

Term Conversion Changes – Quick Summary

Subject to all the definitions, rules and clarifications contained in the Lincoln Product Term Conversion Guidelines Revised 07/06/2016. For New Business, the Conversion Products Amendment and Lincoln LifeElements with Conversion Products Enhancement are subject to state availability.

Inforce BEFORE September 12, 2016, converted BEFORE January 1, 2017, and placed in force no later than March 1, 2017

- **Conversion period:** No change (please refer to the Term Conversion Guidelines - Term Conversion Matrix for specific product conversion period)
- **Conversion products available:** No change
- **Compensation:** No change

Inforce BEFORE September 12, 2016 and converted AFTER January 1, 2017

- **Conversion period:** No change (please refer to the Term Conversion Guidelines - Term Conversion Matrix for specific product conversion period)
- **Conversion products available:** No change
- **Compensation:**
 - Policy years 1-3: Reduced first year compensation to recover term commissions (100%/50%/25%)
 - Policy years 4-5: Full compensation
 - Policy years 6-7: Reduced first-year compensation (50%)
 - Policy years 8+: No first-year compensation

New Business AFTER September 12, 2016

- **Conversion period:** No change.
- **Conversion products:**
 - Full Product Portfolio: Policy years 1-7 (guaranteed with Conversion Products Amendment automatically included subject to state availability)
 - Limited Product Portfolio: Policy years 8+**OR**
 - Full Product Portfolio for entire conversion period (guaranteed with new product: Lincoln Life Elements with Conversion Products Enhancement at 20-50% higher cost)
- **Compensation:**
 - Policy years 1-3: Reduced compensation to recover term commissions (100%/50%/25%)
 - Policy years 4+: Full compensation

Products available for conversion: *Subject to the convertibility clauses in each term contract, Lincoln reserves the right to limit and change the products it makes available for conversion at any time.*

Full product portfolio: Includes any single universal life and variable universal life policies 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 enhance surrender values (i.e. *Lincoln AssetEdge*[®] Exec VUL, *Lincoln LifeReserve*[®] UL & *Lincoln LifeReserve*[®] Indexed UL Accumulator with the Exec Rider, *Lincoln VUL^{ONE}*, *Lincoln AssetEdge*[®] VUL with the Enhanced Surrender Value Rider, *Lincoln WealthAdvantage*[®] IUL with the Surrender Value Enhancement Endorsement).
- 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*[®] product suite)

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

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Commission paid on permanent policy: *Lincoln reserves the right to change the commissions paid on term conversions at any time. Cannot choose the limited product portfolio in order to receive higher compensation.*

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Product and features subject to state availability. Limitations and exclusions may apply.

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