

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

Internal Retention Limits

- \$10 million maximum limit, up to age 59
- \$5 million limit, ages 60-65
- Available for term and permanent products
- Preferred Plus, Preferred and Standard rate classes only

NOTE: There are no changes to Lincoln's auto-bind limit of \$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.

Table Reduction Program (TRP)

The TRP is suspended for all life insurance products until further notice. [More information.](#)

Postpones

All cases meeting the following criteria will be postponed:

- 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

Lincoln *MoneyGuard*® Underwriting Updates

To take actions consistent with those across the industry, Lincoln is making prudent and responsible business decisions that impact our Lincoln *MoneyGuard* products. **Effective August 10, 2020**, Lincoln will implement the following issue age adjustments to the Lincoln *MoneyGuard* solutions suite.

Maximum Issue Age

All Lincoln *MoneyGuard* products will have a maximum issue age of 70.

- After August 11, 2020, no new applications for clients ages 71 and up will be accepted

Underwriting Guidelines for Foreign Travel

The following guidelines apply to all Lincoln life insurance applications, including Lincoln *MoneyGuard*® Solutions:

- **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:

Afghanistan	Eritrea	Sierra Leone	South Sudan
Burundi	Ethiopia	Mali	Syria
Central African Republic	Haiti	Niger	Tajikistan
Congo	Iran	Nigeria	Venezuela
Ivory Coast	Iraq	Pakistan	Western Sahara

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

Verification of Health Status

Due to the ongoing pandemic and rapid spread of the coronavirus (COVID-19), Lincoln is requiring the Declaration of Insurability (DOI) Form [ICC18LFF11709] for all underwritten life insurance policies issued on or after March 30, 2020. This requirement is applicable for:

- All underwritten Term, UL, IUL, VUL products, excluding Lincoln *MoneyGuard*®
- All ages and face amounts
- Any exam completion date
- Any case that was previously closed and requested to be re-opened
- Any case with a Temporary Insurance Agreement (TIA) is in place

PLEASE NOTE: The signed Declaration of Insurability Form is valid for 10 business days from the client signature date on the form. A new DOI form will be requested if the policy is not placed within 10 days of the client signature date, as a result of other placement restrictive outstanding requirements – including, but not limited to: other delivery requirements, premium, or a revised illustration.

The Declaration of Insurability Form is available for completion through the eNIGO process, however this requirement should not be completed until after policy issue.

The DOI form is required to be signed after policy issue and will be a Delivery Requirement. For 1035 Exchanges, the DOI form will be required to initiate the exchange. The policy will not be placed in force until the DOI form has been signed and returned to Lincoln in good order.

If the client has COVID-19, it must be disclosed. Lincoln will then determine if it can continue to offer the policy or postpone until the client fully recovers.

Obtaining medical records, labs and other requirements

With implementation of stay-at-home orders, facility closures and other state restrictions, we recognize partners may experience delays with the retrieval of APS and medical records, criminal reports and/or obtaining exams or labs. While these requirements will not be waived, to help keep business moving forward, Lincoln will:

- Attempt to obtain information needed for Underwriting in alternative ways, including but not limited to obtaining Electronic Medical Records, PHI calls for medical history information and/or clarification, Claims Billing Data, and asking the client to obtain medical information from their Patient Portal(s)
- Work with clients to schedule exams and/or obtain necessary information as normal business operations begin to resume, including scheduling out beyond the current 45-day limit
- Honor insurance applications for one year from the date of submission (tickets will be honored for 90 days from the date of submission); Lincoln will keep the file open as we work to obtain outstanding requirements

Go Digital!

Lincoln offers options for you to conduct business digitally with your clients – from policy submission to policy delivery, and in between. The following resources will help guide you through the process:

Conducting business

- [Policy Submission Guide](#)
- [Policy Delivery Guide](#)
- [Self-Service Pending Case Status](#)

Obtaining signatures and requirements

- [Photo Image Acceptance](#)
- [eNIGO](#)
- [DocuSign eSignature](#)

Visit our agent-approved website: www.LFG.com/GoDigital for the latest news and updates, FAQs and resources from Lincoln Underwriting and New Business and Customer Solutions.

COVID-19 Temporary Underwriting Updates: Frequently Asked Questions

If you have additional questions about these updates, please contact your dedicated Lincoln Underwriting team. For other questions related to COVID-19 Underwriting & New Business impact, reference the [Life Operations FAQs](#).

1. For these temporary underwriting guidelines, is Lincoln basing offers on attained age or insurance age?	Insurance age will be used.
2. If I received a substandard rated trial or formal quote on a client age 70-79, prior to August 10, 2020, will Lincoln honor the quote?	Lincoln will honor any Table B rated trial or formal quote provided prior to August 10, 2020, for clients age 70-79. Trial applications are valid for 45-days from the date of the quote.
3. Were there any changes to Lincoln's auto-reinsurance pool?	No. Lincoln's auto-bind remains the same at \$60 million.
4. Will Lincoln make an offer with a Flat Extra?	Yes. Lincoln will accept a Flat Extra up to \$7.50 per \$1,000.
5. Will Lincoln make an offer for a Table Rating with Flat Extra?	No. Any table rating with Flat Extra will be postponed.
6. Will any changes be made to Lincoln's Illustration software based on these temporary restrictions?	These underwriting updates are temporary; therefore, no changes will be made to the software.

7. Is Lincoln planning to expand Lab-Free consideration for higher face amounts?	No. Lincoln Underwriting & New Business is comfortable with our current risk profile and competitiveness of Lab-Free consideration for Tele-App submissions of cases up to \$1 million for clients age 60 and under, for all preferred plus, all preferred and most standard-rate classes.
8. Is Lincoln planning to postpone cases for “front line COVID-19” healthcare workers?	If a full application was submitted for a case that meets Lincoln’s criteria for Lab-Free consideration, the agent can request a switch to the <i>LincXpress</i> Tele-App. The client will be required to complete a full Tele-App interview and the Lab-Free determination will be made during the underwriting process but is not guaranteed. Contact your New Business Associate to get started. Details here.
9. How long will the core life insurance postpone period last?	The postpone period will last until the risks associated with COVID-19 have been lessened, as determined by Lincoln Management, at our sole discretion.

Life insurance issued by The Lincoln National Life Insurance Company, Fort Wayne, IN and Lincoln Life & Annuity Company of New York, Syracuse, NY, and distributed by Lincoln Financial Distributors, Inc., a broker-dealer. Contractual obligations are backed by the claims-paying ability of the issuing insurance company. The Lincoln National Life Insurance Company does not solicit business in the state of New York, nor is it authorized to do so. Lincoln Financial Group is the marketing name of Lincoln National Corporation and its affiliates.