

## Appendix to the Life Suitability, Best Interest and Summary Disclosure Form

This Appendix is for your personal use and does not need to be submitted to Lincoln.

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### Explanation of Terms

**Assisted Living Facility** – A separate facility (or a specifically dedicated section of a facility) which is licensed and operates as an Assisted Living Facility according to the laws of the jurisdiction in which it is located to provide care for Chronically Ill individuals. If the jurisdiction does not license or certify Assisted Living Facilities, then the facility must meet the criteria described in the riders.

**Certain Post-Issue Changes** – In scope post-issue changes that will require the submission of the Life Suitability, Best Interest and Summary Disclosure Form. These changes include, but not limited to, non-contractual face increases, product changes and policy replacements; incoming 1035 exchanges; and policy rider or benefits additions requiring full or partial underwriting (i.e. Accidental Death Benefit Rider, Change of Insured Rider, Children's Term Insurance Rider, Other Insured Term Rider, Primary Insured Term Rider, Waiver of Premium.)

**Death Benefit** – Is the net amount that would be paid to the insured's designated beneficiary or beneficiaries of an existing life insurance policy.

**Irrevocable Life Insurance Trust** – A non-amendable trust which is both the owner and beneficiary of one or more life insurance policies.

**Market Value Adjustment** – Is the increase or decrease in the surrender value of the contract that is adjusted to reflect market fluctuation.

**Marketing Name** – Is the name adopted by the insurer to identify the contract form.

**Negative Material Changes** – A significant financial shift resulting in a decrease of more than 30% of the clients income, existing assets, liquid net worth or financial situation and needs that may negatively impact their ability to afford the contract.

**Non-Guaranteed Elements** – The premiums, benefits, values, credits or charges under a policy of life insurance that are not guaranteed or not determined at issue.

**Nursing Home** – A facility or distinctly separate part of a hospital or other institution which is licensed and operates as a Nursing Home according to the laws of the jurisdiction in which it is located. If the jurisdiction does not license or certify Nursing Homes, then the facility must meet the criteria described in the riders.

**Qualifying Widower** – Is a filing status that allows you to retain the benefits of the Married Filing Jointly Status for two years after the year of your spouse's death. You must have a dependent child in order to use this status.

**Revocable Grantor Trust** – An amendable, living trust established under the Grantor's social security number.

**Surrender Charge** – Is the amount deducted from a policy value upon early surrenders/withdrawals. These charges may have a market value adjustment or other product specific adjustments. Not applicable to Term Life Insurance.

**Surrender Charge Period** – Is the number of years a surrender charge may be applicable.