

Lincoln LifeGuaranteeSM SUL

A Life Insurance Illustration
Flexible Premium Adjustable Life Policy



Presented by: Richard Denmark

Signature Page

For: Dennis Shasha	Karen Shasha	Initial Death Benefit:	\$7,500,000
Age: 53	54	Initial Death Benefit Opt:	Level
Sex: Male	Female	Initial Payment Mode:	Annual
Class: Standard Non-Tobacco	Standard Non-Tobacco	Riders:	ABR

Numeric Summary

	Description	Guaranteed Values	Midpoint Values	Current Values
End of Year 5, Age 58	Lapse Year	n/a	n/a	n/a
	Total Premium Paid	202,975	202,975	202,975
	Surrender Value	0	0	0
	Death Benefit	7,500,000	7,500,000	7,500,000
End of Year 10, Age 63	Total Premium Paid	345,950	345,950	345,950
	Surrender Value	44,259	59,396	74,503
	Death Benefit	7,500,000	7,500,000	7,500,000
End of Year 20, Age 73	Total Premium Paid	983,220	983,220	983,220
	Surrender Value	452,423	597,395	739,713
	Death Benefit	7,500,000	7,500,000	7,500,000
End of Year 30, Age 83	Total Premium Paid	1,971,810	1,971,810	1,971,810
	Surrender Value	0	363,152	1,144,202
	Death Benefit	7,500,000	7,500,000	7,500,000
End of Year 17, Age 70	Total Premium Paid	686,643	686,643	686,643
	Surrender Value	285,035	365,512	445,170
	Death Benefit	7,500,000	7,500,000	7,500,000

NOTE: Non-guaranteed benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the company. Actual results may be more or less favorable. Guaranteed Values are based on maximum cost of insurance charges and guaranteed minimum interest crediting rate.

Signature Section

I/We have received a copy of this illustration and understand that any non-guaranteed elements illustrated are subject to change and could be either higher or lower. The licensed agent/representative has told me/us they are not guaranteed. I understand that this illustration is not a contract and that the terms of the policy constitute the actual agreement of coverage.

I have been advised to consult with my own tax advisors regarding the tax effects of the illustrated policy and also with respect to its valuation.

It is my intention to replace existing coverage with the coverage represented by this illustration. My insurance agent has explained the advantages and disadvantages of this exchange.

I further understand that the guarantees provided by the Coverage Protection Guarantee are directly affected by the amount and timing of premiums paid.

Date X
Proposed Insured(s) Signature

Date X
Proposed Owner/Applicant Signature

The information above is NOT intended as legal or tax advice.
For such advice, the taxpayer should consult his or her attorney or tax advisor.

I certify that this illustration has been presented to the applicant/owner and that I have explained that any non-guaranteed elements illustrated are subject to change. I have made no statements that are inconsistent with the illustration. I have advised the applicant/owner to consult with tax advisors regarding the tax effects of the illustrated policy.

Date X
Licensed Agent/Representative Signature



Lincoln Life & Annuity Company of New York

Life Service Office: PO Box 21008, Greensboro, NC 27420-1008 • (800) 487-1485

Annuity Service Office: PO Box 2348, Fort Wayne, IN 46801-2348 • (800) 942-5500

**REGULATION 60 - APPENDIX 11
INSURANCE DEPARTMENT OF THE STATE OF NEW YORK
DEFINITION OF REPLACEMENT**

IN ORDER TO DETERMINE WHETHER YOU ARE REPLACING OR OTHERWISE CHANGING THE STATUS OF EXISTING LIFE INSURANCE POLICIES OR ANNUITY CONTRACTS, AND IN ORDER TO RECEIVE THE VALUABLE INFORMATION NECESSARY TO MAKE A CAREFUL COMPARISON IF YOU ARE CONTEMPLATING REPLACEMENT, THE AGENT OR BROKER IS REQUIRED TO ASK YOU THE FOLLOWING QUESTIONS AND EXPLAIN ANY ITEMS THAT YOU DO NOT UNDERSTAND.

AS PART OF YOUR PURCHASE OF A NEW LIFE INSURANCE POLICY OR A NEW ANNUITY CONTRACT, HAS EXISTING COVERAGE BEEN, OR IS IT LIKELY TO BE:

- (1) LAPSED, SURRENDERED, PARTIALLY SURRENDERED, FORFEITED, ASSIGNED TO THE INSURER REPLACING THE LIFE INSURANCE POLICY OR ANNUITY CONTRACT, OR OTHERWISE TERMINATED?

YES NO

- (2) CHANGED OR MODIFIED INTO PAID-UP INSURANCE; CONTINUED AS EXTENDED TERM INSURANCE OR UNDER ANOTHER FORM OF NONFORFEITURE BENEFIT; OR OTHERWISE REDUCED IN VALUE BY THE USE OF NONFORFEITURE BENEFITS, DIVIDEND ACCUMULATIONS, DIVIDEND CASH VALUES OR OTHER CASH VALUES?

YES NO

- (3) CHANGED OR MODIFIED SO AS TO EFFECT A REDUCTION EITHER IN THE AMOUNT OF THE EXISTING LIFE INSURANCE OR ANNUITY BENEFIT OR IN THE PERIOD OF TIME THE EXISTING LIFE INSURANCE OR ANNUITY BENEFIT WILL CONTINUE IN FORCE?

YES NO

- (4) REISSUED WITH A REDUCTION IN AMOUNT SUCH THAT ANY CASH VALUES ARE RELEASED, INCLUDING ALL TRANSACTIONS WHEREIN AN AMOUNT OF DIVIDEND ACCUMULATIONS OR PAID-UP ADDITIONS IS TO BE RELEASED ON ONE OR MORE OF THE EXISTING POLICIES?

YES NO

