

# Digital Underwriting and *Lincoln TermAccel* Expansion

## Coming Soon – March 28, 2022

In today's rapidly changing digital world, life insurance customers increasingly expect a purchase experience more consistent with those offered by "born digital" companies. Lincoln is leading the way in creating an end-to-end experience for financial professionals and clients that makes doing business easier, faster and more convenient.

Over the last several years, Lincoln's Underwriting & New Business department has significantly ramped up new technological capabilities to improve the speed, accuracy and efficiency of our processes, from quick quotes and new business submission all the way through policy delivery.

Today, we are pleased to announce the next milestone in our "Digital Underwriting Evolution" journey, along with a product enhancement to expand the maximum face amount for *Lincoln TermAccel*® policies.

### What you need to know

The following product and process enhancements are effective beginning March 28, 2022:

Product Update	The <b>maximum face amount for <i>Lincoln TermAccel</i> cases will increase to \$2.5 million</b> (up from \$1 million)
Process Updates	For all <i>LincXpress</i> ® (Term, UL, IUL, VUL) and <i>Lincoln TermAccel</i> ticket submissions ages 18-60: <ul style="list-style-type: none"><li>• <b>Automated Underwriting</b> and <b>Lab-Free consideration</b> will be expanded to face amounts through \$2.5 million (up from \$1 million), and</li><li>• <b>Medical Claims Data (Dx)</b> will now be leveraged on cases through \$2.5 million to enable quicker underwriting decisions while reducing the need for Attending Physician Statements</li></ul>

There will be no changes to the ticket submission process for these cases.

- eTicket submission: Available for *LincXpress* and *Lincoln TermAccel*
- Paper ticket submission: Available for *LincXpress* only

Additional details and transition guidelines will be provided in the Lincoln Leader on March 28, 2022.

## Understanding the terminology

<p><b>Automated Underwriting (AU)</b></p>	<p>A rules-based system utilizing a “Digital Underwriter” designed to mimic the exact rate class decision of a human underwriter.</p>
<p><b>Accelerated Underwriting (Lab-Free)</b></p>	<p>Consideration for the lab- and exam-free process is determined by the rate class decision and predictive modeling.</p>
<p><b>Electronic Health Records (EHR)</b></p>	<p>Electronic Health Records (EHR) are a digital version of an applicant’s health records that can be used to create streamlined summaries, Continuity of Care Documents, or a full reproduction of the information traditionally obtained from an Attending Physician Statement (APS).</p> <p>EHRs include electronic medical records received from health care provider systems or Health Information Exchanges, as well as patient portal data with permission from the insured to access the patient portal(s) of their health care provider(s).</p>
<p><b>Medical Claims Data (Dx)</b></p>	<p>Medical Claims Data (Dx) includes any billed diagnostic, procedural, or durable medical equipment (DME) codes incurred by an applicant during health care visits, hospital admissions, and other methods of care. Dx, in combination with Prescription Data (Rx), can be incorporated into rules that identify the likelihood and severity of specific impairments.</p> <p>The information provided by Dx may provide enough information to eliminate the need for EHR and/or an APS. Additionally, this information may provide validation for a case that may otherwise be declined, to now be eligible for an offer.</p>

To learn more about Lincoln’s Digital Underwriting Evolution, view our timeline:



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