



You're In Charge®

WealthProtection ExpertiseSM

The term protection you need now

The policy features you'll want later



LIFE SOLUTIONS

Lincoln LifeElements® Level Term

Client Overview

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
Lincoln Life & Annuity Company of New York



Affordable, guaranteed protection today— optional choices you'll want for tomorrow

Maybe you need life insurance death benefit protection for just a certain number of years. Perhaps it's while your kids are in college. Maybe you need protection to help cover a business loan or to protect your business from financial loss if a key employee dies.

Lincoln LifeElements® Level Term can help you meet those needs and more with:

- Guaranteed death benefit protection for 10, 15, 20 or 30 years
- Guaranteed rates—some of the most competitive in the industry*
- The option to later convert to Lincoln permanent life insurance
- Opportunities to customize your policy to meet your individual needs

Guaranteed conversion to a permanent life insurance policy

Someday you may need permanent life insurance instead of term. Before your policy level term period ends or before you reach attained age 70 (whichever comes first), you can convert your term coverage to any qualifying Lincoln permanent life insurance policy.

*Rates in New York vary from the national version.

Guarantees are subject to the claims-paying ability of the appropriate issuing company.

See the policy facts

Issue ages

Term	Insured's age	
10-year	18–80	
	Nontobacco	Tobacco
15-year	18–75	18–70
20-year	18–70	18–65
30-year	18–55	18–50

Issue face amounts

- Minimum face amount: \$250,000
- Maximum face amount: subject to individual consideration and underwriting limits
- Death benefit (face amount) reductions are allowed after policy year three, subject to the minimum face amount requirement.

Policy fee

- \$90 for all term periods

Premium frequency

- Direct bill: annual or semiannual only
- Electronic funds transfer (EFT): annual, semiannual, quarterly, monthly
- List bill: annual, semiannual, quarterly, monthly
- There is an additional charge for paying premiums more frequently than once a year.

Convertibility

- 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.
- Conversions allowed to any qualifying Lincoln permanent life policy available at the time of conversion.
- If the policy is on premium waiver at the time of conversion, the insured will have access to a waiver benefit as part of the conversion, subject to availability and the company guidelines in place at the time of conversion.

End of level premium

- A one-time face decrease occurs at the end of the level term period.
- In some cases after this decrease, the premiums remain at the same level as the preceding ones for the next three premiums, then they increase annually.
- In other cases, premiums increase after the face decreases, level out for three years, then increase on an annual basis.

Add a policy rider to meet your unique needs

If you're concerned about...

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.

Coverage for 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.

Protect your family or your business with affordable, convertible level term life insurance from Lincoln.

Talk with your insurance representative today.

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LCN-1231554-062115

POD 7/15 **Z03**

Order code: TO-CLT-BRC002



You're In Charge®

Important information:

Lincoln LifeElements® Level Term (2014) is issued on policy form TRM5065/ICC14TRM5065 with endorsement END7013 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 TRM5065N.2/15 by Lincoln Life & Annuity Company of New York, Syracuse, NY, and distributed by Lincoln Financial Distributors, Inc., a broker-dealer.

All guarantees and benefits of the insurance policy are subject to 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, riders and features are subject to state availability. Limitations and exclusions may apply.



Lincoln LifeElements® Level Term (2017)

LIFE SOLUTIONS

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.

Feel confident with a term policy that gives you guaranteed protection when you need it and the ability to get permanent coverage should your needs change.

What's important to you

✓ Reliable protection when you need it

✓ Affordability

✓ Convenience

✓ Flexibility for your future

Consider a solution that gives you

✓ Guaranteed death benefit protection for 10, 15, 20 or 30 years

✓ Cost-efficient rates for ages 30 and above

✓ The availability of a simple phone interview application

✓ The opportunity of no-lab work requirements if you meet certain qualifications¹

✓ The option to convert to a Lincoln permanent life policy. Ask your advisor what opportunities may apply to you.²

✓ The ability to add optional enhancements to meet your specific needs, such as disability and terminal illness protection, or coverage for your children

✓ A coverage reduction option to help you meet your future changing needs

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¹ 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.

² 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.



Product facts

Issue ages and coverage amounts	Term	Insured's age		<ul style="list-style-type: none">• Minimum coverage amount: \$250,000• Maximum coverage amount: subject to individual consideration and underwriting limits• 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 have the opportunity to save money by decreasing the amount of term protection you have.
	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">• \$90 each year for all term periods			
Premium frequency	<ul style="list-style-type: none">• Direct bill: annual or semiannual only• Electronic funds transfer (EFT): annual, semiannual, quarterly or monthly• 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.)• There is an additional charge for paying premiums more frequently than once a year			
End of level premium	<ul style="list-style-type: none">• 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">– In some cases after this decrease, your premiums remain at the same level as the preceding ones for the next three years, then they increase annually.– In other cases, your premiums increase after the coverage amount decreases, level out for three years, and then increase on an annual basis.			

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

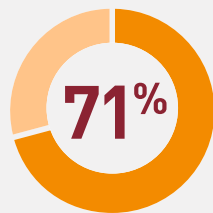
Before your term period ends, you have the option to convert your term policy to a Lincoln permanent life insurance policy.

Convertibility	<ul style="list-style-type: none">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.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.
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Why term insurance can be important in your life?



Almost half of all U.S. households have a life insurance coverage gap.¹



71% of businesses claimed they were very dependent on 1 or 2 key employees, yet only 22% had key person life insurance.²



Less than 1 out of 3 family-owned businesses survive into the second generation.³



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

¹ LIMRA, "Life Insurance Ownership in Focus, U.S. Household Trends—2016."

² Insurance Information Institute, "Life Insurance for Key Employees," *iii*, <http://www.iii.org/publications/insuring-your-business-small-business-owners-guide-to-insurance/specific-coverages/life-insurance-for-key-employees> (accessed December 12, 2016).

³ Family Business Institute, "Family Business in Transition: Data and Analysis," <https://www.familybusinessinstitute.com/wp-content/uploads/2016/02/Family-Business-Succession-Planning-White-Paper.pdf>, 2016.

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, more than 17 million 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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LCN-2163632-062718

POD 7/18 **Z04**

Order code: **LE-CLT-FLI001**



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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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