



Please check appropriate underwriting company:

- The Lincoln National Life Insurance Company, Life Service Office: PO Box 21008, Greensboro, NC 27420-1008
- The Lincoln National Life Insurance Company, Annuity Service Office: PO Box 2348, Fort Wayne, IN 46801-2348
- The Lincoln National Life Insurance Company, Group Protection Service Center, PO Box 2616, Omaha, NE 68103-2616

IMPORTANT NOTICE: REPLACEMENT OF LIFE INSURANCE OR ANNUITIES

This document must be signed by the applicant and the producer, if there is one, and a copy left with the applicant.

You are contemplating the purchase of a life insurance policy or annuity contract. In some cases this purchase may involve discontinuing or changing an existing policy or contract. If so, a replacement is occurring. Financed purchases are also considered replacements.

A replacement occurs when a new policy or contract is purchased and, in connection with the sale, you discontinue making premium payments on the existing policy or contract, or an existing policy or contract is surrendered, forfeited, assigned to the replacing insurer, or otherwise terminated or used in a financed purchase.

A financed purchase occurs when the purchase of a new life insurance policy involves the use of funds obtained by the withdrawal or surrender of or by borrowing some or all of the policy values, including accumulated dividends, of an existing policy, to pay all or part of any premium or payment due on the new policy. A financed purchase is a replacement.

You should carefully consider whether a replacement is in your best interest. You will pay acquisition costs and there may be surrender costs deducted from your policy or contract. You may be able to make changes to your existing policy or contract to meet your insurance needs at less cost. A financed purchase will reduce the value of your existing policy and may reduce the amount paid upon the death of the insured.

We want you to understand the effects of replacements before you make your purchase decision and ask that you answer the following questions and consider the questions on the back of this form.

- | | |
|--|--|
| 1. Are you considering discontinuing making premium payments, surrendering, forfeiting, assigning to the insurer, or otherwise terminating your existing policy or contract? | <input type="checkbox"/> YES <input type="checkbox"/> NO |
| 2. Are you considering using funds from your existing policies or contracts to pay premiums due on the new policy or contract? | <input type="checkbox"/> YES <input type="checkbox"/> NO |

If you answered "yes" to either of the above questions, list each existing policy or contract you are contemplating replacing (include the name of the insurer, the insured or annuitant, and the policy or contract number if available) and whether each policy will be replaced or used as a source of financing:

Insurer Name	Contract or Policy #	Insured or Annuitant	Replaced (R) or Financing (F)
1. _____	_____	_____	_____
2. _____	_____	_____	_____
3. _____	_____	_____	_____

Make sure you know the facts. Contact your existing company or its agent for information about the old policy or contract. [If you request one, an in-force illustration, policy summary or available disclosure documents must be sent to you by the existing insurer.] Ask for and retain all sales material used by the agent in the sales presentation. Be sure that you are making an informed decision.

The existing policy or contract is being replaced because (Required. Answer N/A if you are not replacing.):

- | | |
|----|-------|
| 1. | _____ |
| 2. | _____ |
| 3. | _____ |

I certify that the responses herein are, to the best of my knowledge, accurate:

Signature of Applicant/Owner/Trustee with Title (If other than Proposed Insured)
(Provide Officer's Title if policy is owned by a Corporation)

Applicant's Printed Name with Title

Date

Signature of Applicant/Owner/Trustee with Title (If other than Proposed Insured)
(Provide Officer's Title if policy is owned by a Corporation)

Applicant's Printed Name with Title

Date

Producer's Signature

Producer's Printed Name

Date

Insured/Annuitant Printed Name

I do not want this notice read aloud to me. _____ (Applicants must initial only if they do not want the notice read aloud.)

Should you have any questions regarding this form, please contact your insurance representative or the Company at the address or telephone number shown on your application.

A replacement may not be in your best interest, or your decision could be a good one. You should make a careful comparison of the costs and benefits of your existing policy or contract and the proposed policy or contract. One way to do this is to ask the company or agent that sold you your existing policy or contract to provide you with information concerning your existing policy or contract. This may include an illustration of how your existing policy or contract is working now and how it would perform in the future based on certain assumptions. Illustrations should not, however, be used as a sole basis to compare policies or contracts. You should discuss the following with your agent to determine whether replacement or financing your purchase makes sense:

Premiums:

Are they affordable?

Could they change?

You're older – are premiums higher for the proposed new policy?

How long will you have to pay premiums on the new policy? On the old policy?

Policy values:

New policies usually take longer to build cash values and to pay dividends.

Acquisition costs for the old policy may have been paid; you will incur costs for the new one.

What surrender charges do the policies have?

What expense and sales charges will you pay on the new policy?

Does the new policy provide more insurance coverage?

Insurability:

If your health has changed since you bought your old policy, the new one could cost you more, or you could be turned down.

You may need a medical exam for a new policy.

Claims on most new policies for up to the first two years can be denied based on inaccurate statements.

Suicide limitations may begin anew on the new coverage.

If You are keeping the Old Policy as well as the New Policy:

How are premiums for both policies being paid?

How will the premiums on your existing policy be affected?

Will a loan be deducted from death benefits?

What values from the old policy are being used to pay premiums?

If You are Surrendering an Annuity or Interest Sensitive Life Product:

Will you pay surrender charges on your old contract?

What are the interest rate guarantees for the new contract?

Have you compared the contract charges or other policy expenses?

Other Issues to Consider for All Transactions:

What are the tax consequences of buying the new policy?

Is this a tax-free exchange? (See your tax advisor.)

Is there a benefit from favorable "grandfathered" treatment of the old policy under the federal tax code?

Will the existing insurer be willing to modify the old policy?

How does the quality and financial stability of the new company compare with your existing company?

INSTRUCTIONS FOR REPLACEMENT REGULATIONS

New replacement regulations have been adopted in a number of states. The following steps are necessary to comply with the new regulations.

1. Existing Insurance

For each application, a producer is required to ask an applicant if he or she has any existing life insurance policies or annuity contracts. The producer and the applicant must complete and sign the statement on the application regarding existing policies or contracts.

2. Replacement Notice

If there are existing policies or contracts, the producer and the applicant must also complete and sign "Important Notice: Replacement of Life Insurance or Annuities", Form 33503. This form must accompany the application whether or not a replacement is proposed. A copy must be provided to the applicant.

If there is a replacement, all policies and contracts to be replaced must be listed on the form in detail, including the reason for replacement. The producer is required to read the form aloud to the applicant or the applicant must initial the form to indicate that the reading was waived.

3. Sales Material

We require that only approved sales material be used. The regulations define "sales material" as a sales illustration and any other written, printed or electronically presented information created, completed or provided by the producer that is used in the presentation to the applicant. (A printed hard copy of any electronically presented sales material must be given to the applicant no later than the time of contract delivery.)

If there is a replacement, a producer must complete and sign "Appropriateness Verification Statement", Form 33555, certifying that only company approved sales material was used and that copies were left with the applicant.

The producer must maintain documentation of all sales materials used.

The replacement regulations require that we contact the applicant after the contract is issued to affirm that you left copies of all sales materials used with the applicant. We make this contact via a letter. If the contract is mailed to you for delivery, it is your responsibility to provide this letter to the applicant with the contract. The regulations require this letter to be provided to the applicant within 10 days of the issue date.