



# LINCOLN LEADER

LIFE INSURANCE VERSION

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## Key Headlines

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## State Availability

[Click here](#) to view the life state availability charts.

Information Compiled By  
Insurance Solutions,  
Product & Distribution  
Support

## Coming Soon - *Lincoln LifeElements*<sup>®</sup> Level Term (2010)

On Monday, May 17, 2010 Lincoln will introduce the latest update to the Term product portfolio, *Lincoln LifeElements*<sup>®</sup> Level Term (2010). Rates for all four term periods will be improved for many of the clients ages 45 and older with higher-face amounts. This change will allow Lincoln to be more competitive on Standard and second-tier Preferred Non-Tobacco classes on face amounts of \$1,000,000 and above.

The changes are to the rates only. There are no structural changes to the contract from the 2009 version with the exception of a new Waiver of Premium Rider.

### Transition Period

There will be a 30-day transition period from the date of state availability. For the majority of states which have already approved the product, the transition period will begin **May 17, 2010** and end on **June 16, 2010**.

A new Waiver of Premium rider has been filed in all states. The new waiver is only available on the new product and the old waiver is only available on the old product. So, for the few states that will rollout with the new Waiver of Premium Rider not yet approved, if the client wants the new product they will either have to:

- Forgo Waiver of Premium on their contract, or
- Wait for the approval of the rider before purchasing.

**Lincoln does not allow Waiver of Premium to be added post-issue.**

As of the launch date of May 17, 2010, the states which have not approved the new Waiver of Premium Rider are: CA, GU, HI, IL, MP, NJ, NY, and RI.

**In states where the rates and rider have been approved**, if applications are signed and received in good order within the transition period, the insured will have their choice of:

- *Lincoln LifeElements*<sup>®</sup> Level Term (2009) with or without the old Waiver of Premium; or
- *Lincoln LifeElements*<sup>®</sup> Level Term (2010) with or without the new Waiver of Premium.

For applications already in underwriting, the insured will also have the choice of products, provided the new *Lincoln LifeElements*<sup>®</sup> Level Term (2010) is approved in their state.

**Section continued on next page.**

If the state has approved the new rates but NOT the Waiver of Premium, the insured will have their choice of:

- *Lincoln LifeElements*<sup>®</sup> Level Term (2009) with or without the old Waiver of Premium, or
- *Lincoln LifeElements*<sup>®</sup> Level Term (2010) **WITHOUT** the new Waiver of Premium Rider.

**The old rider will not be available on the new product.**

To request a change in the product on any application currently in house, New Business will require notification in writing, indicating the desire to change products.

Any application received after the 30-day transition period ends will automatically receive the new product and rates. A policy may be backdated, but if the application is received after the transition period, it will receive the new rates.

States that approve after the launch date will have a 30-day transition period from the date of availability.

For policies already placed, we will not allow rewrites to the new *Lincoln LifeElements*<sup>®</sup> Level Term (2010).

## **Lincoln Variable Universal Life – Fund Changes – Effective May 17, 2010**

Effective May 17, 2010, there will be changes made to the *Lincoln Elite Series of Funds*, the investment lineup for Lincoln's variable universal life (VUL) products. Additionally, there are fund name changes that affect current products as well as older products.

For purposes of this announcement, *Elite Series* is defined as all current and closed Lincoln VUL products issued after May 10, 2004 that offer the *Lincoln Elite Series of Funds*.

### **New Funds**

The following funds will be added to current and past Lincoln products (including New York) – featuring the *Elite Series*:

<b>Fund Name</b>	<b>Objective</b>
LVIP J.P. Morgan High Yield Fund (Standard Class)	To seek a high level of current income. Capital appreciation is a secondary objective.
LVIP BlackRock Inflation Protected Bond Fund (Standard Class)	To seek to maximize real return, consistent with preservation of real capital and prudent investment management.
LVIP Delaware Diversified Floating Rate Fund (Standard Class)	To seek total return

## Funds Closing to New Sales

The following funds will be closed to new sales on currently sold products featuring the *Elite Series*:

Fund Name
Delaware VIP High Yield Series (Standard Class)
American Century VP Inflation Protection Fund (Class I)

## Fund Name Changes

The following fund name changes affect all applicable current and closed legacy products (including Lincoln and former Jefferson Pilot products):

Old Name	New Name
LVIP FI Equity Income Fund (Standard Class)	LVIP Wells Fargo Intrinsic Value Fund (Standard Class)
Goldman Sachs VIT Capital Growth Fund (Institutional Sales)	Goldman Sachs VIT Strategic Growth Fund (Institutional Sales)
Oppenheimer Strategic Bond Fund/VA	Oppenheimer Global Strategic Income Fund/ VA

**Illustrations** – the *Lincoln DesignIt*<sup>SM</sup> Illustration system will illustrate the above *Elite Series* fund additions and name changes as of May 17, 2010.

**Prospectuses** – New prospectuses for each product are dated May 1, 2010 and will be available for order in early May. They are available on [www.lincolnfinancial.com](http://www.lincolnfinancial.com). While all of the above changes are included in these prospectus updates, the new funds and name changes do not become effective until May 17, 2010 unless otherwise noted.

All stand-alone supplements from 2009-2010 to date will be incorporated into the prospectus. **Special Note:** This includes the *Lincoln AssetEdge*<sup>®</sup> VUL (2009) and *Lincoln VUL<sup>ONE</sup>* (2010) supplements. The combined prospectus will include rates for both the earlier generation (*Lincoln AssetEdge*<sup>®</sup> VUL (2008) or *Lincoln VUL<sup>ONE</sup>* (2007) and the new version (*Lincoln AssetEdge*<sup>®</sup> VUL (2009) or *Lincoln VUL<sup>ONE</sup>* (2010)). The applicable rates will be distinguished based on the state availability date of the new version of the product.

**Allocation Forms** – Allocation Forms for products affected by the fund changes will be updated and available for download on May 17, 2010.

## **Fund Name Change – April 30, 2010**

Reprinted from the 4/22/10 Issue of the Lincoln Life Leader

On April 30, 2010, the following fund name changes become effective:

<b>Old Name</b>	<b>New Name</b>
Goldman Sachs Capital Growth Fund	Goldman Sachs Strategic Growth Fund

These funds are only available in the Ensemble VUL product.

## **Fund Liquidations – April 12, 2010**

Reprinted from the 1/11/10 Issue of the Lincoln Life Leader

Effective April 12, 2010, the following funds closed and are no longer available as investment options:

- Premier VIT OPCAP Managed Portfolio
- Premier VIT NACM Small Cap Portfolio
- FTVIT Templeton Global Asset Allocation Fund

Products that are impacted by this fund change include:

- Lincoln VUL-1 (Not part of the VUL<sup>ONE</sup> series)
- Lincoln SVUL-1 (Not part of the SVUL<sup>ONE</sup> series)
- Connecticut General VUL
- Connecticut General ACCRU VUL

If your clients held any of these funds, the assets needed to be transferred to any of the other funds in the variable life policy on or before April 8, 2010. If Lincoln did not receive a transfer request from your affected clients by April 8, 2010, assets remaining in these funds were automatically moved to the Money Market Fund within the policy.

Confirmation statements will be mailed to clients whose assets were moved to the Money Market Fund. With this confirmation the client will receive a transfer request form they may use to transfer assets out of the Money Market Fund into any of the other investment options available under their policy. There will be no charge for this transfer and the transfer will not count against the number or free transfers allowed each year.

## Life Customer Service and Claims - Policyowner Disbursement Notification Enhancement

Americans discard four million tons of office paper each year, which is the equivalent of 96 million trees or a 500,000-acre forest. With this in mind, Lincoln Financial Group is pursuing opportunities to reduce the printing and mailing of certain hard-copy correspondence.

An enhancement has been made for certain blocks of UL and Traditional Life business regarding disbursement information previously mailed separate from the disbursement check to the owner, via letter, with a copy to the servicing agent. Effective April 19, 2010, detailed disbursement information will now be included on the check stub. The separate letters to the policyowner and servicing agent will no longer be mailed. We believe this will enhance the client's experience while significantly reducing Lincoln's use of paper, envelopes and ink associated with the delivery of these documents.

Detailed disbursement information on the check stub will include (as applicable):

- Total accumulation value
- Less surrender charge
- Less loan payoff
- Plus premium refund
- Net cash surrender value

When a surrender request is received, you will be notified by our Life Customer Service Business Retention team prior to processing. If surrender proceeds are placed in a SecureLine<sup>®</sup> account, a new account package will be sent to the owner following the surrender.

### Questions & Comments

Please contact Jennifer DiPoppo if you have any Administrative/Operational announcements that you would like to include in the Lincoln LIFE Leader.

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Reminder: You must be logged into LFAPlanner.com, LincolnFinancialNetwork.com or LFD.com prior to linking to the hot links contained in this document. For some secure documents an additional login screen may be required – please use your normal login ID and Password if this screen is required.

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Policies sold in New York are issued by Lincoln Life & Annuity Company of New York, Syracuse, NY. **The contractual obligations are backed by the claims-paying ability of Lincoln Life & Annuity Company of New York.**

**Variable products are sold by prospectus. For more information about the variable products, including fees and charges, refer to the prospectus. Variable products are distributed by Lincoln Financial Distributors and offered through broker dealers with effective selling agreements.**



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