

Lincoln LifeElements[®] Level Term (2019)



Product is compliant with principle-based reserving (PBR) and 2017 commissioners standard ordinary (CSO) table.

Product Reference Guide

Products issued by:
The Lincoln National Life Insurance Company
Lincoln Life & Annuity Company of New York



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General Information

Lincoln LifeElements® Level Term (2019) is term insurance with level premium periods of 10, 15, 20, or 30 years. Coverage is to age 95.

Billing Methods

There are three methods of billing available for *Lincoln LifeElements*® Level Term (2019) as follows:

Direct Bill	Available for Annual and Semi-annual modes.
Electronic Funds Transfer (EFT)	Available for Annual, Semi-annual, Quarterly and Monthly modes.
List Bill	Available for Annual, Semi-annual, Quarterly and Monthly modes.
Government Allotment	Available on Monthly mode only.

Modal Factors

The total yearly premium paid is higher if non-annual modal premium payments are made by the policyholder. The Modal Factor is the additional charge for paying premiums more frequently than annual.

Mode:	Modal Factors:
Annual	1.000
Semi-Annual	0.515
Quarterly	0.262
Monthly	0.0875

Automatic Face Amount Decreases

There will be an automatic face amount decrease at the end of the level term period. The gross premium payable in most cases will continue to be the same level premium for three years following the level term period (though the face amount will have reduced), after which premiums will increase annually to age 95. This feature is to assist in avoiding sticker-shock that typically happens at the end of the level term period.

Reinstatement

A policy that has lapsed may be reinstated during the lifetime of the insured if reinstated within five years of the due date of the unpaid premium, subject to the following conditions:

- If within 15 days after the end of the grace period (46 days after the due date of the premium), the policy may be reinstated by payment of the overdue premium.
- If after 15 days after the end of the grace period, reinstatement is subject to:
 - a. Satisfactory evidence of insurability, and

Payment of all overdue premiums, and interest on all overdue premiums from the due date of each premium. Interest rate varies by the state of issue.

General Information (Continued)

Policy Changes

Face amount (Death Benefit) increases are not allowed after issue. Face amount (Death Benefit) decreases are allowed once per year after the third policy year. If the remaining amount is in a different band, rates will be based on the new band. The face amount may **not** be reduced below the minimum face amount limit.

Conversion Provision

Lincoln LifeElements® Level Term (2019) is convertible as follows:

Plan	Conversion Period
10-Year	Earlier of 10 years or before <i>attained age 70</i>
15-Year	Earlier of 15 years or before <i>attained age 70</i>
20-Year	Earlier of 20 years or before <i>attained age 70</i>
30-Year	Earlier of 30 years or before <i>attained age 70</i>

Attained Age is the insured's age as measured from the Policy Date plus the number of completed policy years. Attained Age changes on the policy anniversary.

Conversion Conditions: May be converted during the conversion period without proof of insurability if:

- No premium is in default.
- Amount of insurance on the new policy is not increased.
- Same rate class (or equivalent rate class if not available on new product), including substandard or flat extra rating

Proof of insurability and company approval will be required if the new policy:

- a) Involves insurance on another life.
- b) Includes an increase in the amount of insurance.
- c) Includes any benefits or rider, even if it was on the term policy unless the rider's terms provide that it will continue on any conversion policy

Refer to the current Term Conversion Guidelines for additional information.

Compensation Paid Upon Conversion: Refer to the current Term Conversion Guidelines.

Conversion Products

During policy years 1-7, the conversion may be to any single life permanent life plan offered for sale by Lincoln at the time of conversion, subject to the following conditions:

- You cannot convert to a policy without surrender charges, or with riders and/or benefits that waive surrender charges or that enhance Surrender Values, or a policy that includes riders and/or benefits that provide optional long-term care coverage;
- The policy to which you convert must be one that would otherwise require full underwriting, cannot be a policy that is primarily sold as part of a corporate-owned or corporate sponsored program or benefit plan and must be a policy that Lincoln makes generally available and which Lincoln otherwise distributes through licensed agents.

Beginning in the 8th policy year and for the remainder of the conversion period, the conversion may be to any permanent life plan made available by Lincoln for the purposes of conversion at the time of the conversion.

Lincoln LifeElements® Level Term (2019) Product Specifications

Description:	Term life insurance with level premium periods of 10, 15, 20 and 30 years. Coverage is to age 95.	
Policy Form Number:	Nationwide: TRM6063	New York: TRM6063N
Data Pages:	Nationwide: 10-Year Term: F6064-10 15-Year Term: F6064-15 20-Year Term: F6064-20 30-Year Term: F6064-30	New York: 10-Year Term: N6064-10 15-Year Term: N6064-15 20-Year Term: N6064-20 30-Year Term: N6064-30
Underwriting Classes:	Preferred Plus Non-Tobacco Preferred Non-Tobacco Standard Non-Tobacco Preferred Tobacco Standard Tobacco	
Issue Ages:	10-Year: NW: 18-80* NY: 18-69 15-Year: Non-Tobacco Classes: NW: 18-75 NY: 18-69 Tobacco Classes: NW: 18-70 NY: 18-69 20-Year: Non-Tobacco Classes: NW: 18-70 NY: 18-69 Tobacco Classes: NW: 18-65 NY: 18-65 30-Year: Non-Tobacco Classes: NW: 18-55 NY: 18-55 Tobacco Classes: NW: 18-50 NY: 18-50 *Issue ages 76-80 are only available up to a Table D rating. Maximum Table Rating under age 76 is Table H. Maximum Flat Extra Rating of \$50/1000 of face amount. Not eligible for Table Reduction Program.	
Level Premium Guarantee Period:	The premium scale will be guaranteed for the entire level premium period: 10, 15, 20 or 30 years.	
Minimum Face Amount:	\$250,000	
Maximum Face Amount:	Subject to individual consideration and underwriting limits.	
Policy Fees:	10, 15, 20 and 30-Yr. Term: \$90 Payable in all years. Not commissionable.	
Premium Payment Frequency/Method:	Annual, Semi-annual, Quarterly and Monthly Electronic Funds Transfer (EFT) for all modes. No direct billing for Monthly or Quarterly modes.	
Modal Factors:	Annual: 1.000 Semi-annual: 0.515 Quarterly: 0.262 Monthly: 0.0875	
Rate Bands:	Band 1: Face amounts of \$250,000-\$499,999.99 Band 2: Face amounts of \$500,000-\$999,999.99 Band 3: Face amounts of \$1,000,000+	
Mortality Basis:	2017 CSO	

Lincoln LifeElements® Level Term (2019) Product Specifications (Continued)

Requested Face Decrease:	Face amount decreases are permitted once per year after the 3 rd policy year. If the remaining amount is in a different band, rates will be based on the new band. May not reduce below the minimum face amount limit.
Automatic Face Decrease:	There will be an automatic face decrease at the end of the level term period. The gross premium payable in most cases will continue to be the same level premium for three years following the level term period (though the face amount will have reduced), after which premiums will increase annually to age 95. This feature is to assist in avoiding sticker-shock that typically happens at the end of the level term period.
Loans:	N/A
Conversions:	<p>May be converted during the conversion period without proof of insurability if:</p> <ul style="list-style-type: none"> • No premium is in default. • Amount of insurance on the new policy is not increased. • Same rate class (or equivalent rate class if not available on new product), including substandard or flat extra rating <p>The conversion period is equal to the <u>earlier</u> of the level term period or before client's attained age 70.</p> <p>Please refer to the Lincoln Term Conversion Guidelines for further details.</p>
Supplemental Benefits:	<ul style="list-style-type: none"> ▪ Waiver of Premium Benefit Rider¹(NW: WP-5765; NY: WP-5765.29) ▪ Children's Level Term Insurance Benefit Rider¹(NW: CTR-5670; NY: CTR-5670.29) ▪ Accelerated Benefit Rider² (NW: R879; NY: ABR R879U(07)) <p>¹There is an additional charge for this benefit ²There is a one-time charge if this benefit is exercised</p>

Available Riders

Rider features are subject to state availability. Limitations and exclusions may apply. See State Availability Grid for more details.

Waiver of Premium Benefit Rider (Rider form: NW: WP-5765/NY: WP-5765.29)

Available at an additional cost, the Waiver of Premium Benefit Rider will waive payment of premiums if the insured becomes totally disabled.

Issue Ages:	18-59
Maximum Issue Amount:	Not to exceed \$5,000,000
Coverage:	To attained age 65, termination of the base policy or upon request of the policy owner.
Date of Disability:	Must begin after insured's 5 th birthday and before policy anniversary nearest insured's 65 th birthday. If disability begins on or after the policy anniversary nearest the insured's 60 th birthday, Lincoln will waive only those premiums which become due while disabled and before the policy anniversary nearest the insured's 70 th birthday.
Definition of Disability:	The insured will be deemed totally disabled if all of the following occur: <ul style="list-style-type: none"> • Disability lasts for 4 months • Disability is caused by disease or accidental bodily injury • The insured is unable to do any of the duties of his/her regular job and is not engaged in any other job. • After 60 months, the insured is totally disabled if unable to perform the duties of any job for which they are reasonably suited by education, training or experience.
Presumptive Disability:	The insured is presumed to be totally disabled if there is the total and irrecoverable loss of: <ul style="list-style-type: none"> • Sight of both eyes, or • Use of both hands or feet, or • Use of one hand and one foot. The 4 month elimination period does not apply to presumptive disabilities.
Exclusions:	<ul style="list-style-type: none"> • Loss resulting from attempted suicide, whether sane or insane. • Self-inflicted injuries, whether sane or insane.
Conversion:	<ul style="list-style-type: none"> • The waiver rider offered for term conversions and the issue guidelines will be based on current guidelines and are subject to change. • The disability waiver benefit will be made available to the insured without regard to the disability status at the time of conversion. If the insured is on disability claim at the time of conversion, has an approved claim under this rider and has met the issue guidelines, premiums or monthly deductions for the new policy will be waived according to the specifications of the waiver rider offered for term conversions as if the Rider had been in force at the start of disability.

(Continued)

Waiver of Premium Benefit Rider (Rider form: NW: WP-5765/NY: WP-5765.29) (Continued)

Issue Guidelines:

- This rider cannot be added after issue.
- May be rated differently than the base policy.
- Only allowed if insured is rated Table D or better.
- The rider is commissionable.

Children's Level Term Insurance Benefit Rider (Rider form: NW: CTR-5670/NY: CTR-5670.29)

This rider, available at an additional cost, provides level term coverage for all children of the base policy insured until the policy anniversary on or after the child's 25th birthday. The rider will expire on the earlier of the youngest child's age 25 or the policy insured's age 65.

Issue Ages:	Base policy insured: 18-55 Each child: 15 days old - age 18
Minimum:	One unit of \$1000
Maximum:	Up to 15 units of \$1000 each or \$15,000

If the policy insured dies before the expiration of this benefit, any term insurance then in force on an insured child will continue in force until it expires. Premiums are no longer required. The paid up insurance will be a new policy on the life of each insured child.

At the expiration date of the term insurance, the rider can be converted at the attained age of the child (Standard Tobacco rates), without evidence of insurability to any plan that the company makes available for conversion at the time of conversion. The face amount of the new policy will be at least equal to the amount of the child benefit and not more than 5 times the child benefit.

Issue Guidelines:

- The rider may be added or increased after issue with additional underwriting.
- Company approval will be required for any additional benefits or riders.
- The rider is commissionable.

Accelerated Benefit Rider (Rider form: NW: R879/NY: ABR R879U(07))

The Accelerated Benefit Rider allows the policyholder to request a portion of the death benefit if the insured is diagnosed as terminally ill with a life expectancy of less than 6 months.

Issue Age and Amount:	Same as for base policy.
Maximum Benefit Amount:	50% of the death benefit subject to a maximum benefit of \$250,000 on all policies per insured with Lincoln.
Benefit amount:	An actuarial discount will be deducted which reflects the early payment of amounts held under the policy. It will be based on an annual interest rate declared by us and cost of insurance rates in effect as of the date of the claim. The maximum interest rate will be the greater of the 90 day T-bill or the max statutory adjustable policy loan interest rate in effect.

Issue Guidelines:

- This rider may be added after issue.
- There is a one-time charge at the time of acceleration.
- There is no charge if the rider is never exercised.
- A policy may only have one accelerated benefits rider at a time.
- Rider is not commissionable.

Agent Compensation

This product is available to all distribution systems. See your appropriate commission schedule for details of compensation.

Compensation is paid in the first year only.

Entire premium is eligible for compensation except for the policy fee or as stated below.

Policy fee	Not commissionable
Substandard table ratings	Commissionable
Flat-extra ratings for a period of five years or less	Not commissionable
Flat-extra ratings for six years or more	Commissionable

Glossary of Terms

Age	An Insured's age, nearest birthday, on the Policy Date
Attained Age	An Insured's age as measured from the Policy Date plus the number of completed policy years.
Grace Period	A 31-day grace period will be allowed for payment of any premium after the first. The policy will remain in force during this period.
Modal Factor	The additional charge for paying premiums more frequently than annual.
Monthly Anniversary Day	The same day in each month as the Policy Date.
Non-participating	The policy does not share in the Company's earnings. No dividends are payable.
Policy Date	The date used to determine policy anniversaries, policy years and policy months.

Important Disclosures, please read.

Lincoln LifeElements[®] Level Term is issued on policy form TRM6063 (and state variations) by The Lincoln National Life Insurance Company, Fort Wayne, IN. Contractual obligations are subject to the claims-paying ability of The Lincoln National Life Insurance Company. The Lincoln National Life Insurance Company is not authorized and does not solicit business in New York.

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