

Lincoln TermAccel® Level Term (2019)

Process overview and client prequalification checklist

Competitive low premiums, streamlined underwriting and more

With *Lincoln TermAccel* Level Term, your client can enjoy a term policy with competitive pricing in a fraction of the time.

Lincoln TermAccel

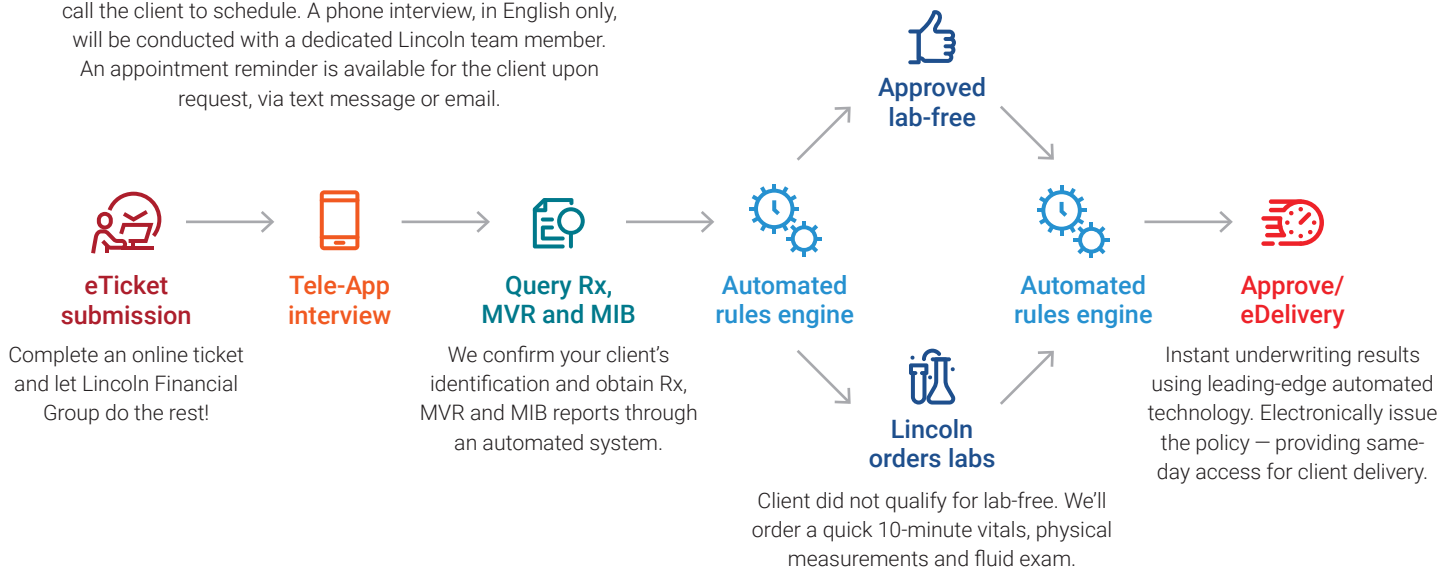
- Affordable protection for middle market clients, ages 18–60
- Face amounts from \$100,000 to \$1,000,000
- 10-, 15-, 20- or 30-year terms¹

- **Easy and paperless** Tele-App electronic ticket process with automated underwriting and quick approval
- **Lab-free opportunity** – consideration for all preferred plus, all preferred and most standard rate classes; the automated rules engine will waive lab work for qualifying clients
- **No APS requirement** means cases are issued in a fraction of the time
- **Guaranteed premiums** stay the same for the length of the term
- **Conversion guaranteed** to a Lincoln permanent life policy. Ask your representative about available opportunities²
- **Competitive pricing**, especially for clients who are ages 30–60 with coverage amounts of \$250,000 up to \$1 million
- **Flexibility** – death benefit reduction option after policy year three, subject to the minimum face amount requirement

A quick, convenient underwriting process

When case is deemed “in good order,” an email will be sent to the client with a link to schedule their Tele-App interview. If no appointment is scheduled within 24–48 hours, Lincoln will call the client to schedule. A phone interview, in English only, will be conducted with a dedicated Lincoln team member. An appointment reminder is available for the client upon request, via text message or email.

Based on information obtained from eTicket and Tele-App interview, your client qualifies for the lab-free process.



Insurance products issued by:
The Lincoln National Life Insurance Company

Determine if your client is a good candidate for *Lincoln TermAccel*[®]

Underwriting decisions are based on the information your clients provide during their Tele-App interview phone call. Give your clients a copy of our Tele-App worksheet to help ensure their interview goes smoothly.

To qualify, your client must be a U.S. citizen or a green card holder.

The impairments listed below are not meant to be all-inclusive. Due to the complexity of individual medical histories, there are conditions, not listed, that could still result in a decline decision. Underwriting makes decisions based on the information provided in the client interview. If you have any questions regarding qualifications based on medical history, contact your Lincoln representative.

- Alzheimer's disease, dementia, or taking medication for memory loss
- Amyotrophic lateral sclerosis (ALS), also known as Lou Gehrig's disease
- Aneurysm
- Cancer history within 10 years, excluding basal cell or squamous cell carcinoma of the skin
- Cardiomyopathy
- Carotid artery disease
- Chronic kidney failure
- Cirrhosis of the liver
- Congestive heart failure
- Coronary artery disease
- Diabetes with a diagnosis prior to age 25
- Dialysis treatment
- Down syndrome
- Height and weight: If body mass index (BMI) is less than 16 or greater than/equal to 44*
- Hepatitis C
- HIV/AIDS
- Huntington's disease
- Implantable defibrillator
- Muscular dystrophy
- Organ transplant recipient
- Oxygen use for any reason
- Undiagnosed medical condition currently being evaluated
- Untreated severe sleep apnea

*To calculate BMI, visit www.nhlbi.nih.gov/health/educational/lose_wt/BMI/bmicalc.htm.

¹ For the 30-year term duration, issue ages and risk classification are subject to standard product guidelines.

² Convertible prior to the end of the level premium payment period (10, 15, 20 or 30 years) or prior to insured's attained age 70, whichever comes first. Conversions allowed to qualifying Lincoln permanent life policies available at time of conversion.

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



Ask your Term Consultant how you can make life easier and more affordable for your clients.

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