

Lincoln Term Conversion Guidelines

Summary of Product Convertibility Options and Commissions Paid by Product Generation Block

Revised December 19, 2016

Product generation block	← Products introduced prior to April 2007	Products introduced after April 2007 with a policy effective date prior to September 12, 2016. ¹	→ Policy effective date on or after 9/12/16 ¹																						
Products impacted	All products written by companies preceding the Lincoln-Jefferson Pilot merger.	All generations of <i>Lincoln LifeElements</i> ® Level Term, <i>Lincoln LifeStratos</i> ® Level Term and <i>Lincoln TermAcce</i> ® with a policy effective date prior to 9/12/16, written by the merged Lincoln-Jefferson Pilot issuing company.	Currently sold products with policy effective dates on or after 9/12/16.																						
Products available for conversion²	<i>Lincoln Conversion</i> ™ UL is the only product available for conversion, except in limited scenarios. See page 2 for a list of the limited products and riders with the option to convert to the full portfolio.	Option to convert to the full product portfolio for the entire conversion period.	With the Conversion Products Amendment included at no additional cost, clients have the guaranteed option to convert: Policy years 1–7 Full product portfolio ² Policy years 8+ Limited product portfolio																						
Commissions paid on permanent policy	<table border="1"> <thead> <tr> <th colspan="2">Term policy year at conversion</th> </tr> </thead> <tbody> <tr> <td>2+</td> <td>Full first year and renewal commission.</td> </tr> <tr> <td>1</td> <td>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		2+	Full first year and renewal commission.	1	First year commission reduced by 100% of the commission paid on the term policy. Full renewal commission.	<table border="1"> <thead> <tr> <th colspan="2">Term policy year at conversion</th> </tr> </thead> <tbody> <tr> <td>2+</td> <td>Full first year and renewal commission.</td> </tr> <tr> <td>1</td> <td>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		2+	Full first year and renewal commission.	1	First year commission reduced by 100% of the commission paid on the term policy. Full renewal commission.	<table border="1"> <thead> <tr> <th colspan="2">Term policy year at conversion</th> </tr> </thead> <tbody> <tr> <td>4+</td> <td>Full first year and renewal commission.</td> </tr> <tr> <td>3</td> <td>First year commission reduced by 25% of the commission paid on the term policy. Full renewal commission.</td> </tr> <tr> <td>2</td> <td>First year commission reduced by 50% of the commission paid on the term policy. Full renewal commission.</td> </tr> <tr> <td>1</td> <td>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		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 reserves the right to change the products available for conversion and commissions paid on permanent policies. Please refer to Lincoln's Term Conversion Guidelines for further details on current term conversion product availability and commissions. Guidelines in effect at the time of the conversion will apply.

Products and Riders Introduced Prior to April 2007 with Option to Convert to Full Product Portfolio

Below is a summary of the term products and riders where the Full Product Portfolio will be available for conversion as required by applicable policy language, Lincoln's relationship with the original issuer, or for consistency across smaller blocks. Products that are outside of their conversion period are not shown. This is a summary and you should always refer to the Term Conversion Guidelines Product/Rider Matrix on your Lincoln producer website for complete details.

Term Products with Full Product Portfolio Access		OR	Riders with Full Product Portfolio Access
Company Name	Product / Plan Name		Rider Name
Alexander Hamilton Life (AHL)	10 Year Renewable Term 15 Year Renewable Term Annual Renewable Term ¹ 5 Yr. Term (NY) 10 Yr. Term (NY) 1 Yr. Term (NY)		Children's Rider Children's Term Insurance Rider Joint First to Die Term Rider Other Insured Rider Spouse Rider
CHUBB	Score Twenty		N/A
Guarantee Life	N/A		Family Protector Term Insurance Level Term Rider-Children ³ Decreasing Term Rider-Wife ⁴
Jefferson Pilot Financial (JPF)	Score Twenty		Children's Level Term Insurance Benefit Rider ⁵
Jefferson Pilot Financial (JPF) and Alexander Hamilton Life (AHL)	Conquest Fifteen Year Level Term Conquest Ten Year Level Term Conquest One Year Renewable and Convertible Term Prelude LP Prelude Plus Prelude LP Series (2001 Block)		N/A
Kentucky Central Life (KCL)	N/A		Children's Term Insurance Rider Children's Term Life Insurance Rider Family Term Life Insurance Rider Level Term Life Insurance Rider Secondary Insured Rider Spouse's Term Life Insurance Rider Term Life Insurance Rider Basic Insured's Term Life Insurance Coverage UL Basic Insured's Term Life Insurance Rider UL Children's Level Term Life Insurance Rider UL Spouse's Term Life Insurance Rider
Lincoln Life Manufactured in Fort Wayne (LFW)	One Year Renewable and Convertible Term ²		Children's Level Term Insurance Rider ⁶
Westfield	N/A		Other Insured Rider Renewable Term Life Insurance

¹ Does not include "ART" or "ART-100", ² Policy form RTN4 only, ³ Policy form 58539 only; ⁴ Policy form 58639 only, ⁵ Policy form CTR-5670.29 only, ⁶ Policy form GL-2095AA only

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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¹ **Term policy effective date:** The date the policy is effective and insurance coverage begins.

- If policy is backdated, it is the date used to save age.
- If policy is current dated, it is the date the policy is in-force with all placement-restrictive requirements satisfied and premium applied.

² **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 (e.g. *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 (e.g. Lincoln *MoneyGuard*[®] products)

Lincoln ConversionSM UL:

- Conversion-only current assumption universal life product priced to reflect the anticipated mortality risk of converted policies.
- Full product portfolio will be available when required by applicable policy language, Lincoln's relationship with the original issuer, or for consistency across smaller blocks.

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.

For complete product information, visit www.LFG.com.

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