

LIFE SOLUTIONS

# The Lincoln Leader

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## *Now Available – Lincoln MoneyGuard Fixed Advantage<sup>SM</sup>*

As a leader in the hybrid long-term care marketplace, with over 30 years of expertise in providing long-term care solutions, Lincoln is committed to innovation and solutions to help meet the changing needs of clients. We're excited to announce our newest addition to the Lincoln MoneyGuard solutions product portfolio, Lincoln *MoneyGuard Fixed Advantage<sup>SM</sup>*, is available effective May 16, pending state approval.

*MoneyGuard Fixed Advantage<sup>SM</sup>* is a universal life insurance policy with a long-term care rider that preserves the core design features of our current *MoneyGuard Universal Life* product. Following a transition period, *MoneyGuard Fixed Advantage<sup>SM</sup>* will replace Lincoln *MoneyGuard<sup>®</sup> III* in approved states.

With the launch of *MoneyGuard Fixed Advantage<sup>SM</sup>*, we're excited to introduce the new **Benefit Transfer Rider (BTR)** that is automatically included with all *MoneyGuard Fixed Advantage<sup>SM</sup>* policies, at no additional cost. This innovative rider provides the opportunity to enhance an existing policy's long-term care and death benefits through the utilization of death claim proceeds from a separate policy at a rate that will always be greater than the amount being transferred.

### **Benefit Transfer Rider**

#### **Qualifications**

The BTR provides beneficiaries the choice of additional flexibility with the option to use some (\$25,000 minimum) or all of their death benefit proceeds to enhance benefits on their existing MoneyGuard policy with no additional underwriting requirements. Qualifications to use the BTR are:

- Insured and beneficiary are MoneyGuard policyholders
- The Benefit Transfer Rider is on both policies
- The beneficiary is the insured on their policy

#### **HEADLINES**

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[Now Available – Lincoln WealthPreserve<sup>®</sup> 2 Survivorship IUL \(2022\)](#)

[Pricing Update: Lincoln TermAccel<sup>®</sup>](#)

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[Product Updates in U.S. Virgin Islands and Northern Marianas \(Reprint\)](#)

[Discontinuation of New Sales of Lincoln LifeGuarantee<sup>®</sup> UL \(2019\) and Lincoln LifeGuarantee<sup>®</sup> SUL \(2019\) \(Reprint\)](#)

## Utilization

At the time of first death claim, the beneficiary has the following choices:

1. Take full death benefit income tax-free.
2. Use full death benefit to purchase more benefits on their own policy.
3. Take partial death benefit income tax-free and use remainder to purchase more benefits on their own policy.

## Benefits and Values

Notable features associated with enhancing benefits through the Benefit Transfer Rider include the following:

- Utilization of the BTR will increase existing policy benefits for the following values:
  - Long-Term Care Benefits
  - Death Benefit
  - Surrender Value
- The increase in Long-Term Care and Death Benefit will always be more than the amount of death benefit transferred.
- Increased policy benefits utilizing the BTR will not increase charges on the existing policy and would not require underwriting.
- If inflation exists on the base policy then the BTR long-term care benefits will also grow with inflation.

## Distinct Advantages

Distinct advantages to the Benefit Transfer Rider for planning purposes includes:

- **No decision until time of claim** — Allows clients to make an informed decision based on their unique situation. Can be elected through age 121 and if the beneficiary is on long-term care claim.
- **Customizable policies** — Personalize to meet individual client's needs instead of sharing benefits.
- **Beyond married couples** — Use with couples, siblings, parents and for estate planning.
- **Coming soon: Product optionality** — Leverage across the MoneyGuard Advantage product suite including *MoneyGuard Fixed Advantage<sup>SM</sup>* and *Lincoln MoneyGuard Market Advantage<sup>®1</sup>*.

## Future Plans

Lincoln is excited to make the Benefit Transfer Rider part of the MoneyGuard Advantage product suite value proposition.

- Later this year and subject to state approval, Lincoln intends to add the Benefit Transfer Rider to our *MoneyGuard Market Advantage* product.
- Additionally, subject to state approval, *MoneyGuard Market Advantage* policies placed inforce prior to the addition of the BTR, will have the BTR added to their contracts as part of a supplementary mailing. This mailing would likely occur early next year but will apply to all *MoneyGuard Market Advantage* policies issued since February 2021.
- There are no plans to add the BTR to other inforce MoneyGuard products at this time
- A registration statement relating to these securities has been filed with the Securities and Exchange Commission. These securities may not be sold until the registration statement becomes effective.

## Additional Product Highlights for *MoneyGuard Fixed Advantage*<sup>SM</sup>

### Product Pricing

Maintains the competitive pricing improvements from Lincoln *MoneyGuard*<sup>®</sup> III (2021) – 01/10/22.

### Flexible Care Cash Enhancement

Flexible Care Cash benefits will now be available for **seven days a week** (previously limited to five days a week).

The following aspects of Flexible Care Cash remain in place:

- While Specified Amount remains, this feature provides access to cash benefit for care needs.
- Allows for 50% of the maximum daily benefit to be used per occurrence (up to the IRS per diem limit).
- Cash benefit payable without providing receipts.
- Care under this feature may be provided by family members, including the spouse.
- Clients have ability to simultaneously use both FCC and reimbursement but are limited to one option per day.

While *MoneyGuard Market Advantage* Flexible Care Cash currently is available for five days a week, the enhancement to seven days a week will also be included for *MoneyGuard Market Advantage* at a later date, pending state approvals. This will coincide with the addition of BTR as referenced in the Future Plans section.

### Refreshed Projection of Values

A redesigned Projection of Values will be launched with *MoneyGuard Fixed Advantage*<sup>SM</sup>. Notable items associated with the *MoneyGuard Fixed Advantage*<sup>SM</sup> Projection of Values includes:

- Purposely designed illustration with consumer-friendly language and important values/product features prominently displayed.
- Designed for in-person and virtual presentations.
- Access to a variety of refreshed additional reports enhancing the sales process: What Care Costs Report, Concierge Care Report, Quick Quote Report, Premium Options Report, Policy Expense and Analysis Report and a new Benefit Transfer Rider Report.
- The new additional report for the Benefit Transfer Rider allows for a personalized example of how BTR funding will impact the policy.

### Policy Charges

- LTCBR Charge is now level for 10 years
- Premium Load is 25% of all premiums in all years

### Availability and Transition Rules

Applications for Lincoln *MoneyGuard Fixed Advantage*<sup>SM</sup> will be accepted beginning on May 16, 2022 in states where approved.

- For applications to qualify for the current *MoneyGuard*<sup>®</sup> III (2021) – 01/10/22, a projection of values and the completed Part 1 must be signed, dated, and received in-good-order by Lincoln's home office by Friday, June 17, 2022.
- For pending or issued *MoneyGuard*<sup>®</sup> III business on or after May 16, 2022:
  - Lincoln will accept requests with a revised projection of values and the updated Terminal Illness Rider Disclosure to change to *MoneyGuard Fixed Advantage*<sup>SM</sup>. Please note the updated Long-Term Care Insurance Outline of Coverage should be provided to the client.

- Please contact your New Business Team with any requirement or process questions.
- For placed business, normal internal replacement guidelines apply. Rewrites will not be accepted.
- As of May 16, 2022, *Lincoln DesignIt<sup>SM</sup>* and WinFlex will be updated with the new product. During the transition period both products can be run.
- Ensure that you are appropriately credentialed. Clients of advisors who are not properly credentialed to solicit business when the paperwork is submitted will be subject to the product in effect on the date when the advisor becomes properly credentialed and resubmits the paperwork.
- Remember that once an application is submitted, the Personal History Interview (PHI) must be completed within 60 days of submission. In addition, the case must be placed within 90 days of the PHI. If these conditions are not met, the case will be closed out. If a case is reopened, a new Part 1 must be submitted, and the case will be subject to the product available at that time.

## Illustration Capabilities

*Lincoln DesignIt<sup>SM</sup>* (v57.0) and WinFlex illustration systems have been updated with illustration capability effective May 16, 2022. If you have an active internet connection, the software will automatically update to include these updates on May 16, 2022.

## Available Riders/Endorsements

The following riders/endorsements are available on *MoneyGuard Fixed Advantage<sup>SM</sup>* (19-MG890, ICC19-MG890) and state variations:

- Long-Term Care Benefits Rider: (LTCBR-890, ICC19LTCBR-890)
- Value Protection Endorsement: (END-10534, ICC19END-10534)
- Terminal Illness Acceleration of Death Benefit Rider: (TIR-891, ICC19TIR-891)
- Benefit Transfer Rider: (BTR-894, ICC21BTR-894)

[Click here](#) to view a stand-alone flier regarding this information.

<sup>1</sup>Although not currently available, BTR will be added to in-force policies and future product versions of *MoneyGuard Market Advantage*, subject to state approvals.

## Reference Materials

Reference Materials have been created for Lincoln *MoneyGuard Fixed Advantage<sup>SM</sup>*. They are available on the various Lincoln producer websites.

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### Technical Training Guide

- [Lincoln MoneyGuard Fixed Advantage<sup>SM</sup> Product Reference Guide](#)
- [Lincoln MoneyGuard Fixed Advantage<sup>SM</sup> vs. Lincoln MoneyGuard<sup>®</sup> II \(2021\) – 01/10/22](#)

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### Specimen Contracts

- [Lincoln MoneyGuard Fixed Advantage<sup>SM</sup> \(visit producer website for appropriate state variation\)](#)
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## Marketing Materials

Marketing materials for *MoneyGuard Fixed Advantage<sup>SM</sup>* are available for viewing on the various Lincoln websites and for order from the Lincoln Literature Fulfillment Center. Materials will be updated and available on May 16, 2022 or shortly thereafter.

Materials	Audience	Order Code
<i>MoneyGuard Fixed Advantage</i> <sup>SM</sup> Client Guide	Client	<a href="#">MG-MFA-BRC001</a>
<i>MoneyGuard Fixed Advantage</i> <sup>SM</sup> Fact Sheet	Client	<a href="#">MG-MFA-FST001</a>
Benefit Transfer Rider Case Study	Financial Professional	<a href="#">MG-BTR-FLI001</a>
Benefit Transfer Rider Flier	Financial Professional	<a href="#">MG-BTR-FLI002</a>
Flex Care Cash Flier	Financial Professional	<a href="#">MG-FCC-FLI002</a>

## *Now Available – Lincoln WealthPreserve® 2 Survivorship IUL (2022)*

Effective May 16, 2022, subject to state availability, Lincoln is pleased to introduce *Lincoln WealthPreserve® 2 Survivorship IUL (2022)* to our life insurance portfolio.

*Lincoln WealthPreserve® 2 Survivorship IUL (2022)* offers long-term protection, built-in guarantees, and lifelong flexibility. Built for couples who want solid, cost-effective protection for two lives under one policy.

### Product Highlights

#### Guaranteed Financial Protection

- Extended guaranteed death benefit protection<sup>1</sup> for up to younger insureds age 95 for issue ages 55+ or younger insureds age 90 for issue ages 50 and below.
- A simple approach to death benefit guarantee catch-up premiums<sup>1</sup> means your clients can pay the intended premium at any time and keep their death benefit guarantee intact.
- Access to cash value through loans, with guaranteed interest loan charge rates for the duration of the policy.

<sup>1</sup>Minimum premium requirement must be met to maintain the Extended No-Lapse Minimum Premium Rider. Only available with Level Death Benefit Option (DBO1).

#### Optional Benefit for Protection

**New!** Introducing the **Supplemental Increase Rider**: Helps protect against cost-of-living increases by automatically growing the policy's coverage amount by 3% of the initial specified amount each year, beginning in the second policy year.

- Unless terminated earlier, the rider is in effect to age 80 of the younger insured or until the maximum benefit amount is reached. The maximum benefit from this rider may not exceed two times the initial specified amount or \$50 million.
- There is no specified charge for this rider, however the cost of insurance charges will reflect the higher coverage amount.
- Only available with Level Death Benefit Option (DBO1), not allowed with Extended No-Lapse Minimum Premium Rider.

#### Provides Clients Choices Today and in the Future

Choice of six indexed account options linked to the S&P 500® Index\* (excluding dividends) or the Fidelity AIM® Dividend Index# designed to provide options to help meet clients' long-term goals based on return potential and downside protection preferences. Policy value can be allocated to one or more account options with the ability to make allocation changes in the future.



## Indexed account details

	Indexed Account	Maximum Illustrative Rate	Guaranteed Minimum Interest Rate (Floor)	Current Participation Rate	Current Index Growth Cap	Guaranteed Interest Bonuses	Additional Cost
Fidelity AIM® Dividend Index	Fixed Bonus <sup>1</sup>	5.74%	0.00% guaranteed minimum	125% <sup>†</sup> 25% guaranteed minimum	N/A	1.00% <sup>†</sup> 0.25% guaranteed min fixed bonus <sup>8</sup>	None
	High Participation Rate <sup>2</sup>	5.74%	0.00% guaranteed minimum	165% <sup>†</sup> 25% guaranteed minimum	N/A	N/A	None
S&P 500® Index	Multiplier <sup>3</sup>	5.13%	0.00% guaranteed minimum	100% <sup>†</sup> guaranteed minimum	8.5% <sup>†</sup> 2.00% guaranteed minimum	50% <sup>†</sup> guaranteed minimum multiplier <sup>7</sup>	2.0% guaranteed max asset-based charge
	Traditional <sup>4</sup>	5.54%	0.25% guaranteed minimum	100% <sup>†</sup> guaranteed minimum	8.50% <sup>†</sup> 2.00% guaranteed minimum	N/A	None
	Fixed Bonus <sup>5</sup>	5.28%	0.25% guaranteed minimum	100% <sup>†</sup> guaranteed minimum	8.00% <sup>†</sup> 2.00% guaranteed minimum	0.25% <sup>†</sup> guaranteed minimum fixed bonus <sup>8</sup>	None
	Performance Trigger <sup>6</sup>	4.75%	0.00% guaranteed minimum	N/A	6.5% <sup>†*</sup> 1.00% guaranteed minimum	N/A	None

<sup>†</sup> Non-Guaranteed Elements (NGE)

\* Current Performance Trigger Rate

<sup>1</sup> 1 Year Point-to-Point Fidelity AIM® Dividend Indexed Account - Fixed Bonus

<sup>2</sup> 1 Year Point-to-Point Fidelity AIM® Dividend Indexed Account

<sup>3</sup> 1 Year Point-to-Point S&P 500® Multiplier Indexed Account

<sup>4</sup> 1 Year Point-to-Point S&P 500® Traditional Indexed Account

<sup>5</sup> 1 Year Point-to-Point S&P 500® Fixed Bonus Indexed Account

<sup>6</sup> 1 Year Point-to-Point S&P 500® Performance Trigger Indexed Account

<sup>7</sup> Index Credit Enhancement (ICE)

<sup>8</sup> Account Value Enhancement (AVE)

## Access to Cash Value

- 15-year surrender charge period
- Tax-advantaged distribution potential that may provide an additional financial resource or supplement existing retirement income. Choices provide a competitive option in the accumulation/distribution Indexed Universal Life (IUL) marketplace:
  - Withdrawals
  - Fixed and Participating loan options with guaranteed loan charge rates for greater cash flow predictability

## Product Availability

New business applications will be accepted on May 16, 2022, in approved states. [Click here](#) to view the current Indexed Universal Life Product Availability Grid.

## Illustration Capabilities

*Lincoln DesignIt<sup>SM</sup>* (v57.0) and WinFlex illustration systems have been updated with illustration capability effective May 16, 2022. If you have an active internet connection, the software will automatically update to include these updates on May 16, 2022.

## Rider Availability

The following riders will be available, subject to state availability, on *Lincoln WealthPreserve<sup>®</sup>* 2 Survivorship IUL (2022):

- Accelerated Benefits Rider
- Estate Protection Rider

- Extended No-Lapse Minimum Premium Rider
- Overloan Protection Rider
- Supplemental Increase Rider

## Reference Materials

Reference Materials have been created for *Lincoln WealthPreserve*® 2 Survivorship IUL (2022). They are available on the various Lincoln producer websites.

### Technical Training Guide

- [Lincoln WealthPreserve® 2 Survivorship IUL \(2022 Product Reference Guide\)](#)
- [Lincoln WealthPreserve® 2 Survivorship IUL \(2022\) Product Summary](#)

### Specimen Contracts

- [Lincoln WealthPreserve® 2 Survivorship IUL \(2022\)](#)

## Marketing Materials

Marketing materials for *MoneyGuard Fixed Advantage*<sup>SM</sup> are available for viewing on the various Lincoln websites and for order from the Lincoln Literature Fulfillment Center. Materials will be updated and available on May 16, 2022 or shortly thereafter.

Materials	Audience	Order Code
<i>Lincoln WealthPreserve</i> ® 2 SIUL Client Guide and Fact Sheet	Client	<a href="#">WPS-CLT-FLI001</a>
Why Survivorship Flyer	Client	<a href="#">LIF-WHYSV-FLI001</a>
Fidelity AIM Dividend Index Flier	Client	<a href="#">LIF-AIM-FLI001</a>
<i>Lincoln WealthPreserve</i> ® 2 SIUL Rates At-A-Glance	Financial Professional	<a href="#">WPS-RATE-FLI001</a>
Life Product Spectrum	Financial Professional	<a href="#">LIF-SPEC-FLI001</a>
Client Profiles for Prem Finance Business Cases	Financial Professional	<a href="#">LIF-PFBIS-FLI001</a>
Foreign National Client Profiles for Prem Finance	Financial Professional	<a href="#">LIF-FNCP-FLI001</a>
Premium Finance Submission Guide	Financial Professional	<a href="http://www.LFG.com/PremiumFinance">www.LFG.com/PremiumFinance</a>
TOLI Guide	Financial Professional	<a href="http://www.LFG.com/TOLI">www.LFG.com/TOLI</a>

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## Pricing Update: *Lincoln TermAccel*<sup>®</sup> Level Term (2019) – 05/16/22

Effective May 16, 2022, Lincoln is announcing pricing updates to *Lincoln TermAccel*<sup>®</sup> Level Term (2019) which will improve competitive positioning in key cells. *Lincoln TermAccel*<sup>®</sup> life insurance offers an entirely electronic, streamlined interview process with fully automated underwriting and no APS requirement.

### Pricing Updates

Goals of the reprice include being a “**top 3 carrier**” in the following non-tobacco, core cells for all term periods:

- Face amounts of **\$500k and above**, nearly all annual premiums are currently in the **top 3**
- Premium updates include mostly decreases with a few premium increases

### Transition Guidelines

For states that are approved at rollout, there is a 30-day transition period which begins on **May 16, 2022 and ends on June 15, 2022**. During the transition period:

- **New applications received and applications currently in underwriting** will automatically receive the lowest rates available.
- **For policies already issued** Lincoln will accept a written request to change to the *Lincoln TermAccel*<sup>®</sup> (2019) – 05/16/22 rates.
- **For policies already placed** Lincoln will not allow rewrites to the *Lincoln TermAccel*<sup>®</sup> (2019) – 05/16/22 rates.
- **For states approved after rollout** the above will automatically apply based on the availability date. *Lincoln TermAccel*<sup>®</sup> (2019) is not available in New York.

[Click here](#) to view the term state availability grid.

### Illustration Availability

Illustrations for *Lincoln TermAccel*<sup>®</sup> (2019) – 05/16/22 will be run on *Lincoln DesignIt*<sup>SM</sup> Illustration System (v57.0). If you have an active internet connection, the software will automatically update to include the new rates on May 16, 2022. If you need to download the *Lincoln DesignIt*<sup>SM</sup> Illustration System, it will be available on the Lincoln producer websites or from Field Office Technicians.

### Available Riders

The following riders are available on all versions of *Lincoln TermAccel*<sup>®</sup> (see state availability):

- Accelerated Benefit Rider
- Waiver of Premium Benefit
- Children’s Level Term Insurance Benefit Rider

### Marketing Materials

All impacted materials have been updated and made available on the Lincoln Producer Websites.



## Pricing Update: *Lincoln LifeElements*® Level Term (2019) – 05/16/22

May 16, 2022, Lincoln is announcing pricing updates to *Lincoln LifeElements*® Level Term (2019) which will improve competitive positioning in key cells. *Lincoln LifeElements*® Level Term life insurance offers both a traditional paper application process and a streamlined Tele-App process for electronic and paper ticket submissions.

### Pricing Updates

Goals of the reprice include being a “**top 3 carrier**” in the following non-tobacco, core cells for all term periods:

- Face amounts of **\$1M+**, annual premiums are currently in the **top 3** for nearly all ages
- Face amounts of **\$500k - \$999k**, annual premiums are currently **top 3** for almost all ages 55+
- Premium updates include mostly decreases with a few premium increases

### Transition Guidelines

For states that are approved at rollout, there is a 30-day transition period which begins on **May 16, 2022 and ends on June 15, 2022**. During the transition period:

- **New applications received and applications currently in underwriting** will automatically receive the lowest rates available.
- **For policies already issued** Lincoln will accept a written request to change to the *Lincoln LifeElements*® (2019) – 05/16/22 rates.
- **For policies already placed** Lincoln will not allow rewrites to the *Lincoln LifeElements*® (2019) – 05/16/22 rates.
- **For states approved after rollout** the above will automatically apply based on the availability date. *Lincoln LifeElements*® (2019) is not available in New York.

[Click here](#) to view the term state availability grid.

### Illustration Availability

Illustrations for *Lincoln LifeElements*® (2019) – 05/16/22 will be run on *Lincoln DesignIt*™ Illustration System (v57.0). If you have an active internet connection, the software will automatically update to include the new rates on May 16, 2022. If you need to download the *Lincoln DesignIt*™ Illustration System, it will be available on the Lincoln producer websites or from Field Office Technicians.

### Available Riders

The following riders are available on all versions of *Lincoln LifeElements*® (see state availability):

- Accelerated Benefit Rider
- Waiver of Premium Benefit
- Children’s Level Term Insurance Benefit Rider

### Marketing Materials

All impacted materials have been updated and made available on the Lincoln Producer Websites

## ***Now Available – WinFlex Updates***

### **Fund selection & Historical Report illustrative capabilities for VUL expanded to WinFlex**

By popular demand, the WinFlex illustration software updates rolled out on May 16, 2022 give users the ability to make specific allocations to the variable subaccounts. This update is applicable to all currently sold Lincoln Variable Life Insurance products including *MoneyGuard Market Advantage*®. When making specific allocations it provides the ability to illustrate a weighted average management fee tailored to the selected funds, as well as, generating optional variable subaccount historical performance reports for those funds. This functionality currently exists within the *Lincoln DesignIt*™ Illustration Platform and we are excited to expand it to WinFlex.

## **New Business Form Updates**

**The following form updates are effective May 16, 2022**

### **VUL Allocation Form Updates**

The Allocation Forms for Life and MoneyGuard variable policies have been updated to include fund name changes and a fund substitution. The transition period to submit the old form is 30 days. If the old form is received during the transition period, the policy can continue to be issued and placed with the old version if the only change was the fund name changed and/or formatting. In addition, the Allocation Forms for the Core Life products have been reformatted.

### **DC State Specific LTC Rider Supplement**

The District of Columbia (DC) has approved the Long-Term Care Rider as of May 16, 2022. DC will use the Long-Term Care Rider Supplement Form [LTCF12115-41 (8/20)]; Long-Term Care Insurance Outline of Coverage [LTCF12125 (6/20)] and Long-Term Care Insurance Potential Rate Increase Disclosure Form [LTCF12119 (4/20)]. There will be a 60-day transition period where applications for the *Lincoln Care Coverage*® Accelerated Benefit Rider can be accepted.

### **Update LNC Continuity Plan Summary**

The Continuity Plan Summary [Form B-175922] has been updated [now Form LCN-4152324-011122]. This form is included in the policy packet for issued variable policies.

### **Important Disclosure Statement About the State of Maryland's Long-Term Care Insurance Partnership Program**

This is a reminder that form LTCF11710 [version 10/17] is required for all *MoneyGuard*® policies, as well as policies with the CCABR or LTCR riders for the state of Maryland.

### **Illustration Compliance Certification Form Update for SD**

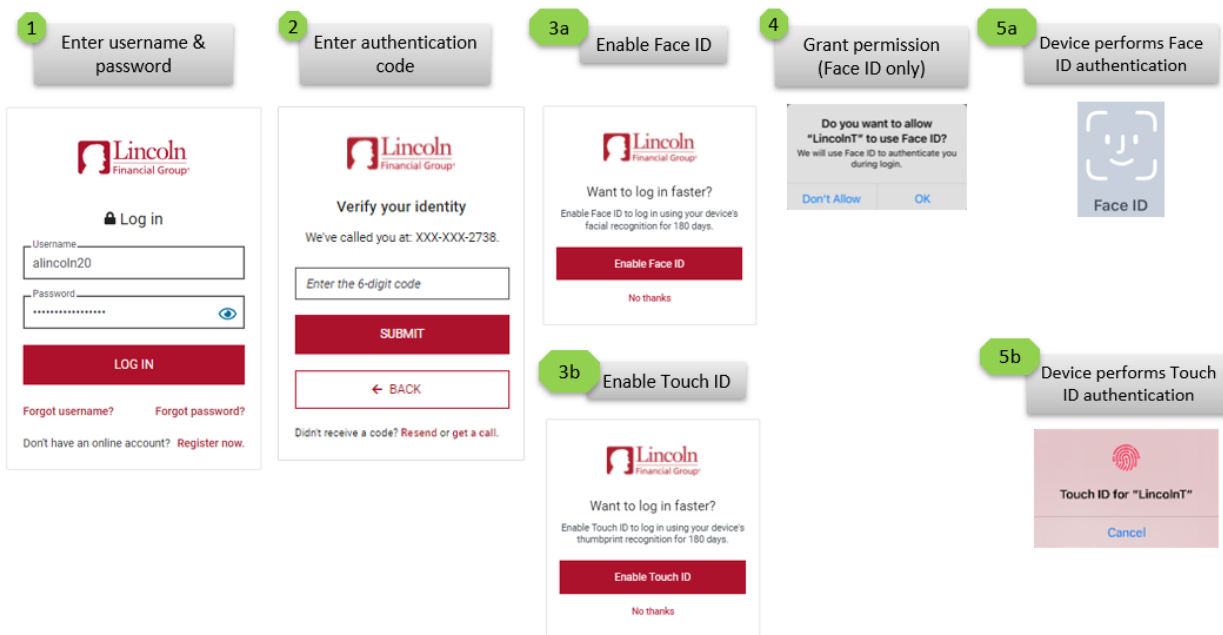
The South Dakota Illustration Compliance Certification Form has been updated to remove the question asking for the Product Form Number. Form number LF12370 (12/21) will replace version (7/21) with a 30-day transition period.

## New Authentication Method for Lincoln App

Lincoln is committed to providing the most secure, user-friendly experience for our customers when accessing Lincoln sites and accounts. Our policyowners will be able to verify their identity on Lincoln's mobile app at login through unique biometric features such as fingerprint and facial recognition.

iOS users will have access starting the week of May 16; the release for Android users is coming soon.

This new capability will elevate the policyowner's experience with added security when accessing their Lincoln accounts through the mobile app. When they log into the app on a device that has Face ID or Touch ID capabilities, they will be prompted to enable biometric authentication. The registration process is illustrated below\*:



If the policyowner opts out of this feature, they will not be prompted again, however, they can enable biometric authentication by visiting the Security Settings page on the app at any time. Lincoln does not store any of this biometric data; we are making this option available as it has become a preferred authentication method for our customers.

Lincoln already uses two-factor authentication (TFA) to sign into accounts on our mobile app, and while fingerprint or facial recognition are available, the policyowner will continue to have the option to authenticate by text, phone call or QR code through an authenticator app.

We encourage policyowners to download the Lincoln app on their phone or tablet, to access basic account data for their policy. They can begin using the biometric authentication options the week of May 16! Please note, the exact release date is pending approval and release by Google and Apple app stores.

If you have any additional questions, please review this [FAQ document](#) or contact the service desk 800-487-1485.

*\*Note: The registration process shown represents iOS devices and may vary slightly in look and feel on Android devices.*

## Coming Soon: Real-Time Offer for Life Insurance

Beginning June 13, 2022, Lincoln is excited to provide you and your clients with a Real-Time Offer for cases that have been approved lab-free by our automated underwriting process.

### What is “Real-Time Offer”?

To improve turnaround times for life insurance ticket submissions, Real-Time Offer will immediately communicate an approval decision to eligible clients, the writing agent, and case contact after the online or phone interview is completed.

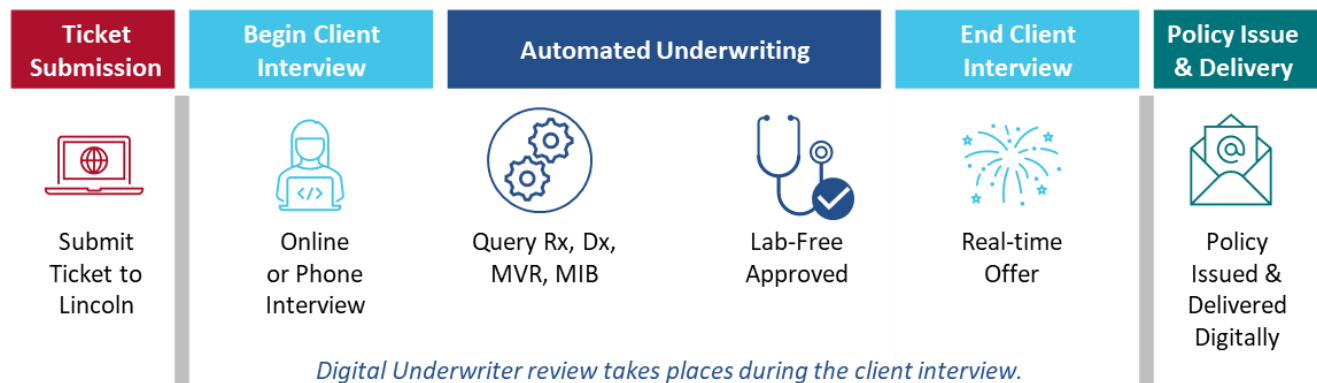
The approved underwriting offer may be *‘as applied for’* or *‘other than applied for.’* The underwriting rate class will only be provided to the agent and case contact. If labs or other information is needed, or if the case is declined, the agent and case contact will be notified through Lincoln’s standard pending case status process.

### What You Need to Know

- **Available for life insurance ticket submissions only:**
  - *Lincoln TermAccel*®
  - *LincXpress*® submissions (single-life only): *Lincoln LifeElements*® Term, IUL, VUL\*
- **Ages:** 18-60
- **Face Amounts:** \$2.5 million and less
- **Underwriting criteria:**
  - Only available for cases assessed through the automated underwriting process
  - Client must be approved lab-free
  - Good Health Statement and Insurability Supplement is not required for cases approved via Real-Time Offer

### A Quick, User-Friendly Process

Here's a workflow example of how the Real-Time Offer works:



The workflow example assumes the client qualifies for the lab-free process and the case is approved. Any issue-restrictive outstanding requirements must be satisfied before the policy is issued and delivered.

### Real-Time Offer and Communication of Underwriting Status

The following communications will occur at the end of the client interview based on the underwriting status:

## APPROVED LAB-FREE: REAL-TIME OFFER

The client will be informed that the underwriting has been approved. They will be advised that their agent or Lincoln will contact them with details regarding the approval and next steps.

At the same time the client is notified of the approval, an email will be sent to the writing agent and case contact informing of the underwriting approval and the rate class. The offer may be '*as applied for*,' or '*other than applied for*.' The agent will be responsible for notifying the client of the offered rate class. Offers '*as applied for*' will move forward to policy issue and delivery.\*\*

- All issue-restrictive requirements must be satisfied before the policy will be issued
- Term cases offered '*better than applied for*,' the case will move forward to policy issue and delivery
- Permanent product cases offered '*better or worse than applied for*,' a revised illustration must be received by Lincoln prior to policy issue
- All cases offered '*worse than applied for*,' the offer must be accepted before the case will be issued

## LABS or ADDITIONAL INFORMATION NEEDED

The client will be informed that labs and/or additional information, which could include medical records, is needed to finish the underwriting process. Lincoln will inform the client about next steps for scheduling a lab appointment, if needed.

The agent and case contact will be notified through Lincoln's standard pending cases status process.

## DECLINED

The client will be informed that their agent will contact them for next steps. Lincoln **will not** communicate the decline decision to the client.

The agent and case contact will be notified through Lincoln's standard pending cases status process.

**If you have any questions about Real-Time Offer, please contact your dedicated Lincoln Underwriting & New Business team.**

\*Survivorship policies are not eligible for automated underwriting or real-time offer

\*\*Subject to any firm requirements

## Policy Owners Impacted by Wildfires in Tennessee

Lincoln Financial Group® (Lincoln) recognizes the hardships many of our policyowners and agents have experienced related to the recent wildfires in Tennessee. As the wildfires may have impacted the timeliness of payments and submission of paperwork, we will work with our policy owners, agents and brokers, on a case-by-case basis, to ensure their Lincoln insurance coverage will remain in force and not lapse due to nonpayment of premium.

If you were impacted by the severe weather, please contact us at the phone number listed below with any questions you may have with your coverages:

- Individual Life Insurance: 1-800-487-1485

## Rider Availability Changes in Washington

**Effective May 16, 2022**

**Reprint from the April 11, 2022 Lincoln Life Leader**

Over the last year, Lincoln Financial has actively monitored and diligently managed our business in response to the Washington state legislation guidelines regarding the Long-Term Services and Supports Trust Programs.

With that in mind, effective May 16, 2022, Lincoln will once again offer our Long-Term Care Rider (LTC Rider) and *Lincoln Care Coverage*® Accelerated Benefits Rider (CCBAR) for new sales in the state of Washington on the following products:

- LTC Rider:
  - *Lincoln VUL*<sup>ONE</sup> (2021)
  - *Lincoln AssetEdge*® VUL (2022)
- CCABR:
  - *Lincoln WealthAccumulate*® 2 IUL (2020)
  - *Lincoln WealthPreserve*® 2 IUL (2020)
  - *Lincoln LifeGuarantee*® UL (2019)

Please note, sales of these riders at this time would not be eligible for exemption associated with the Long-Term Services and Supports Act in Washington, as policies with these riders needed to be placed prior to November 1, 2021, to meet exemption eligibility.

Additionally, Washington recently announced a delay in the collection of the payroll tax until after the 2023 legislative session. Despite this delay, there is no guarantee that a future exception window will be created so it is important to keep policies with these rider inforce.

We will continue to monitor the environment and assess next steps as the situation evolves.

### Illustration Availability

Illustrations for these products with the rider will be run on *Lincoln DesignIt*<sup>SM</sup> Illustration System (v57.0). If you have an active internet connection, the software will automatically update on May 16, 2022, to include these changes. If you need to download the *Lincoln DesignIt*<sup>SM</sup> Illustration System, it is available on the Lincoln producer websites or from Field Office Technicians.

## Product Updates in U.S. Virgin Islands and Northern Marianas

**Closing new Life and MoneyGuard® sales effective May 16, 2022**

**Reprint from the April 11, 2022 Lincoln Life Leader**

Lincoln strives to balance the financial integrity of our company with value for its distribution partners and their clients. Due to low sales volumes, Life<sup>1</sup> policies in the U.S. Virgin Islands and the Northern Marianas, and MoneyGuard<sup>2</sup> hybrid life insurance products in the U.S. Virgin Islands will be closed to new sales effective **May 16, 2022**. No other states are impacted by this change.

### Submission and Placement Deadlines

- All formal application submissions must be signed, dated and received in-good-order at Lincoln's home office by May 13, 2022, and
- All pipeline cases must be placed with premium or 1035 exchange initiated (where applicable), by Aug. 11, 2022
- Any case not placed inforce or 1035 exchange initiated by Aug. 11, 2022 will be cancelled

- As of May 16, 2022, *Lincoln DesignIt*<sup>SM</sup> and WinFlex will be updated to no longer allow for new submissions. Between May 16, and Aug. 11, only Revised illustrations will be allowed.

### **Additional Lincoln MoneyGuard® III – Placement Guidelines**

Applications for Lincoln MoneyGuard® III (2020) – 06/15/20 will be accepted until May 13, 2022, with policies needing to be placed in force or 1035 exchange initiated by Aug. 11, 2022. Please see below for important information associated with these dates.

- For applications to qualify for MoneyGuard® III, a projection of values and the completed application Part 1 must be signed, dated and received in-good-order by Lincoln's home office by Friday, May 13, 2022.
- Ensure that you are appropriately credentialed. Clients of financial professionals who are not properly credentialed to solicit business when the paperwork is submitted will be subject to product availability in effect on the date when the financial professional becomes properly credentialed and resubmits the paperwork.

<sup>1</sup> Conversion UL will be made available for contractual obligations only.

<sup>2</sup> MoneyGuard currently is not available in the Northern Marianas

## **Discontinuation of New Sales of Lincoln LifeGuarantee® UL (2019) and Lincoln LifeGuarantee® SUL (2019)**

**Reprinted from the May 9, 2022 Lincoln Life Leader**

Lincoln is committed to providing our financial professionals and clients with a comprehensive suite of relevant life insurance products to address a broad range of planning goals, while balancing consumer value with the prudent financial standards of our business.

After careful consideration, Lincoln has made the decision to discontinue new sales of *Lincoln LifeGuarantee*® UL (2019) and *Lincoln LifeGuarantee*® SUL (2019) (Survivorship UL), which accounted for just 1% of all Lincoln Life sales in 2021. These changes are effective in all states, **June 10, 2022**. The changes do not impact in force policyholders.

Lincoln continues to offer a full suite of life insurance solutions, including Term, Indexed Universal Life, Variable Universal Life, long-term care funding solutions and Executive Benefit products.

### **Submission Deadline**

- All applications for the products listed above must be received in-good-order at Lincoln **by June 10, 2022**.
- As of May 16, 2022, *Lincoln DesignIt*<sup>SM</sup> and WinFlex will be updated to reflect a warning message regarding the submission deadline of June 10, 2022.
- As of June 10, 2022, *Lincoln DesignIt*<sup>SM</sup> and WinFlex will be updated to no longer allow illustrations of the impacted products.
- Revised illustrations for pipeline cases can be obtained by contacting your Lincoln wholesaler.

Please review these [Frequently Asked Questions](#) for additional information on the closing of new sales.

## State Approvals

### Initial Rollout

- *Lincoln MoneyGuard Fixed Advantage<sup>SM</sup>*
- *Lincoln WealthPreserve<sup>®</sup> 2 Survivorship IUL (2022)*
- *Lincoln TermAccel<sup>®</sup> (2019) – 05/16/22*
- *Lincoln LifeElements<sup>®</sup> Level Term (2019) – 05/16/22*

### District of Columbia, Illinois, Puerto Rico

- *Lincoln AssetEdge<sup>®</sup> VUL (2022)*
- *Lincoln Enhanced Allocation Rider (LEAR) – available on Lincoln AssetEdge<sup>®</sup> VUL (2022)*
- *Business Exec Enhanced Surrender Value Rider – available on Lincoln AssetEdge<sup>®</sup> VUL (2022)*
- *Individual Exec Enhanced Surrender Value Rider – available on Lincoln AssetEdge<sup>®</sup> VUL (2022)*
- *Long-Term Care Rider (LTC Rider) – available on Lincoln AssetEdge<sup>®</sup> VUL (2022)*

### District of Columbia

- *Long-Term Care Rider (LTC Rider) – available on Lincoln VUL<sup>ONE</sup> (2021)*

### Puerto Rico

- *Lincoln VUL<sup>ONE</sup> (2021) – including the Optimal No Lapse Enhancement Rider (ONER)*
- *Lincoln SVUL<sup>ONE</sup> (2021) – including the Optimal No Lapse Enhancement Rider (ONER)*
- *Bonus Rider – available on both Lincoln VUL<sup>ONE</sup> (2021) and Lincoln SVUL<sup>ONE</sup> (2021)*
- *Long-Term Care Rider (LTC-7090) – available on Lincoln VUL<sup>ONE</sup> (2021)*

### Washington

- *CCABR (LTC-7059) – available on Lincoln WealthAccumulate<sup>®</sup> 2 IUL (2020) – 05/10/21*
- *CCABR (LTC-7059) – available on Lincoln WealthPreserve<sup>®</sup> 2 IUL (2020) – 05/10/21*
- *CCABR (LTC-7059) – available on LifeGuarantee<sup>®</sup> UL (2019) – 05/11/20*
- *Long-Term Care Rider (LTC-7090) – available on Lincoln VUL<sup>ONE</sup> (2021)*
- *Long-Term Care Rider (LTC-7090) – available on Lincoln AssetEdge<sup>®</sup> VUL (2022)*

[View State Availability Grids](#)



Products and features are subject to availability and may vary by state.

Contractual obligations and Guarantees are subject to the claims-paying ability of the issuing company:

- The Lincoln National Life Insurance Company of Fort Wayne, IN; or
- Lincoln Life & Annuity Company of New York of Syracuse, NY.

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

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