



Lincoln LifeGuarantee® UL (2012) and Lincoln LifeGuarantee® SUL (2012) Nationwide Version (non NY)

Lincoln remains committed to providing you with valuable secondary guarantee product offerings, and maintaining competitive level-pay lifetime guarantee pricing within our core age 65+ market. The following changes will be made with the introduction of *Lincoln LifeGuarantee® UL (2012)* and *Lincoln LifeGuarantee® SUL (2012)*:

- Minimal aggregate level pay premium increases
- Decrease in competitiveness in single and 10-pay scenarios
- While most target premiums went up or remained the same for both products, some SUL pricing cells show modest decreased targets of less than 1%
- Both *Lincoln LifeGuarantee® UL (2012)* and *Lincoln LifeGuarantee® SUL (2012)* will now include payment of compensation on excess premiums above target
- The Coverage Protection Guarantee (CPG) will only have one funding option, the Lifetime Option. The Flex Option will no longer be available

Nationwide Transition Rules (non NY)

For purposes of the transition guidelines:

- “**Old product**” includes *Lincoln LifeGuarantee® UL (2011)*, *Lincoln LifeGuarantee® UL (2009)*, *Lincoln LifeGuarantee® SUL (2011)*, and *Lincoln LifeGuarantee® SUL (2009)*
- “**New product**” includes *Lincoln LifeGuarantee® UL (2012)* and *Lincoln LifeGuarantee® SUL (2012)*

A **thirty (30) day transition period** will apply from the date of state availability. For all states that are available for sale on February 21, 2012, fully completed applications for the “old product” must be signed, dated and received in good order (including the 1035 Policy Exchange Agreement/Absolute Assignment form if the case is a 1035 Exchange) to Lincoln’s home office by **March 22, 2012** in order to qualify. States that are approved **after** February 21, 2012 will also have a thirty (30) day transition period from the date of state availability.

We will provide additional details around New York product offerings as more information becomes available.