

The signed Good Health Statement and Insurability Supplement Form is **valid for 60-calendar days from the client signature date on the form**. A new form will be requested if the policy is not placed within 60-calendar days of the client signature date as a result of other placement restrictive outstanding requirements – including, but not limited to: other delivery requirements, premium, or a revised illustration.

The following temporary underwriting guidelines will continue to remain in effect for all life insurance products (Term, IUL and VUL):

- **All cases meeting the following criteria will be postponed:**
  - Ages 81 – 85, all rate classes

For complete details on Lincoln’s Life Operations COVID-19 Impacts, view our [Frequently Asked Questions](#) or visit [www.LFG.com/GoDigital](http://www.LFG.com/GoDigital) for the latest news and resources from Lincoln Underwriting & New Business.

**PLEASE NOTE:** *As a reminder, Lincoln Underwriting does not ask about immunizations (for any virus/disease) through the application process and has no plans to ask about the COVID-19 vaccine. The COVID-19 vaccine is not a factor in the underwriting process. The underwriting guidelines are subject to change and will override any underwriting guidelines currently published in Lincoln’s marketing or reference material. Lincoln will continue to re-evaluate our position with changes in the current environment, as the COVID-19 pandemic evolves and/or as the Centers for Disease Control and Prevention (CDC) and World Health Organization (WHO) give further guidance.*

## Foreign National Underwriting Guidelines

Beginning Feb. 13, 2023, Lincoln’s Underwriting team is pleased to offer new opportunities within the foreign national market. The following updates will now apply, enabling coverage for a broader set of your foreign national clients.



- Higher maximum age limits to age 75
- Raising minimum face amount and establishing net worth requirements
- Domestic autobind limits permitted for permanent U.S. residency
- Term coverage available for business coverage scenarios
- Additional approved countries

### What You Need to Know

Lincoln will be raising the minimum face amount on all foreign national cases and establishing a minimum net worth requirement of \$1,000,000. **Applications for less than \$1,000,000 will be accepted through March 10, 2023.** All applications in a pending status as of March 10, 2023, will not be impacted by this limit.

### Domestic Autobind Limit will be Allowed for Permanent U.S. Residency

For any foreign national applicant who meets all the following criteria, the current \$25,000,000 autobind limit for foreign nationals ages 18-70 will be **expanded to \$60,000,000 (\$65,000,000 jumbo limit) for ages 18-75**, aligning with Lincoln’s domestic limits:

- Minimum face amount of \$1,000,000
- Minimum net worth of \$1,000,000 for proposed insured
- Applicants from Approved Countries must reside in the U.S. for the last **12 consecutive months**

- Applicants from Non-Approved Countries must reside in the U.S. for the last **24 consecutive months**, with no intent to travel back to their country of origin
- Has a social security number
- Owns a U.S. residence
- Pays U.S. income and property taxes

### **Term Coverage Available for Business Coverage Scenarios**

For foreign national applicants with business coverage needs, 10 and 15-year *LifeElements*® term insurance will be available in the following scenarios:

- Ages 25 – 65
- Minimum face amount of \$1,000,000
- Minimum net worth of \$1,000,000 for proposed insured
- Maximum face amount of \$25 million, with a jumbo limit of \$35 million
- Standard to Table D available (Preferred rate classes are not available)
- Applicant must be employed by a U.S. company. (example: U.S. domiciled business or foreign company with a U.S. office)
- Owner must be the U.S. business or U.S. entity
- Key Person coverage: applicant works for a U.S. company and resides either in the U.S. or in an Approved Country. U.S. citizen working for a U.S. company in Approved Country is acceptable
- Buy/Sell coverage: applicant owns at minimum 20% share in the U.S. business and residing in either the U.S. or an Approved Country
- Electronic submission is currently not available for Foreign National term cases; only a traditional application or form/paper ticket can be accepted

### **Additions to the Approved Country List**

The following countries have been added to the approved country list. Where noted, residence in only certain cities or regions will be acceptable.

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| ▪ <b>Philippines</b> – Manila, Cebu City, Quezon City areas only | ▪ <b>India</b> – in addition to the cities already on approved list, all other cities in India are now approved with the exception of Jammu and Kashmir regions |
| ▪ <b>Guatemala</b> – Guatemala City only                         |   |
| ▪ <b>Indonesia</b> – consideration for Jakarta and Bali          |   |