

HOW TO DO BUSINESS WITH LINCOLN FINANCIAL

Contract Submission:

Send all contracting to: AINcontracting@lfg.com

Phone: (800) 238-6252 Option 1, Option 2

Status Requests: LicensingStatus@lfg.com

New Business Submission & Requirements:

Fax: 866 690-8117

Email: AINNB@lfg.com

Phone: (866) 227-5986

Applications can be mailed to:

Lincoln Financial Group
Underwriting & New Business
One Granite Place, MC 3N-27
Concord, NH 03301

Checking Case Status :

Agents should register on the LFG website at www.LFD.com

Commissions :

All questions regarding commissions, please call 800-238-6252 (option 1,1).

Illustrations and Marketing Support :

Internal Sales: 877-533-0114 Option 3, 1

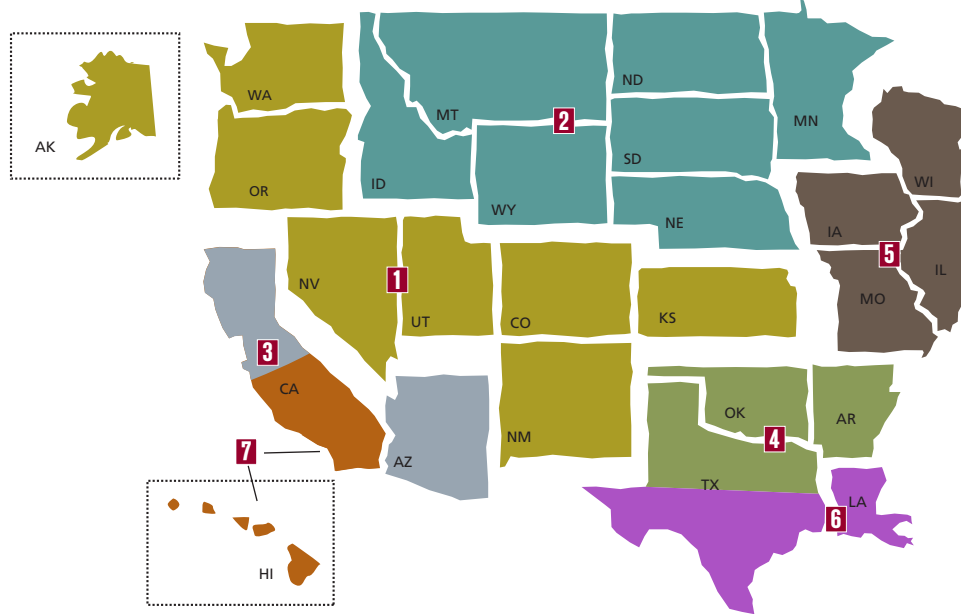
Quick Quotes: MGA1QuickQuotes@lfg.com

Life Brokerage Western Divisional Sales Manager (DSM) map

Stevan Cohen
National Sales Manager
Cell 516-375-7832
Fax 484-583-3127

Charles Schuhmann
Western Divisional
Sales Manager
Cell 714-325-8549
Fax 484-583-3119

Erik Nord
Internal Sales Manager
Office 860-466-1099
Fax 484-583-3470



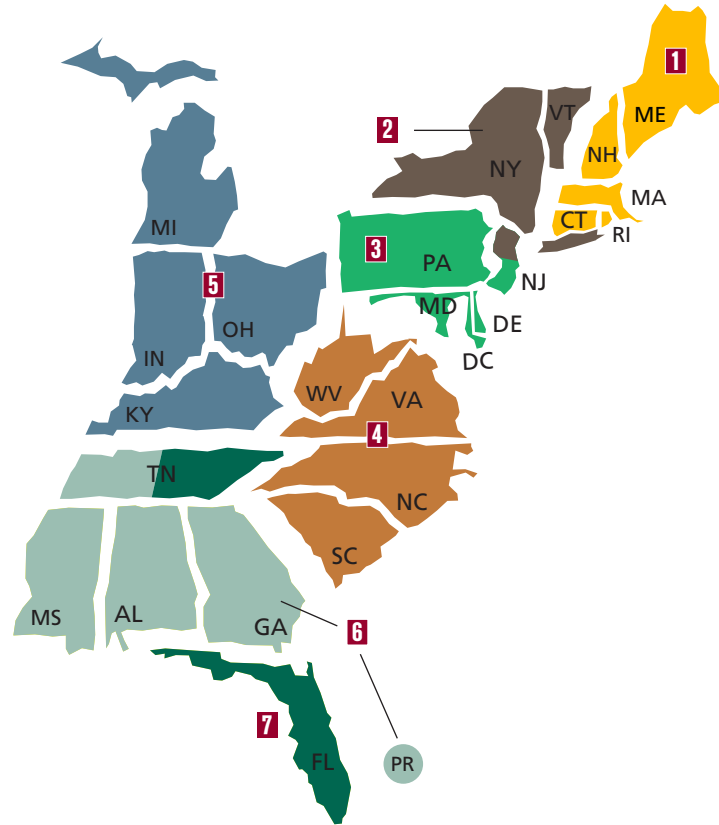
States	External	Phone	Email	Internal	Phone	Email
1 AK, CO, KS, NM, NV, OR, UT, WA	Craig Dailey	816-304-1217	Craig.Dailey@LFD.com	Scott Harmening	860-466-3194	Scott.Harmening@LFD.com
2 ID, MN, MT, ND, NE, SD, WY	Ryan Lommel	320-260-7923	Ryan.Lommel@LFD.com	Karl Oliveira	860-466-1455	Karl.Oliveira@LFD.com
3 AZ, N. CA	Eric Patterson	925-895-8723	Eric.Patterson@LFD.com	Elizabeth Hartsock	860-466-2985	Elizabeth.Hartsock@LFD.com
4 AR, OK, TX (Central/North)	Tana Johnson	336-549-0263	Tana.Johnson@LFD.com	Jason Langevin	860-466-1322	Jason.Langevin@LFD.com
5 IA, IL, MO, WI	Valerie Staublin	312-401-0326	Valerie.Staublin@LFD.com	Debra Garcia	860-466-3626	Debra.Garcia@LFD.com
6 LA, TX (Central/South)	David Klein	210-381-7693	David.Klein@LFD.com	Christian Rossomando	860-466-3290	Christian.Rossomando@LFD.com
7 S. CA, HI	Cliff Kim	714-469-2346	Cliff.Kim@LFD.com	John Hogan	860-466-1744	John.Hogan@LFD.com

Life Brokerage Eastern Divisional Sales Manager (DSM) map

Stevan Cohen
National Sales Manager
Cell 516-375-7832
Fax 484-583-3127

Matt Fowler
Eastern Divisional
Sales Manager
Cell: 512-492-2613

Nathalie Hagan
Internal Sales Manager
860-466-1397
Fax 860-466-2847



States	External	Phone	Email	Internal	Phone	Email
1 CT, MA, ME, NH, RI	Mike McCarthy	860-805-1921	Michael.McCarthy@LFD.com	Tony Collazo	860-466-3181	Antonio.Collazo@LFD.com
2 N. NJ, NY, VT	Mark Meade	860-983-2719	Mark.Meade@LFD.com	Linda Mozeak	860-466-1442	Linda.Mozeak@LFD.com
3 DC, DE, MD, S. NJ, PA	Jon Kimmel	215-990-3883	Jon.Kimmel@LFD.com	Doug Woods	860-466-2705	Douglas.Woods@LFD.com
4 NC, SC, VA, WV	Mike Hamilton	860-301-4934	Michael.Hamilton@LFD.com	Marshall Riggins	860-466-3297	Marshall.Riggins@LFD.com
5 IN, KY, OH, MI	Mike Coyle	614-230-4754	Mike.Coyle@LFD.com	Karen Hanna	860-466-1527	Karen.Hanna@LFD.com
6 AL, GA, MS, PR, W. TN	David Duckworth	678-445-6367	David.Duckworth@LFD.com	Becky Hollister	860-466-1120	Rebecca.Hollister@LFD.com
7 FL, E. TN	Kristine Black	561-866-2592	Kristine.Black@LFD.com	Becky Christie	860-466-3126	Becky.Christie@LFD.com