



*Lincoln LifeElements*® Level Term (2019)

# Affordable guaranteed, temporary protection for your family, your business or both

## CLIENT GUIDE AND FACT SHEET

Sometimes in life, you need financial coverage or added protection for a certain amount of time to meet your goals. Maybe it's until your mortgage is paid off or to ensure your family has income replacement while your kids are still young. If you own a business, you may want to protect your investment, your loved ones and your employees, and make certain that your business can continue when you're not there.

You can accomplish these goals with a *Lincoln LifeElements*® Level Term insurance policy because it offers:

- ✓ **Guaranteed financial protection** — coverage for 10, 15, 20 or 30 years
- ✓ **Affordability** — cost-efficient rates for ages 30 and above
- ✓ **Convenience** — the availability of a simple phone interview application and the opportunity of no lab work requirements if you meet certain qualifications<sup>1</sup>
- ✓ **Flexibility for your future** — the ability to add additional protection for yourself or your children, and an option to reduce your coverage if your needs change
- ✓ **The option to change coverage** — if your needs change, you can convert your policy to a Lincoln permanent policy<sup>2</sup>



### Make sure your loved ones are financially secure

Know that your family can maintain the lifestyle you planned for them.



### Protect your business and your heirs

Be assured that your company can continue if you retire or lose a key employee.

<sup>1</sup> Available to age 60 with face amounts to \$1 million; there is an opportunity for no lab work for qualified applicants who apply for coverage through the *LincXpress*® Tele-App process.

<sup>2</sup> Convertible prior to the end of the level premium payment period (10, 15, 20 or 30 years) or prior to insured's attained age 70, whichever comes first.

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		

Insurance products issued by:  
The Lincoln National Life Insurance Company

## Product facts

Issue ages and coverage amounts	Term	Insured's age		<ul style="list-style-type: none"> <li>• Minimum coverage amount: \$250,000</li> <li>• Maximum coverage amount: subject to individual consideration and underwriting limits</li> <li>• Death benefit (coverage amount) reductions: After policy year three, you can reduce your amount of coverage to meet your changing needs, subject to the minimum requirement. So, when you pay off your mortgage, or your kids graduate and become financially independent, you can save money by decreasing the amount of term protection you have.</li> </ul>
	10-year	18–80		
		Nontobacco	Tobacco	
	15-year	18–75	18–70	
	20-year	18–70	18–65	
	30-year	18–55	18–50	
Policy fee	<ul style="list-style-type: none"> <li>• \$90 each year for all term periods</li> </ul>			
Premium frequency	<ul style="list-style-type: none"> <li>• Direct bill: annual or semiannual only</li> <li>• Electronic funds transfer (EFT): annual, semiannual, quarterly or monthly</li> <li>• List bill: annual, semiannual, quarterly or monthly. (A list bill is typically used for businesses. An example is one bill for the life insurance policies on a company's 10 executives.)</li> <li>• There is an additional charge for paying premiums more frequently than once a year.</li> </ul>			
End of level premium	<ul style="list-style-type: none"> <li>• You have options at the end of your term. If you still need coverage, you could keep paying for your policy, but there is a one-time coverage amount decrease at the end of the level term period. <ul style="list-style-type: none"> <li>– In some cases after this decrease, your premiums remain at the same level as the preceding ones for the next three premiums, then they increase annually.</li> <li>– In other cases your premiums increase after the coverage amount decreases, level out for three years, and then increase on an annual basis.</li> </ul> </li> </ul>			

## Add a policy rider to meet your specific needs

If you want additional protection for:

Disability	The Waiver of Premium Rider waives premium payments during a period of total disability. Available at an additional cost.
Terminal illness	The Accelerated Benefits Rider pays out a portion of the death benefit if you were to become terminally ill. There is a charge once this rider is exercised. Accelerated death benefits may be taxable and may affect public assistance eligibility.
Your children	The Children's Term Insurance Rider gives you the ability to insure all of your children with level term coverage, up to \$15,000 per child, under your own policy. Available at an additional cost with one rider charge. No additional cost per child.

## If your needs change, you can change coverage

Before your term period ends, you have the option to convert your term policy to a Lincoln permanent life insurance policy.

<b>Convertibility</b>	<ul style="list-style-type: none"><li>• You have the flexibility to convert to a Lincoln permanent life policy, so your coverage evolves with you throughout your life. Discuss available opportunities with your advisor.</li><li>• Your policy is convertible prior to the end of the level premium payment period (10, 15, 20 or 30 years) or prior to insured's attained age 70, whichever comes first.</li></ul>
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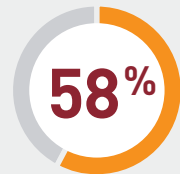


Nearly **4 in 10** Americans own life insurance for income replacement.<sup>1</sup>

**9 in 10** life insurance owners agree that having life insurance gives them peace of mind.<sup>2</sup>



## Why term insurance can be important in your life?



of small business owners have no succession plan. Having a plan can protect their heirs.<sup>3</sup>



Your employer's life insurance coverage may not be enough to make your family financially secure.

<sup>1</sup> LIMRA and Life Happens, "2019 Insurance Barometer Report."

<sup>2</sup> LIMRA, "The Facts of Life and Annuities," 2018 Update.

<sup>3</sup> USA TODAY, "Most Small Business Owners Lack a Succession Plan," August 11, 2018, <https://www.usatoday.com/story/money/usaandmain/2018/08/11/most-small-business-owners-lack-succession-plan/37281977/>.

## Why Lincoln Financial Group?

Since 1905, we've remained committed to helping Americans plan for retirement, prepare for the unexpected, and protect their wealth from taxes, long-term health costs, longevity, inflation, and market risk. We have continued to keep our promises through challenging financial times, including the Great Depression and the Financial Crisis of 2008. When other companies failed, we remained strong and prospered.

Today, millions of Americans rely on us for the knowledge, experience and solutions to help them meet their goals.

## Rely on our financial strength

The leading ratings agencies, A.M. Best, Fitch, Moody's and Standard & Poor's, routinely assess the financial strength and stability of our company. We are proud to be recognized for our commitment and financial stewardship with strong ratings and top rankings among the leaders in the industry.

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## Take the next step for your future. Talk to your advisor about planning with *Lincoln LifeElements*® Level Term.

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Order code: LE-CLT-FLI001



You're In Charge®

**PBR**  Product is compliant with principle-based reserving (PBR) and 2017 commissioners standard ordinary (CSO) table.

### Important information:

*Lincoln LifeElements*® Level Term (2019) is issued on policy form TRM6063 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.**

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