

Universal Life Product Rider Comparison

Lincoln Enhanced Value® Rider vs. Alternate Cash Surrender Value Rider

Lincoln WealthAccumulate® Indexed UL includes the option to include the *Lincoln Enhanced Value*® Rider (LEVR) or the Alternate Cash Surrender Value Rider (Exec Rider) for business sales. These riders allow business owners to reposition current assets of the company to purchase life insurance, while still able to maintain the majority of the premiums paid as surrenderable liquid assets. The target market for these benefits are ages 45-60 and will primarily be written on Simplified Issue/Guaranteed Issue cases but will also be available as fully underwritten for individuals in approved business/premium finance situations.

Rider features are subject to state availability. Limitations and exclusions may apply. See State Availability Grid for more details.

Lincoln Enhanced Value Rider (LEVR)	Alternate Cash Surrender Value Rider (Exec Rider)
Form Number: ICC19EVR-7089/19EVR-7089 Base Policy: <i>Lincoln WealthAccumulate</i> ® IUL (2019)	Form Number: ICC18ACSVR-7047/ACSVR-7047 Base Policy: <i>Lincoln WealthAccumulate</i> ® IUL (2019)
Benefit duration: 10 years grading down after year 7	Benefit duration: 14 years
Availability: <ul style="list-style-type: none"> • Simplified Issue/Guaranteed Issue on multiple lives where minimum group size and face amount limits apply. • Fully underwritten for individuals in limited business situations (business is owner or premium payor, LifeComp cases, approved TPA, accounts receivable, premium financing). • Cannot be added after issue. 	Availability: <ul style="list-style-type: none"> • Simplified Issue/Guaranteed Issue on multiple lives where minimum group size and face amount limits apply. • Fully underwritten for individuals in limited business situations (business is owner or premium payor, LifeComp cases, approved TPA, accounts receivable, premium financing). • Cannot be added after issue.
Return of Premium (ROP) %: <ul style="list-style-type: none"> • Benefit level 1: 100% • Benefit level 2: 93% • Benefit level 3: 85% • Benefit grades down after year 7 Cannot change from one benefit level to another after issue.	Return of Premium (ROP) %: <ul style="list-style-type: none"> • Subject to funding requirement • 100% for 10 years, grading down to 20% in year 14

Lincoln Enhanced Value Rider (LEVR)	Alternate Cash Surrender Value Rider (Exec Rider)
<p>Funding Requirements: Minimum premium needed to maintain rider. Minimum premium required will reduce as the benefit % level decreases.</p>	<p>Funding Requirements: Minimum premium needed to maintain rider.</p>
<p>Access to Enhanced Cash Surrender Values: Policy must be surrendered to access enhanced values.</p>	<p>Access to Enhanced Cash Surrender Values: Policy must be surrendered to access enhanced values.</p>
<p>Charges:</p> <ul style="list-style-type: none"> Per unit, per month for the duration of the rider or until the rider terminates, whichever comes first. Varies by Issue Age and Substandard. 	<p>Charges:</p> <ul style="list-style-type: none"> \$1.92 per unit, per month for the duration of the rider.
<p>Life Insurance Tax Qualification Test: Guideline Premium Test (GPT) or Cash Value Accumulation Test (CVAT). The policy owner decides which test is used and cannot change after issue. If no selection is made, the default will be GPT.</p>	<p>Life Insurance Tax Qualification Test: Guideline Premium Test (GPT) or Cash Value Accumulation Test (CVAT). The policy owner decides which test is used and cannot change after issue. If no selection is made, the default will be GPT.</p>
<p>Guidelines and 7-Pay Adjustment:</p> <ul style="list-style-type: none"> Based on calculation of the imputed interest of enhanced value Typically, minimum premium requirement will be below guideline premiums up to age 70 for 100% ROP, age 75 for 93% ROP and age 80 for 85% ROP 	<p>Guidelines and 7-Pay Adjustment:</p> <ul style="list-style-type: none"> Based on calculation of the imputed interest of enhanced value. Older ages and table ratings can cause the minimum premium requirement to be higher than guideline premiums.
<p>Illustrations: Additional ledgers for enhanced/unenhanced values.</p>	<p>Illustrations: Additional ledgers for enhanced/unenhanced values.</p>
<p>Effect on Surrender Value:</p> <ul style="list-style-type: none"> Cumulative premiums times the designated percentage (100%, 93% or 85%) minus Debt is called the "Enhanced CSV" for the first 7 years. 	<p>Effect on Surrender Value:</p> <ul style="list-style-type: none"> Guarantees 100% Return of Premium for the first 10 years

Lincoln Enhanced Value Rider (LEVR)	Alternate Cash Surrender Value Rider (Exec Rider)
<p>Termination: This Rider and all rights under it will terminate upon the earliest of the following:</p> <ol style="list-style-type: none"> The first Monthly Anniversary Day the Policy's Cash Surrender Value (unenhanced surrender value) exceeds the Alternate Cash Surrender Value (enhanced surrender value); (Commonly referred to as "crossover") The Policy Anniversary as shown in the Policy Specifications; The MPT (Minimum Premium Test) is not met subject to this Rider's "Grace Period" provision; The Policy terminates or is surrendered for its Cash Surrender Value; The date we receive your Request to terminate this Rider; A transfer of ownership of the Policy, excluding a business to business transfer of ownership subject to evidence of ownership satisfactory to us; A change in Death Benefit Option; A change in Premium Class; The date you take a partial surrender under the Policy; or The date the Change of Insured Rider's benefit is exercised. 	<p>Termination: This Rider and all rights under it will terminate upon the earliest of the following:</p> <ol style="list-style-type: none"> The first Monthly Anniversary Day the Policy's Cash Surrender Value (unenhanced surrender value) exceeds the Alternate Cash Surrender Value (enhanced surrender value); (Commonly referred to as "crossover") The Policy Anniversary as shown in the Policy Specifications; The MPT (Minimum Premium Test) is not met subject to this Rider's "Grace Period" provision; The Policy terminates or is surrendered for its Cash Surrender Value; The date we receive your Request to terminate this Rider; A transfer of ownership of the Policy, excluding a business to business transfer of ownership subject to evidence of ownership satisfactory to us; A change in Death Benefit Option; A change in Premium Class; The date you take a partial surrender under the Policy; or The date the Change of Insured Rider's benefit is exercised.
<p>Compensation:</p> <ul style="list-style-type: none"> Commissions will be charged back on a two-year rolling basis upon policy lapse or surrender. The most recent two years of commissions will be charged back upon lapse at any point while this rider is in-force. Levelized and semi-heaped options Resetting target structure Normalized target premium to match base product target (at 100% benefit level) Target premium increases with each step down in ROP benefit level Higher gross commission rates than the Exec Rider because of the normalization of target Payout percentages adjusted to pay a higher percentage in the early years Reduced payout schedule from 6 years to 5 years and reduced renewal % in year 6+ Compensation that's in-line with competitors 	<p>Compensation:</p> <ul style="list-style-type: none"> Commissions will be charged back on a two-year rolling basis upon policy lapse or surrender. The most recent two years of commissions will be charged back upon lapse at any point while this rider is in-force. Increased target Levelized and semi-heaped options Levelized option pays for 5 years Resetting target structure

The S&P 500 Index is a product of S&P Dow Jones Indices LLC, a division of S&P Global, or its affiliates (“SPDJI”), and has been licensed for use by The Lincoln National Life Insurance Company. Standard & Poor’s® and S&P® are registered trademarks of Standard & Poor’s Financial Services LLC, a division of S&P Global (“S&P”); Dow Jones® is a registered trademark of Dow Jones Trademark Holdings LLC (“Dow Jones”). The Lincoln National Life Insurance Company’s Product is not sponsored, endorsed, sold or promoted by SPDJI, Dow Jones, S&P, their respective affiliates, and none of such parties make any representation regarding the advisability of investing in such product nor do they have any liability for any errors, omissions, or interruptions of the S&P 500 Index.

©2020 Lincoln National Corporation

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.

Lincoln WealthAccumulate® IUL (2019) is issued on policy form ICC19UL6089 and state variations by The Lincoln National Life Insurance Company, Fort Wayne, IN. The Lincoln National Life Insurance Company does not solicit business in the state of New York, nor is it authorized to do so. Product and features subject to state availability. Limitations and exclusions may apply. Contractual obligations are backed by the claims-paying ability of The Lincoln National Life Insurance Company.

