



FOR LIFE

Universal Life Insurance

Lincoln LifeGuarantee[®] SUL

A wealth transfer and estate planning solution

Advisor Guide

Hello future.[®]



The Lincoln National Life Insurance Company
Lincoln Life & Annuity Company of New York

Not a deposit	Not FDIC-insured	May go down in value
Not insured by any federal government agency		
Not guaranteed by any bank or savings association		

For agent or broker use only. Not for use with the public.

A wealth transfer solution

Because estate tax laws continue to change and clients' assets grow over time, it's important to take steps now to preserve wealth for the next generation.

Lincoln LifeGuarantee® SUL is secondary guarantee coverage and an excellent wealth transfer component. As survivorship universal life insurance (SUL), it is guaranteed protection for two lives that pays a death benefit upon the second death. *Lincoln LifeGuarantee* SUL is an effective solution that can help address estate tax concerns and more efficiently leverage assets. It offers several key advantages.

1 Tax-efficient death benefit

Clients can leverage their assets with *Lincoln LifeGuarantee* SUL through a death benefit, which pays upon the second person's death. The death benefit proceeds pass free of federal and state income taxes, maximizing the amount of assets beneficiaries can receive.

Lincoln LifeGuarantee SUL can be purchased within an irrevocable life insurance trust (ILIT), which, if properly structured, excludes policy proceeds from estate tax assessment.

2 Flexible policy options

Clients can choose to fund their *Lincoln LifeGuarantee* SUL through flexible payment options, chosen at the time of policy issue:

- **Traditional premium payments** of equal amounts throughout the life of the policy
- **Flex option** allows clients to pay lower premiums in early years and pay "catch-up" premiums in later policy years

To customize their *Lincoln LifeGuarantee* SUL policy, clients can select from additional policy riders to meet their specific needs.

3 Valuable SUL protection from an industry leader

With a history of innovation and stability, Lincoln is committed to leadership in the secondary guarantee market. Lincoln offers the solutions and guarantees to help meet your client's goals. Our experience and expertise help drive our highly competitive pricing and products designed to meet your clients' needs.

Lincoln LifeGuarantee® SUL

<p>Client profile</p>	<p><i>Lincoln LifeGuarantee</i> SUL may be an effective wealth transfer solution for clients who:</p> <ul style="list-style-type: none"> • Are married, domestic or business partners • Have sufficient assets for income after the first death • Have designated assets to leave for heirs 	<p>Small-business owners, especially those who own or co-own a family business, can use <i>Lincoln LifeGuarantee</i> SUL to help ensure the business continues upon the death of a key person.</p>
<p>Client goals</p>	<ul style="list-style-type: none"> • Tax-efficient estate planning • Wealth transfer • Business continuity 	<p>Within a properly structured trust, <i>Lincoln LifeGuarantee</i> SUL may enable clients to:</p> <ul style="list-style-type: none"> • Remove assets from their estate • Enable beneficiaries to pay estate taxes on the balance of the estate
<p>Client solution</p>	<p>A <i>Lincoln LifeGuarantee</i> SUL can be a beneficial option for clients who may have uninvested or idle assets.</p>	<p>Consider your clients who have cash on the sidelines or want to utilize gifting to reduce the size of their estates.</p>
<p>Advantages</p>	<p><i>Lincoln LifeGuarantee</i> SUL offers:</p> <ul style="list-style-type: none"> • Competitive pricing • Strong internal rate of return • Flexible payment options • Additional policy riders to customize a personalized policy • Industry-leading underwriting 	<p>Lincoln is committed to the secondary guarantee market and offers industry-leading underwriting.</p>

At Lincoln, we support your *Lincoln LifeGuarantee* SUL business with industry-leading underwriting, competitive pricing, and the resources you need.

Lincoln LifeGuarantee SUL can help clients preserve wealth, protect their business investment, and make more of estate assets.

Product features

Policy design	<ul style="list-style-type: none"> Survivorship universal life insurance policy that covers two individuals. The death benefit is paid when the second person dies.
Issue ages and classes	<ul style="list-style-type: none"> Preferred nontobacco: age 20–80 Standard tobacco and nontobacco: age 20–85 <p>Certain rated cases may be eligible to receive standard rates.</p>
Maturity age	<ul style="list-style-type: none"> Extended
Minimum specified amount of death benefit	<ul style="list-style-type: none"> \$100,000
Maximum specified amount of death benefit	<ul style="list-style-type: none"> Subject to individual consideration and underwriting limits.
Premium requirements	<ul style="list-style-type: none"> Premium amount and frequency may vary as long as the policyholder maintains either a positive cash surrender value or satisfies the Coverage Protection Guarantee requirements.

Product features

Coverage Protection Guarantee (CPG)*	<ul style="list-style-type: none"> Automatically included at issue. This rider guarantees that the policy will not lapse even if the cash surrender value is insufficient to cover monthly deductions. Two premium payment options are available: Lifetime Option and Flex Option. One must be elected at issue and cannot be changed once the policy is in-force. <ol style="list-style-type: none"> The Lifetime Option: Most efficient for levelized premiums paid until the younger insured reaches age 100, with guarantees for life. This option costs less overall than the Flex Option. It's best for clients who want to buy the most amount of guaranteed death benefit for their premium. The Flex Option: Costs less than the Lifetime Option in initial years but has higher catch-up premiums with higher charges in the later years and charges will continue out to the younger insured's age 121. Choosing this option allows your clients to have a lower initial outlay than would be available with the Lifetime Option. Best for clients who: a) are looking for the best internal rate of return on death benefit during the initial years or b) have less funding now and expect to be able to pay more later.
--------------------------------------	---

*Please refer to the Coverage Protection Guarantee flier for more information (Order code UL-CPG-FLI239).
Guarantees are backed by the claims-paying ability of the appropriate issuing company.

Product benefits, cont'd.

Estate Protection Rider	<ul style="list-style-type: none"> • Provides an additional term insurance benefit during the first four years of the policy. • Available at an additional cost. • Not available in New York.
Accelerated Benefit Rider with First Death Benefit†	<ul style="list-style-type: none"> • Pays the survivor a cash benefit upon the first death and provides enhanced protection for the survivor in the event of critical or terminal illness, or confinement to a nursing home. • One-time charge when rider is exercised. • Not available in New York.
Accelerated Benefit Rider	<ul style="list-style-type: none"> • Pays out a portion of the death benefit if, after the first death, the surviving insured is permanently confined to a nursing home or becomes terminally ill. • One-time charge when rider is exercised. • Benefits are subject to state availability.
Accelerated Benefit Rider (New York)	<ul style="list-style-type: none"> • Pays out a portion of the death benefit if, after the first death, the surviving insured becomes terminally ill. • One-time charge when rider is exercised.
The Disability Waiver of Specified Premium Rider	<ul style="list-style-type: none"> • Covers the policyowner for a specified monthly premium if the insured becomes totally disabled. • Available at an additional cost.
The Disability Waiver of Monthly Deductions Benefit	<ul style="list-style-type: none"> • Waives the monthly deduction if the insured becomes totally disabled. • Available at an additional cost.
The Guaranteed Policy Split Option Rider	<ul style="list-style-type: none"> • Offers the flexibility and convenience of splitting the survivorship policy into two individual policies in the event of divorce, repeal of the unlimited marital deduction, or reduction in the estate tax rate to 25% or less. • No additional medical examination required. • Available at an additional cost.

† Not available in Connecticut, Maryland, New York, or Pennsylvania.

Underwriting is key to your success

At Lincoln, our industry-leading underwriting philosophy emphasizes flexibility and communication to achieve the best possible offer for your clients.

Other features

Interest crediting	<ul style="list-style-type: none"> • A guaranteed minimum annual interest rate of 3.0% applies to unborrowed funds. 																					
Policy loans [†]	<ul style="list-style-type: none"> • Policyowners may borrow up to 100% of the cash surrender value at any time. • Interest charged: 6% guaranteed interest rate, all years • Interest credited: 4% 																					
Withdrawals [†]	<ul style="list-style-type: none"> • Minimum: \$500 • Maximum: 100% of cash surrender value less \$2,500 100% of cash surrender value in New York • Transaction fee: \$5 per withdrawal • An additional charge applies if the withdrawal causes the face amount to decrease or if the withdrawal occurs during the surrender charge period. • Loans and withdrawals reduce the cash surrender value and death benefit, may cause the policy to lapse, and may have tax implications. 																					
Charges and fees	<table border="1"> <thead> <tr> <th>Charge</th> <th>Frequency</th> <th>Detail</th> </tr> </thead> <tbody> <tr> <td>Premium load</td> <td>At payment</td> <td>15% all years based on premium amount</td> </tr> <tr> <td>Per policy expense charge</td> <td>Monthly</td> <td>\$8 (\$96 annually)</td> </tr> <tr> <td>Administrative expense</td> <td>Monthly</td> <td>Varies</td> </tr> <tr> <td>Cost of insurance</td> <td>Monthly</td> <td>Varies</td> </tr> <tr> <td>Unit expense charge</td> <td>Monthly</td> <td>\$0.05 per \$1,000 of initial specified amount</td> </tr> <tr> <td>Surrender charges</td> <td>19 years</td> <td>Varies</td> </tr> </tbody> </table>	Charge	Frequency	Detail	Premium load	At payment	15% all years based on premium amount	Per policy expense charge	Monthly	\$8 (\$96 annually)	Administrative expense	Monthly	Varies	Cost of insurance	Monthly	Varies	Unit expense charge	Monthly	\$0.05 per \$1,000 of initial specified amount	Surrender charges	19 years	Varies
Charge	Frequency	Detail																				
Premium load	At payment	15% all years based on premium amount																				
Per policy expense charge	Monthly	\$8 (\$96 annually)																				
Administrative expense	Monthly	Varies																				
Cost of insurance	Monthly	Varies																				
Unit expense charge	Monthly	\$0.05 per \$1,000 of initial specified amount																				
Surrender charges	19 years	Varies																				

[†] Policy Loans and withdrawals will reduce the length of time the Coverage Protection Guarantee will protect the policy.

Help clients make the most of their assets with *Lincoln LifeGuarantee*[®] SUL.

Hello future[®]

Find out how *Lincoln LifeGuarantee*[®] SUL can help you formulate the best estate planning and wealth transfer solution for your clients.



HELPING PEOPLE FACE THE FUTURE WITH CONFIDENCE

At Lincoln Financial Group, we've spent more than 100 years living up to the character of our namesake: integrity, honesty, and the belief in a better tomorrow. We provide advice and solutions to help people save for tomorrow, secure and maximize their income, protect themselves and their loved ones, and prepare for the unexpected.

Hello future.®

INCOME
LIFE
RETIREMENT
GROUP BENEFITS

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

©2011 Lincoln National Corporation

www.LincolnFinancial.com

Lincoln Financial Group is the marketing name for Lincoln National Corporation and its affiliates.

Affiliates are separately responsible for their own financial and contractual obligations.

LCN1102-2051381

ECG 3/11 Z01

Order code: SUL-ADV-BRC001

This material was prepared to support the promotion and marketing of investment and insurance products. Lincoln Financial Group® affiliates, their distributors, and their respective employees, representatives, and/or insurance agents do not provide tax, accounting, or legal advice. Any tax statements contained herein were not intended or written to be used, and cannot be used for the purpose of avoiding U.S. federal, state, or local tax penalties. Please consult your own independent advisor as to any tax, accounting, or legal statements made herein.

Lincoln LifeGuarantee® SUL is issued on policy form SUL5066 and state variations by The Lincoln National Life Insurance Company, Fort Wayne, IN, and distributed by Lincoln Financial Distributors, Inc., a broker/dealer. **The Lincoln National Life Insurance Company does not solicit business in the state of New York, nor is it authorized to do so.**

Policies sold in New York are issued on policy form SUL5066N by Lincoln Life & Annuity Company of New York, Syracuse, NY, and distributed by Lincoln Financial Distributors, Inc., a broker/dealer. In some states, contract terms are set out and coverage may be provided in the form of certificates issued under a group policy issued by The Lincoln National Life Insurance Company to a group life insurance trust.

All guarantees and benefits of the insurance policy are backed by the claims-paying ability of the issuing insurance company. They are not backed by the broker/dealer and/or insurance agency selling the policy, or any affiliates of those entities other than the issuing company affiliates, and none makes any representations or guarantees regarding the claims-paying ability of the issuer.

Products and features are subject to state availability. Limitations and exclusions may apply.

**For agent or broker use only.
Not for use with the public.**



Lincoln MoneyGuard® Reserve Plus

Leverage chart

LTC benefits per \$100,000 premium
Nontobacco — level benefits

Female				
Age	Benefit period	Death benefit	Total LTC benefit	Monthly LTC max
50	6 years	\$262,169	\$786,507	\$10,924
51	6 years	\$250,861	\$752,583	\$10,453
52	6 years	\$240,480	\$721,440	\$10,020
53	6 years	\$231,279	\$693,837	\$9,637
54	6 years	\$222,618	\$667,854	\$9,276
55	6 years	\$214,653	\$643,959	\$8,944
56	6 years	\$207,212	\$621,636	\$8,634
57	6 years	\$200,393	\$601,179	\$8,350
58	6 years	\$194,094	\$582,282	\$8,087
59	6 years	\$188,452	\$565,356	\$7,852
60	6 years	\$183,445	\$550,335	\$7,644
61	6 years	\$178,412	\$535,236	\$7,434
62	6 years	\$173,791	\$521,373	\$7,241
63	6 years	\$169,704	\$509,112	\$7,071
64	6 years	\$167,747	\$503,241	\$6,989
65	6 years	\$166,339	\$499,017	\$6,931
66	6 years	\$160,103	\$480,309	\$6,671
67	6 years	\$153,489	\$460,467	\$6,395
68	6 years	\$147,454	\$442,362	\$6,144
69	6 years	\$141,282	\$423,846	\$5,887
70	6 years	\$134,079	\$402,237	\$5,587
71	6 years	\$127,270	\$381,810	\$5,303
72	6 years	\$119,376	\$358,128	\$4,974
73	6 years	\$110,685	\$332,055	\$4,612
74	6 years	\$101,970	\$305,910	\$4,249
75	7 years	\$131,495	\$306,822	\$3,653
76	7 years	\$127,343	\$297,134	\$3,537
77	7 years	\$122,757	\$286,433	\$3,410
78	7 years	\$117,904	\$275,109	\$3,275
79	7 years	\$113,225	\$264,192	\$3,145
80	7 years	\$108,850	\$253,983	\$3,024

Male				
Age	Benefit period	Death benefit	Total LTC benefit	Monthly LTC max
50	6 years	\$221,018	\$663,054	\$9,209
51	6 years	\$212,142	\$636,426	\$8,839
52	6 years	\$203,888	\$611,664	\$8,495
53	6 years	\$196,437	\$589,311	\$8,185
54	6 years	\$189,464	\$568,392	\$7,894
55	6 years	\$183,100	\$549,300	\$7,629
56	6 years	\$177,240	\$531,720	\$7,385
57	6 years	\$171,836	\$515,508	\$7,160
58	6 years	\$166,922	\$500,766	\$6,955
59	6 years	\$162,545	\$487,635	\$6,773
60	6 years	\$158,686	\$476,058	\$6,612
61	6 years	\$155,798	\$467,394	\$6,492
62	6 years	\$153,294	\$459,882	\$6,387
63	6 years	\$150,735	\$452,205	\$6,281
64	6 years	\$148,473	\$445,419	\$6,186
65	6 years	\$146,535	\$439,605	\$6,106
66	6 years	\$142,578	\$427,734	\$5,941
67	6 years	\$138,373	\$415,119	\$5,766
68	6 years	\$132,419	\$397,257	\$5,517
69	6 years	\$126,353	\$379,059	\$5,265
70	6 years	\$121,185	\$363,555	\$5,049
71	6 years	\$112,249	\$336,747	\$4,677
72	6 years	\$102,426	\$307,278	\$4,268
73	7 years	\$129,255	\$301,595	\$3,590
74	7 years	\$123,132	\$287,308	\$3,420
75	7 years	\$116,436	\$271,684	\$3,234
76	7 years	\$112,889	\$263,408	\$3,136
77	7 years	\$108,801	\$253,869	\$3,022
78	7 years	\$104,481	\$243,789	\$2,902
79	5 years	\$108,843	\$181,405	\$3,023
80	5 years	\$105,102	\$175,170	\$2,920

Products issued by:
The Lincoln National Life Insurance Company

For agent or broker use only. Not for use with the public.

Disqualifying conditions for Lincoln MoneyGuard® Reserve Plus coverage

- Alzheimer's disease, dementia, or taking medication for memory loss
- Moderate to severe emphysema, chronic obstructive pulmonary disease (COPD)
- Congestive heart failure
- Parkinson's disease, multiple sclerosis or muscular dystrophy
- Rheumatoid arthritis or taking Methotrexate, Prednisone, Enbrel or Remicade for joint pain
- Osteoporosis that is untreated or with a compression fracture or height loss of two or more inches
- Stroke or transient ischemic attack (TIA) within the past six months
- Heart attack, heart or carotid artery surgery within the past six months
- Cancer (other than nonmelanoma skin cancer) within the past six months
- Type 1 diabetes
- Dialysis treatment or chronic kidney disease
- Oxygen use for any reason
- Organ transplant recipient
- Use of a cane of any variety, walker or wheelchair
- Use of a narcotic drug or prescription pain medication on a regular basis
- Implantable defibrillator
- Currently collecting any type of disability payments
- Requirement of a handicap parking permit due to physical limitations or medical conditions

Clients who do not have any of the above conditions are good candidates for coverage; however, the final underwriting decision is based on medical information obtained in the Personal History Interview.

Considerations regarding current or pending medical treatment

- If your client has any surgery scheduled in the next six months or has been advised to have surgery, you should wait to submit the case until the client is at least three months post-operative, fully recovered, back to 100% activity, and released from all medical and doctor's care.
- If the client is currently being evaluated for an undiagnosed medical condition, postpone submission until all evaluations have been completed and a diagnosis has been made.
- If the client is currently receiving physical therapy, postpone submission until back to 100% activity without limitations and released from all care.

Contact your Lincoln representative today to find out if Lincoln MoneyGuard Reserve Plus is right for your clients.

Hello future.®

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

©2011 Lincoln National Corporation

www.LincolnFinancial.com

Lincoln Financial Group is the marketing name for Lincoln National Corporation and its affiliates.

Affiliates are separately responsible for their own financial and contractual obligations.

LCN1012-2048528

POD 2/11 Z01

Order code: MGR-CALC-FLI004



A universal life insurance policy with a Convalescent Care Benefits Rider (CCBR) that accelerates the specified amount of death benefit to pay for covered long-term care expenses. An Extension of Benefits Rider (EOBR) to continue long-term care benefit payments after the entire specified amount of death benefit has been paid. The cost of riders will be deducted monthly from the policy cash value.

Issued by The Lincoln National Life Insurance Company, Fort Wayne, IN, on Policy Form LN870 with the Convalescent Care Benefits Rider (CCBR) on Rider Form LR870, an optional Extension of Benefits Rider (EOBR) on Rider Form LR871, and an optional Nonforfeiture Benefit Rider (NFO) on Rider Form LR872.

All guarantees and benefits of the insurance policy are backed by the claims-paying ability of the issuing

insurance company. They are not backed by the broker/dealer and/or insurance agency selling the policy, or any affiliates of those entities other than the issuing company affiliates, and none makes any representations or guarantees regarding the claims-paying ability of the issuer.

The policy and riders have exclusions, limitations, and/or reductions. Products and features, including benefits, terms, and definitions, may vary by state. Not approved for use in New York.

**For agent or broker use only.
Not for use with the public.**