

## Lincoln Life Submission Options

Life insurance products, including Lincoln MoneyGuard®

|                  | Fully Electronic Submission  |  |   |  | Tuo diti au al  |
|------------------|--|--|---|--|---|
|                  | <b>eTicket</b><br>(Life <i>LincXpress</i> ®)   | <b>Lincoln TermAccel®</b><br>(eTicket)   | <b>eApp</b><br>(Full Life Application)                      | <i>MoneyGuard®</i> iGO eApp<br>(Full Application)                                  | Traditional<br>Submission   |
| What is it?      | <ul> <li>Secure full life application and ticket processes that offers fillable forms, user friendly data gathering design and electronic signing to streamline the process. Offers ability to upload additional documents.</li> <li>Applications and tickets are received in-good-order immediately following the agent eSignature process, reducing touchpoints to obtain outstanding information.</li> <li>Within 30 minutes of submission, the agent and any identified case manager will receive an email with the policy number</li> </ul> |  |   |  | <ul> <li>Full Application*</li> <li>LincXpress® Ticket**</li> <li>Can be completed with wet signatures or electronic</li> </ul> |
| Product          | IUL, SIUL, VUL, SVUL, <i>Lincoln</i><br><i>LifeElements</i> ® Level Term   | Lincoln TermAccel® Level Term  | IUL, SIUL, VUL, SVUL<br>Lincoln LifeElements® Level<br>Term | Lincoln MoneyGuard Fixed<br>Advantage®, Lincoln<br>MoneyGuard Market<br>Advantage® | signatures via DocuSign to reduce in-person touchpoints  Photo images of forms are also acceptable                              |
| Workflow         | Agent → Lincoln → Client   | Agent → Lincoln → Client   | Agent → Lincoln   | Agent → Lincoln→ Client  |   |
|                  | Online or phone client interview required. Phone interview scheduled online or through a Lincoln representative.   | Online or phone client interview required. Phone interview scheduled online or through a Lincoln representative. |   | Online PHI, phone PHI or paper submission available for LTC Supplement and Part II | *Not available with <i>Lincoln TermAccel.</i> **Not available for <i>Lincoln TermAccel</i> or Lincoln <i>MoneyGuard</i>         |
| How to<br>Access | <ol> <li>Registered users of Lincoln's Producer Website: Accessible from Product pages or from My Business &gt; New Business Submission Tools</li> <li>Registered iGo users of iPipeline         <ul> <li>iService: How to add products to iGo</li> </ul> </li> </ol>  |  |   |  | Submit through normal methods. Email, fax or mail to Lincoln's home office.   |
| Resources        | LincXpress Agent Guide   | eTicket Agent Training Video TermAccel Process Overview  | eApp Agent Training Video                                   | MoneyGuard® iGO® eApp Agent<br>Training Video                                      | DocuSign Agent Guide Photo Image Acceptance Requirements  |

For additional details on Lincoln's life insurance policy submission options, view the **Policy Submission Guide**. Submission options are available based on product, firm and/or state availability.

Life insurance issued by The Lincoln National Life Insurance Company, Fort Wayne, IN and Lincoln Life & Annuity Company of New York, Syracuse, NY, and distributed by Lincoln Financial Distributors, Inc., a broker-dealer. Contractual obligations are backed by the claims-paying ability of the issuing insurance company. The Lincoln National Life Insurance Company does not solicit business in the state of New York, nor is it authorized to do so. Lincoln Financial Group is the marketing name of Lincoln National Corporation and its affiliates. Lincoln MoneyGuard® solutions are universal life insurance and variable universal life insurance policies with long-term care rider(s) that reimburse for qualified long-term care expenses. Only registered representatives can sell variable products.