



LINCOLN LEADER

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Key Headlines

Coming Soon - *Lincoln LifeElements*[®] Level Term (2010)

Fund Changes –
Effective May 17, 2010

Fund Liquidations –
Effective April 12, 2010

Fund Name Changes –
Effective April 30, 2010

Policyowner
Disbursement
Notification
Enhancement

State Availability

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

Information Compiled By
Insurance Solutions,
Product & Distribution
Support

Coming Soon - *Lincoln LifeElements*[®] Level Term (2010)

On Monday, May 17, 2010 Lincoln will introduce the latest update to the Term product portfolio, *Lincoln LifeElements*[®] 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*[®] Level Term (2009) with or without the old Waiver of Premium; or
- *Lincoln LifeElements*[®] 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*[®] 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*[®] Level Term (2009) with or without the old Waiver of Premium, or
- *Lincoln LifeElements*[®] 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*[®] 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*:

Fund Name	Objective
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