

# Foreign national underwriting guidelines

Not a deposit  
Not FDIC-insured  
Not insured by any federal  
government agency  
Not guaranteed by any  
bank or savings association  
May go down in value

Insurance products issued by:  
The Lincoln National Life Insurance Company  
Lincoln Life & Annuity Company of New York

3605789

For agent or broker use only. Not for use with the public.





## In this guide

---

- 1 General guidelines for all foreign national clients**
- 2 Who are your global clients?**
  - U.S. citizens or green card holders living abroad
  - Non-U.S. citizens without a green card
- 3 Solicitation and application process**
- 4 Lincoln's Foreign National Underwriting Team**
- 5 Approved country list**
- 6 Countries unapproved for travel**

These guidelines are not meant to be all-inclusive and not all situations may be addressed in our materials. Underwriter discretion takes precedence over the guidelines under special circumstances.

## 1 Guidelines for all foreign national clients

<b>Age restrictions</b>	<ul style="list-style-type: none"> <li>▪ Clients must be between the ages of 18 and 70.</li> <li>▪ Consideration for clients between the ages of 71 and 75 by exception only. To proceed, submit a trial with ample medical and financial records to proceed.</li> </ul>
<b>Exclusions</b>	<ul style="list-style-type: none"> <li>▪ Politicians, missionaries, public figures, government leaders and employees, journalists, judicial personnel, police force, trade union officials, foreign military personnel or any high-profile occupation will not be considered. An aviation exclusion rider will be required for all private pilots.</li> </ul>
<b>Policy owner and beneficiary parameters</b>	<ul style="list-style-type: none"> <li>▪ Ownership types permitted:             <ul style="list-style-type: none"> <li>– Insured</li> <li>– Family member with a U.S. connection</li> <li>– U.S. business</li> <li>– U.S. trust</li> <li>– U.S. limited liability company (LLC) with a U.S. address</li> </ul> </li> <li>▪ If an LLC is the beneficiary/owner, Lincoln reserves the right to request the operating agreement and listing of assets in the LLC.</li> <li>▪ Ownership types not permitted:             <ul style="list-style-type: none"> <li>– Personal Investment Corporations (PICs)</li> <li>– Any foreign entity</li> </ul> </li> <li>▪ Individual owners may use a foreign address on the application.</li> <li>▪ Beneficiary             <ul style="list-style-type: none"> <li>– The beneficiary may be a U.S. or foreign person or entity. At time of issue, Lincoln will ask about the relationship between the insured and the beneficiary.</li> </ul> </li> </ul>
<b>Identification</b>	<ul style="list-style-type: none"> <li>▪ If the client does not have an SSN or TIN, Lincoln would like to see a completed W-8BEN with the client's FTIN.</li> <li>▪ If the client does not submit the FTIN on the W-8BEN, please submit a copy of the client's passport or visa. (Completed IRS form W8-BEN with FTIN is required post-issue at time of disbursement.)</li> <li>▪ National ID Number will be requested on the application.</li> </ul>
<b>Premium financing criteria</b>	<ul style="list-style-type: none"> <li>▪ Verifiable \$10 million or more in net worth, and verifiable \$250,000 or more in annual income (U.S. equivalency)</li> <li>▪ Must use a U.S.-based lender</li> <li>▪ Interest must be paid annually, and no accrual of interest is allowed</li> <li>▪ Signed Premium Finance Disclosure and Acknowledgement provided to Lincoln</li> <li>▪ Not permitted for strategies leveraging Variable Rate Debt Obligation (VRDO)</li> <li>▪ Lincoln's Premium Financing Guidelines apply</li> </ul>
<b>Funding the policy</b>	<ul style="list-style-type: none"> <li>▪ Premiums must be paid in U.S. dollars via a U.S. bank or the U.S. affiliate of a foreign bank.</li> </ul>

## 2 Who are your global clients?

### Guidelines specific to your clients

	U.S. citizen or green card holder (spending more than 12 weeks annually outside the U.S.)	Non-U.S. citizen without a green card
<b>How to qualify your client</b>	<ul style="list-style-type: none"> <li>▪ U.S. citizenship or permanent residency constitutes sufficient nexus to the U.S.</li> <li>▪ Client lives and spends time in approved countries only. (See approved countries list in Section 5.)</li> <li>▪ See other qualifications in Section 1.</li> </ul>	<ul style="list-style-type: none"> <li>▪ Must be a citizen of an approved country and must reside in an approved country OR the U.S.</li> <li>▪ No requirements for time spent in the U.S.</li> <li>▪ Your client must provide proof of nexus, or connection, to the U.S. (see below).</li> <li>▪ See other qualifications in Section 1.</li> </ul>
<b>Nexus</b>	<ul style="list-style-type: none"> <li>▪ Further nexus not required</li> </ul>	<p><b>Client must have a strong connection to the U.S. (nexus) and must provide proof of at least ONE of the following:</b></p> <ul style="list-style-type: none"> <li>▪ Client owns real estate in the U.S.</li> <li>▪ Client owns all or the majority of a U.S. business or businesses.</li> <li>▪ Client owns U.S. bank or brokerage account(s) with balance of OVER \$100,000 (\$100,000 net of the first annual premium) and open with that balance for at least 90 days prior to application date.</li> <li>▪ Client is the owner of an established foreign company actively engaged in business for the past 12 months and travels to the U.S. to transact business.</li> <li>▪ Client is a U.S. resident for federal income tax purposes, under the “substantial presence” test.</li> <li>▪ Client is a full-time student at a U.S. university, living full time in the U.S.</li> <li>▪ Client’s primary employment is in the United States.</li> <li>▪ Client is an EB-5 applicant with sufficient U.S. investment.</li> </ul> <p><b>Certain types of ownership will not be allowed for nexus assets.</b></p> <ul style="list-style-type: none"> <li>▪ U.S. assets owned in a foreign entity will NOT be acceptable as the sole nexus. Please notify your underwriter or Lincoln contact if the client’s nexus assets are not owned in his/her own name.</li> </ul> <p><b>If you are not sure if your client would meet Lincoln’s nexus requirements, contact your back office or Lincoln representative, or email <a href="mailto:ForeignNationalQuickQuotes@LFG.com">ForeignNationalQuickQuotes@LFG.com</a>.</b></p>

## 2 Who are your global clients?

### Guidelines specific to your clients

	U.S. citizen or green card holder (spending more than 12 weeks annually outside the U.S.)	Non-U.S. citizen without a green card
<p><b>What's available for your client</b></p>	<ul style="list-style-type: none"> <li>▪ Term and permanent life insurance products                             <ul style="list-style-type: none"> <li>– Excluding <i>Lincoln TermAccel</i>® Level Term, long-term care and chronic illness solutions</li> </ul> </li> <li>▪ Autobind of \$25 million, jumbo of \$35 million, discretionary internal retention up to \$10 million (reinsurance capacity could be higher)</li> <li>▪ Preferred Plus to Table D available. Maximum underwriting class not dependent on country</li> <li>▪ Table Reduction Program (TRP) available on permanent policies</li> <li>▪ Coverage for spouse without nexus                             <ul style="list-style-type: none"> <li>– Can apply for up to the amount of Lincoln coverage placed on the U.S. citizen or permanent resident spouse, with a coverage amount limit of \$10 million.</li> <li>– Coverage must be applied for concurrently or within six months of coverage on spouse with nexus.</li> <li>– Must qualify medically and reside in and be a citizen of an approved country.</li> <li>– Spouse without nexus may be the owner of their policy.</li> </ul> </li> <li>▪ Your client may apply using <i>LincXpress</i>® Tele-App or electronic application processes.</li> <li>▪ Power of attorney (POA) may be used for policy delivery in some cases. Note that Medical amendments and Declaration of Insurability Supplements must be signed in the U.S. by the proposed insured</li> <li>▪ Lincoln's Premium Deposit Fund is available</li> <li>▪ Lab-Free not available</li> </ul>	<ul style="list-style-type: none"> <li>▪ All permanent life insurance products (check with broker-dealer about VUL availability)                             <ul style="list-style-type: none"> <li>– Excluding long-term care, chronic illness solutions and term rider</li> </ul> </li> <li>▪ No minimum or maximum face amounts related to the client's foreign national status</li> <li>▪ Autobind of \$25 million, jumbo of \$35 million, discretionary internal retention up to \$10 million (reinsurance capacity could be higher)</li> <li>▪ Preferred Plus to Table D available, regardless of approved country</li> <li>▪ Table Reduction Program (TRP) available on permanent policies</li> <li>▪ Coverage for spouse without nexus                             <ul style="list-style-type: none"> <li>– Can apply for up to the amount of Lincoln coverage placed on the first spouse with nexus, with a coverage amount limit of \$10 million.</li> <li>– Coverage must be applied for concurrently or within six months of coverage on spouse with nexus.</li> <li>– Must qualify medically and reside in and be a citizen of an approved country.</li> <li>– Spouse without nexus may be the owner of their policy.</li> </ul> </li> <li>▪ Client may apply using <i>LincXpress</i>® Tele-App or electronic application processes. (Please note, a Social Security number is required if the client wishes to use an electronic application or electronic signature)</li> <li>▪ Power of attorney (POA) may be used for policy delivery in some cases. Note that Medical amendments and Declaration of Insurability Supplements must be signed in the U.S. by the proposed insured.</li> <li>▪ Lincoln's Premium Deposit Fund is available.</li> <li>▪ Lab-Free not available</li> <li>▪ For clients who have an immigrant visa (like an EB-5) or who have filed form I-485 and can present a copy of receipt from USCIS:                             <ul style="list-style-type: none"> <li>– Term is available.</li> <li>– Country of citizenship may be overlooked.</li> </ul> </li> </ul>

### 3 Solicitation and application process

<p><b>Solicitation</b></p>	<ul style="list-style-type: none"> <li>The client must be in the state of solicitation for a meaningful reason other than the purchase of life insurance. Meaningful reasons can include: living or working in that state, owning property, significant business interests, frequent travel or time spent in that state.</li> <li>The agent or broker must be licensed in the state of solicitation.</li> </ul>	<ul style="list-style-type: none"> <li>If you have any question about the situs, please contact your new business associate before taking the application.</li> <li>Application, medical exams, labs and tests delivery must be completed in the United States.</li> </ul>				
<p><b>Inspection report</b></p>	<ul style="list-style-type: none"> <li>An inspection report phone call will be conducted by First Financial Underwriting for any life insurance policy over \$1 million.</li> <li>Inspection report phone call may be waived for cases \$10 million and under if the Foreign National Financial Questionnaire (LF11963) and signed by the appropriate parties.</li> </ul>	<ul style="list-style-type: none"> <li>The inspection report can be conducted in the client's preferred language. Please note this in your cover letter or tell the vendor when you call.</li> <li>Sometimes, inspection reports are not required on U.S. citizens who travel or reside outside of the U.S. for more than 12 weeks a year.</li> <li>Vendor: <b>First Financial</b> 800-570-3477 www.firstfin.com</li> </ul>				
<p><b>Exam</b></p>	<p>Lincoln strongly encourages the use of our approved vendors. The advantages offered include:</p> <ul style="list-style-type: none"> <li>Vendors have passed Lincoln's IT assessments, thus assuring the security of our customer, employee, agent, and company Non-Public Personal Information (NPPI).</li> <li>Vendors directly bill Lincoln, eliminating "out-of-pocket" expenses for any field-ordered services.</li> <li>Vendors are held to contracted service level agreements, helping to leverage issue resolution.</li> <li>Internal partner support for vendor-related issues.</li> <li>Ordered results are electronically transmitted directly to Lincoln, eliminating additional efforts and processing by the agent.</li> </ul>	<p>Approved vendors:</p> <table border="0"> <tr> <td><b>APPS</b> 800-727-2101 appslive.com</td> <td><b>IMS Paramed</b> 877-808-5533 imsparmed.com</td> </tr> <tr> <td><b>ExamOne</b> 800-768-2056 www.examone.com</td> <td><b>ExamOne Superior Solutions</b> 800-898-3926 smminsurace.com</td> </tr> </table>	<b>APPS</b> 800-727-2101 appslive.com	<b>IMS Paramed</b> 877-808-5533 imsparmed.com	<b>ExamOne</b> 800-768-2056 www.examone.com	<b>ExamOne Superior Solutions</b> 800-898-3926 smminsurace.com
<b>APPS</b> 800-727-2101 appslive.com	<b>IMS Paramed</b> 877-808-5533 imsparmed.com					
<b>ExamOne</b> 800-768-2056 www.examone.com	<b>ExamOne Superior Solutions</b> 800-898-3926 smminsurace.com					
<p><b>Medical record translations</b></p>	<ul style="list-style-type: none"> <li>Lincoln will translate Spanish medical records free of charge in-house on formal cases.</li> <li>Records in other languages must be translated by a Lincoln-approved vendor.</li> <li>Lincoln will reimburse up to \$250 per APS translated on formal cases. Underwriter approval required for amounts exceeding \$250.</li> </ul>	<p>Approved vendors:</p> <table border="0"> <tr> <td><b>MIR Associates Inc.</b> 800-545-0308 or 781-270-0308 mir-associates.com</td> <td><b>OSC Communications</b> 973-227-5112 oneworldonestop.com</td> <td><b>LanguageLine®</b> 888-763-3364 language.com</td> </tr> </table>	<b>MIR Associates Inc.</b> 800-545-0308 or 781-270-0308 mir-associates.com	<b>OSC Communications</b> 973-227-5112 oneworldonestop.com	<b>LanguageLine®</b> 888-763-3364 language.com	
<b>MIR Associates Inc.</b> 800-545-0308 or 781-270-0308 mir-associates.com	<b>OSC Communications</b> 973-227-5112 oneworldonestop.com	<b>LanguageLine®</b> 888-763-3364 language.com				
<p><b>Financial justification</b></p>	<ul style="list-style-type: none"> <li>Please explain the purpose of the coverage and the reason for the face amount in a cover letter.</li> <li>Lincoln will use U.S. or global assets and income to justify the face amount, if Underwriter can independently verify ownership and value of the asset.</li> <li>Lincoln may accept third-party verification of assets from a properly credentialed financial or tax advisor.</li> <li>Concrete documentation may be submitted to support the face amount.</li> </ul>	<ul style="list-style-type: none"> <li>Examples of supporting documentation include: bank or brokerage account statements from the U.S. or abroad, and U.S. property tax bills.</li> <li>Clients can use assets owned by a foreign entity if:             <ul style="list-style-type: none"> <li>All documentation is supplied sufficiently connecting the client to the entity and its assets.</li> </ul> </li> <li>Otherwise, clients must use assets owned personally or by an entity connected to them.</li> </ul>				
<p><b>Language considerations</b></p>	<ul style="list-style-type: none"> <li>Client must have a basic understanding of the English language.</li> <li>If the application needs interpretation, please include information about who did the interpretation when you submit the application.</li> </ul>	<ul style="list-style-type: none"> <li>If the client prefers to have the exam done in a language other than English, please note this in your cover letter or notify the vendor when you order the exam. The client may not bring someone to do the interpretation to the exam.</li> <li>Inspection report phone call may be done in the client's preferred language.</li> </ul>				
<p><b>Delivery</b></p>	<ul style="list-style-type: none"> <li>Policy delivery must take place in the U.S.</li> <li>Limited POA may be used for delivery only.             <ul style="list-style-type: none"> <li>Lincoln will provide suggested POA language.</li> <li>The POA must be notarized.</li> <li>The attorney-in-fact may sign only on behalf of the owner.</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>The attorney-in-fact may be anyone as long as there is no conflict of interest.</li> <li>The insured must return to the U.S. to sign any medical amendments or a declaration of insurability.</li> </ul>				

## 4 Lincoln's Foreign National Underwriting Team



**John Valickus**  
VP/Deputy Chief Underwriter  
Life Solutions  
John.Valickus@LFG.com  
617-850-7318



**Wally Empleo**  
AVP, Associate Chief Underwriter  
Wally.Empleo@LFG.com  
860-466-3072



**Vicky Sheehan**  
FALU, FLMI, ACS, ARA, AIRC,  
Associate Underwriting Director  
Vicky.Sheehan@LFG.com  
860-466-1183



**Avani Shah**  
FALU, FLMI, ACS,  
Senior Underwriter  
Avani.Shah2@LFG.com  
860-466-1658



**Lillian Torres**  
ACS, Senior New  
Business Associate  
Lillian.Torres@LFG.com  
860-466-3218

For streamlined service on your  
foreign national cases:

**Dedicated Phone:**  
844-266-0828

**Send requirements:**  
SFNUWNB@LFG.com

**Quick Quote:**  
foreignnationalquickquotes@LFG.com

## Lincoln's Foreign National Sales Team



**Katie K. Comer**  
AVP, Specialty Markets  
and Executive Benefits  
Katie.Comer@LFD.com  
336-691-3060



**Mark J. Phelps CLU®, FLMI, ACS**  
Foreign National  
Insurance Consultant,  
Specialty Markets  
Mark.Phelps@LFD.com  
336-691-4050  
404-405-1020 (Cell)



**Thomas F. Commito**  
JD,\* LLM, CLU®, ChFC®,  
AEP (Distinguished)  
Tom.Commito@LFD.com  
843-886-8628  
877-275-8662 (Toll-free)  
802-249-1584 (Cell)

\*Licensed but not practicing.



## 5 Approved country list\*

American Samoa	Canada	Estonia	Ireland	Monaco	Qatar	Thailand
Andorra	Canary Islands	Falkland Islands	Israel**	Montenegro	Republic of South Africa	Trinidad and Tobago
Anguilla	Cayman Islands	Finland	Italy	Montserrat	Romania	Turks and Caicos
Antigua	Chile	France	Jamaica	Morocco	St. Kitts and Nevis	United Arab Emirates
Argentina	China**	French Guiana	Japan	Netherlands	St. Lucia	United Kingdom
Aruba	Colombia**	French Polynesia	Kuwait	Netherlands Antilles	St. Vincent and the Grenadines	Uruguay
Australia	Cook Islands	Germany	Latvia	New Caledonia	San Marino	Vatican City
Austria	Costa Rica	Greece	Liechtenstein	New Zealand	Singapore	Vietnam
Bahamas	Curacao	Greenland	Lithuania	North Mariana Islands	Slovakia	Virgin Islands
Barbados	Cyprus	Grenada	Luxembourg	Norway	South Korea	
Belgium	Czech Republic	Guadalupe	Macau	Panama	Spain	
Bermuda	Denmark	Hong Kong	Malta	Paraguay	Sweden	
Brazil	Dominica	Hungary	Marshall Islands	Peru	Switzerland	
Brunei	Dominican Republic	Iceland	Martinique	Poland	Taiwan	
Bulgaria	Ecuador**	India**	Mexico	Portugal		

\* Underwriter approval required for travel to countries not on approved list.

\*\* Residence in only certain cities or regions will be acceptable. See specifics below.

**China** – residence in all large cities

**Colombia** – excludes border cities of Venezuela

**Ecuador** – Guayaquil and Quito only

**India** – residence in Bangalore, Calcutta, Chennai, Delhi, Hyderabad, Mangalore, Mumbai and Surat

**Israel** – residence in any part of Israel except the West Bank and the Gaza strip

## 6 Countries unapproved for travel\*

Afghanistan, Burundi, Central African Republic, Congo, Ivory Coast, Eritrea, Ethiopia, Haiti, Iran, Iraq, Sierra Leone, Mali, Niger, Nigeria, Pakistan, South Sudan, Syria, Tajikistan, Venezuela, Western Sahara

\* Citizens of these countries will be considered if they possess U.S. immigrant visa or green card and do not engage in any travel to these non-approved countries.

Not a deposit
Not FDIC-insured
Not insured by any federal government agency
Not guaranteed by any bank or savings association
May go down in value

©2021 Lincoln National Corporation

[LincolnFinancial.com](http://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.

LCN-3605789-052521

PDF 6/21 Z19

Order code: UW-FN-BRC001



Rely on our dedicated team of foreign national specialists to help you place your cases.

### Issuers:

The Lincoln National Life Insurance Company, Fort Wayne, IN

Lincoln Life & Annuity Company of New York, Syracuse, NY

**The Lincoln National Life Insurance Company does not solicit business in the state of New York, nor is it authorized to do so.**

**All guarantees and benefits of the insurance policy are subject to the claims-paying ability of the issuing insurance company.** They are not backed by the broker-dealer and/or insurance agency selling the policy, or any affiliates of those entities other than the issuing company affiliates, and none makes any representations or guarantees regarding the claims-paying ability of the issuer.

Products, riders and features are subject to state availability. The insurance policy and riders have limitations, exclusions, and/or reductions. Check state availability.

*Lincoln TermAccel*® Level Term is issued on policy form TRM5065/ICC14TRM5065 with endorsement END7013, data pages TA5165, and state variations. Not available in New York.

Not for use outside the United States.

For agent or broker use only. Not for use with the public.