



# LINCOLN LEADER

LIFE INSURANCE VERSION

Volume 8, Issue 11

06/11/2010

## Key Headlines

**Term Limits Have  
Been Increased**

**Lincoln  
LifeGuarantee® UL  
Series - 1035  
Forgiveness Feature**

**Important Information  
– New EFT  
Requirement for  
Producers and Firms**

## Exciting news from Lincoln Underwriting and New Business - Term Limits Have Been Increased!

**Lincoln has increased the Term Face Amount Issue limits to \$50 million!!**

### Autobind Limits

Effective June 1, 2010, the new Term Product Autobind Face Amount Issue Limits will match the Permanent Product Autobind Issue limits of **\$50,000,000**.

Age Limits are different for Term, with the maximum face amount issue limit being age 75. Product Specific Age restrictions still apply. The Maximum Table Rating for Term is Table F.

### Internal Retention Limits

Internal Retention for Term Products will now be \$10,000,000, matching the Permanent Product Internal Retention amount.

Jordan Carreira, Lincoln Chief Underwriter, stated " We hope the new Term Autobind Limit will be a catalyst to generating additional business. The old face amount limits of \$20 million Autobind and \$2 million Retention presented challenges in putting together large cases. This is great news for our customers. We value your business and strive to continue to be your Industry Leading Underwriting and New Business team. "

If you have any questions, please feel free to contact your Underwriters.

**Click here** to view the current Lincoln Autobind and Jumbo Limits Chart.

## State Availability

**Click here** to view the life state availability charts.

**Information Compiled By  
Insurance Solutions,  
Product & Distribution  
Support**

## **Lincoln LifeGuarantee® UL Series - 1035 Forgiveness Feature**

*Lincoln LifeGuarantee® UL, Lincoln LifeGuarantee® Plus UL and Lincoln LifeGuarantee® SUL* all contain the Coverage Protection Guarantee (CPG) feature. Timing of premium payments is critical to the performance of the CPG. This is further complicated when the funds to pay for the policy are coming from a 1035 Exchange where the funds may not be received until months after issue. The *LifeGuarantee* product series includes a 1035 Forgiveness Feature which eliminates this timing issue.

**Click here** to view a Q&A on the commonly asked questions about the 1035 Forgiveness Feature.

## **Important Information – New EFT Requirement for Producers and Firms**

Lincoln Producer Solutions will soon require all producers and firms (both new and existing) to elect the Electronic Funds Transfer (EFT) pay method for earned Life Insurance, *MoneyGuard®* and Fixed Annuity commissions in all channels for insurance issued by affiliates of Lincoln Financial Group (Lincoln). (Firms on DTCC are exempt from this requirement and Lincoln Financial Advisors should follow the existing EFT requirements.) In addition, the check method pay minimum will be changed to \$2,500 for all channels.

Beginning on **July 1, 2010** the following EFT requirements will be implemented:

1. Newly contracted producers are required to complete the EFT FASTCASH form as part of the Lincoln contracting packet.
2. Newly contracted managing firms, agencies and broker dealers are required to complete the EFT FASTCASH form as part of the Selling Agreement packet.

On **January 1, 2011**, all active and terminated producers and firms, currently receiving hard copy commission checks will be required to elect the EFT pay method and Lincoln's check pay minimum will be changed to \$2,500. To ensure set-up prior to year end, the a FASTCASH EFT authorization form should be filled out and faxed/mailed (with a voided check attached) to Producer Solutions Distribution Compensation as directed on the form by October 31, 2010.

Upon election of FASTCASH, active producers and firms will be required to visit their approved Lincoln Website to obtain their EFT commission statement (select *Conducting Business, Compensation* then *Commission Statements*). Hard-copy statements will continue to be mailed to terminated producers and firms due to web access restrictions.

If you have any questions, please send an email to [LincolnEFT@lfg.com](mailto:LincolnEFT@lfg.com). This is a special email box that we have established to ensure that your EFT questions are handled in an expedited manner.