tajikistan	– Iran	– Venezuela	– Iraq	– Western Sahara
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Amendment Requirement	<ul style="list-style-type: none"> If travel plans to a Level 3 country are cancelled or delayed until travel is determined to be safe by the CDC, Lincoln will amend the application and proceed with completing the underwriting process 	<ul style="list-style-type: none"> Amendment is no longer required. 																				

Each situation will be evaluated on its own merits and we will provide further guidance as more information is known about the pandemic status. Refer to CDC website [[cdc.gov/coronavirus](https://www.cdc.gov/coronavirus)]

For latest news, updates, and other questions related to COVID-19 Underwriting & New Business impact, visit www.LFG.com/GoDigital and reference the [Life Operations FAQs](#).

