



Know the facts on term conversions

For Lincoln term policies with an effective date on or after September 12, 2016

Lincoln is committed to providing highly competitive term products, and we pay commissions on term conversions. The following statements address the most common myths regarding the Lincoln Term Conversion Guidelines.

| Myth | Reality | | | | | | | | | | |
|---|--|--------------------------------|---------------------------------------|----|---|---|--|---|--|---|---|
| Lincoln no longer pays commissions on term conversions. | Lincoln pays compensation for term conversions. ¹ <table border="1" data-bbox="782 613 1549 1024"> <thead> <tr> <th data-bbox="782 613 945 730">Term policy year at conversion</th> <th data-bbox="945 613 1549 730">Compensation paid on permanent policy</th> </tr> </thead> <tbody> <tr> <td data-bbox="782 730 945 779">4+</td> <td data-bbox="945 730 1549 779">Full first year and renewal commission.</td> </tr> <tr> <td data-bbox="782 779 945 856">3</td> <td data-bbox="945 779 1549 856">First year commission reduced by 25% of the commission paid on the term policy. Full renewal commission.</td> </tr> <tr> <td data-bbox="782 856 945 934">2</td> <td data-bbox="945 856 1549 934">First year commission reduced by 50% of the commission paid on the term policy. Full renewal commission.</td> </tr> <tr> <td data-bbox="782 934 945 1024">1</td> <td data-bbox="945 934 1549 1024">First year commission reduced by 100% of the commission paid on the term policy. Full renewal commission.</td> </tr> </tbody> </table> | Term policy year at conversion | Compensation paid on permanent policy | 4+ | Full first year and renewal commission. | 3 | First year commission reduced by 25% of the commission paid on the term policy. Full renewal commission. | 2 | First year commission reduced by 50% of the commission paid on the term policy. Full renewal commission. | 1 | First year commission reduced by 100% of the commission paid on the term policy. Full renewal commission. |
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| Lincoln can take away the right of the client to convert to the permanent product portfolio. | Clients have a guaranteed option to convert to the full individual product portfolio in policy years 1-7 and to a limited individual product portfolio in policy years 8+. ² | | | | | | | | | | |
| Any guaranteed convertibility options would result in significantly higher client premiums. | A conversion provision is included in all level term policies at no additional cost, which states the policy may be converted without proof of insurability provided: <ul style="list-style-type: none"> • no premium is in default • the amount of insurance is not increased and has the same (or equivalent) rate class, and • conversion occurs before the earlier of the end of the level term period or the client's attained age 70. | | | | | | | | | | |
| The convertibility options differ for <i>Lincoln LifeElements</i> [®] Level Term and <i>Lincoln TermAccel</i> [®] Level Term. | Conversion options are the same regardless of the Lincoln term product. | | | | | | | | | | |
| Clients with two single Lincoln life policies can no longer convert them into a survivorship policy. | Conversions from term to survivorship continue to be available as defined in the current Term Conversion Guidelines. | | | | | | | | | | |
| The Lincoln term conversion guideline practices are no longer competitive in the industry. | The Lincoln Term Conversion Guidelines remain among the most competitive in the industry, and Lincoln is one of the few carriers that provides guaranteed conversion product access. | | | | | | | | | | |

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

For agent or broker use only. Not for use with the public.

Choose the term product that best fits each of your client's needs

Lincoln TermAccel® Level Term

Competitive rates for individuals ages 60 and younger with face amounts of \$1,000,000 or less for 10-, 15-, 20- and 30-year level term periods

Lincoln LifeElements® Level Term

Competitive rates for individuals ages 30+ with face amounts of \$1 million and above, and for individuals ages 55+ with face amounts of \$500,000 and above for 10-, 15-, 20-, and 30-year level term periods

¹Please refer to the Lincoln Term Conversion Guidelines for further details on current term conversion commissions.

²Conversion products guaranteed either in base policy or with the Conversion Products Amendment.

Full product portfolio in policy years 1–7: Includes any single universal life or variable universal life policy available for new sales at the time of conversion except policies:

- Without surrender charges or with riders and/or benefits that waive surrender charges or enhanced surrender values (i.e., *Lincoln AssetEdge®* Exec VUL, *Lincoln LifeReserve®* UL, *Lincoln VULONE* and *Lincoln AssetEdge®* VUL with the Enhanced Surrender Value Rider, and *Lincoln WealthAccumulate®* IUL with the Surrender Value Enhancement Endorsement or Exec Rider). For complete product information, visit www.LFG.com.
- Sold within the Guaranteed Issue or Simplified Issue underwriting classification.
- That include riders and/or benefits that provide optional long-term care coverage (i.e., *Lincoln MoneyGuard®* products).

Limited product portfolio in policy years 8+: Includes at least one single-life individual permanent life insurance policy made available for the purpose of conversion at the time of conversion.

Please contact your Lincoln representative for more information.

| |
|---|
| 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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POD 9/18 Z07

Order code: TO-MYTH-FLI001



Issuers:

The Lincoln National Life Insurance Company, Fort Wayne, IN
Lincoln Life & Annuity Company of New York, Syracuse, NY

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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. The insurance policy and riders have limitations, exclusions, and/or reductions. Check state availability.

Distributor: Lincoln Financial Distributors, Inc., a broker-dealer

Policies:

Lincoln LifeElements® Level Term (2017) policy form TRM6063 and state variations. Not available in NY.

Lincoln LifeElements® Level Term (2014) on policy form TRM5065N.2/15, with endorsement END7013 and Conversion Products Amendment AMD-7029, in NY. Only available in NY.

Lincoln TermAccel® Level Term policy form TRM5065/ICC14TRM5065, with endorsement END7013, data pages TA5165, and Conversion Products Amendment AMD-7029, and state variations. Not available in NY.

Variable products are sold by prospectuses, which contain the investment objectives, risks, and charges and expenses of the variable product and its underlying investment options. Read carefully before investing. Policy values will fluctuate and are subject to market risk and to possible loss of principal.

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