

FIXED ANNUITIES

# The Lincoln Leader

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## Enhancements to the indexed account line-ups for *Lincoln OptiBlend*® and *Lincoln FlexAdvantage*® fixed indexed annuities

Effective with contracts issued on or after August 22, 2022

Lincoln is pleased to announce additional indexed accounts for new *Lincoln OptiBlend* and *Lincoln FlexAdvantage* contracts.

Effective with new contracts issued on or after August 22<sup>nd</sup>, clients will have the opportunity to allocate premium to the new accounts:

### *Lincoln OptiBlend* 5, 7 & 10-year surrender charge schedules

- 1 Year S&P 500 Performance Triggered

View the announcement flier [here](#).

View the Fact Sheets for *Lincoln OptiBlend* [5](#), [7](#), [10](#).

### *Lincoln FlexAdvantage* 5 & 7-year surrender charge schedule:

- 1 Year BlackRock Dynamic Allocation Participation
- 1 Year BlackRock Dynamic Allocation Participation Plus (includes fee)

View the announcement flier [here](#).

View the [Lincoln FlexAdvantage Fact Sheet](#).

Marketing material will reflect the new indexed accounts as of August 18, 2022. Forms and illustrations will reflect the new indexed accounts as of August 22, 2022.

## HEADLINES

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### Videos:

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[Check out our current rates](#) or [run an illustration](#) (no login required).

## Variety of indexed account options available

Additional account options offer enhanced diversification opportunities

*Lincoln OptiBlend*® and *Lincoln FlexAdvantage*® fixed indexed annuities can help your clients with their accumulation and asset allocation objectives, offering a 1 Year Fixed Account and several indexed accounts. The benchmark indexes for the indexed accounts reflect different asset classes and management strategies, providing diversification opportunities within one product. Review the chart below and view the product Fact Sheets for more information.

Crediting Method	Index / Index Inception	Ticker / Link to 3 <sup>rd</sup> party site
Participation	BlackRock Dynamic Allocation Index July 30, 2021	<a href="#">BDYALVCX</a>
Participation Plus (includes fee)		
Participation	Fidelity AIM® Dividend Index July 31, 2019	<a href="#">FIDAIMDN</a>
Spread	S&P 500 Daily Risk Control 5% Index September 10, 2009	<a href="#">SPXT5UT</a>
Participation	S&P 500® Index March 4, 1957	<a href="#">SPX</a>
Cap		
Performance Triggered		

## New BlackRock white paper

Fixed indexed annuities as an accumulation vehicle

This white paper explores the use of fixed indexed annuities (FIAs) as a way for pre-retirees to accumulate assets for their retirement.

“[Retiring with confidence](#)” looks at FIAs relative to accumulation potential, downside protection and incremental returns.

The case study outlines how FIAs may help contribute to a better overall outcome and the key trade-offs involved.

Financial professional use only.



## Streamlined Roth IRA Conversion process available with *Lincoln OptiBlend*<sup>®</sup> fixed indexed annuities

Only one application needed to set up identical Traditional IRA and Roth IRA contracts

Effective August 22, 2022, representatives can submit one application to establish two *Lincoln OptiBlend*<sup>®</sup> contracts: a Traditional IRA, and a second contract that represents the Roth IRA conversion amount.

- The *Lincoln OptiBlend* application must be submitted via paper or online via FireLight.
  - Check the box shown below, found on the Application Supplement, to indicate a Roth IRA conversion and indicate the Roth conversion amount.

**Roth IRA Partial Conversion** – Optional. Only available for traditional IRA funds.

**Check this box if you want to establish a new ROTH IRA contract in addition to your new IRA contract.**  
Lincoln will establish two identical contracts based on the selections made on the annuity application and this supplement. The amount you indicate will be converted from your IRA contract to establish your new ROTH IRA contract.

**Please Indicate:** Partial conversion amount \$ \_\_\_\_\_

- Two Traditional IRA contracts will be established with the same issue date and premium allocations; the dollar amount for each contract will be determined according to the instructions given on the application.
- Soon after the contracts are established, the tax status on the second contract will be converted to a Roth IRA, and Lincoln will issue a client letter, the Roth Amendment and the Roth IRA disclosure statement.
- The total premium amount indicated on the application will be used to determine if the business meets the minimum/maximum premium limits.
- For rate setting, each individual contract will be evaluated separately to determine if the contract is issued using the low or high band rates.
- The contracts will be set up with the identical premium allocation, but at the first contract anniversary, eligible accounts within each annuity can be reallocated independently.

For more information on Roth conversions at Lincoln, contact your Lincoln representative.

This new process avoids the need for two applications and the potential for multiple Roth IRA contracts over the years. Check out this client-approved [sales idea](#) for a partial Roth conversion case study.

## Individual Annuity Contact Center: Holiday hours

As a reminder, Lincoln offices and the Individual Annuity Contact Center will be closed on:

- Monday, September 5, 2022 for Labor Day

## Guaranteed minimum cash surrender value interest rates : Changing September 1st

### Higher guaranteed rates for many products

Due to changes in the interest rate environment, the Guaranteed Minimum Cash Surrender Value (GMCSV) interest rate is increasing to 1.80% (up from 1.00%) for several products. The Guaranteed Minimum Fixed Interest Rate (GMFIR) is increasing for several single premium fixed indexed annuities.

The Guaranteed Minimum Interest Rate (GMIR) chart has been updated to reflect these changes and will be available after September 1st, from the Lincoln Forms Tool: Form AN11725.

These rates will be in effect for contracts issued on or after September 1, 2022 (updates in blue shading).

Single premium fixed indexed annuities	GMFIR <i>Up from 1.00%</i>	GMCSV IR		GMNSV IR
		During Surrender Charge Period	After Surrender Charge Period <i>Up from 1.00%</i>	
<i>Lincoln Covered Choice</i> <sup>®</sup>	<b>1.80%</b>	2.25%	<b>1.80%</b>	0.50%
<i>Lincoln Covered Choice</i> <sup>®</sup> Advisory	<b>1.80%</b>	2.25%	<b>1.80%</b>	0.50%
<i>Lincoln Set 5</i> <sup>®</sup> (available in California only)	<b>1.80%</b>	2.25%	<b>1.80%</b>	0.50%

  

Flexible premium fixed indexed annuities	GMFIR	GMCSV IR <i>Up from 1.00%</i>	GMNSV IR
<i>Lincoln OptiBlend</i> <sup>®</sup> 5, 7, 10 <i>Lincoln FlexAdvantage</i> <sup>®</sup> 5, 7 <i>Lincoln Covered Choice</i> <sup>®</sup> II <i>Lincoln Covered Choice</i> <sup>®</sup> Advisory II	0.10%	<b>1.80%</b>	0.10%
<i>Lincoln Set 5</i> <sup>®</sup> II	0.25%	<b>1.80%</b>	0.10%

The Guaranteed Minimum Interest Rate for *Lincoln MYGuarantee*<sup>SM</sup> Plus deferred fixed annuities (all durations) is 0.10%. The GMCSV interest rate is increasing to **1.80%** (*Up from 1.00%*).

**Rates are subject to change. Not all products are available in all states or in all firms.**

**Check with your Lincoln representative for product availability.**

## Videos available

### NEW: View Lincoln's self-service tools (financial professional use only)

This video walks you through some of the most popular online tools available.

[View this brief video](#) to see why registering for [LFD.com](#) can help you prepare for client meetings, view recent client activity and stay current on client correspondence.

### See how a Lincoln fixed indexed annuity can help clients: Plan. Protect. Retire.

Watch our new video to learn more

When clients ask, "How can I protect my savings from downturns in the market while benefiting from potential market gains?" – consider discussing the benefits of a Lincoln fixed indexed annuity.

This [short video](#) features a timely message around rising interest rates, inflation and downside protection – things that are on client's minds today.

Now approved for client use. Contact your Lincoln representative to learn more.

**For financial professional use only. Not for use with the public.**

Fixed Annuity Lincoln Leader – August 2022

## NAIC Annuity Transactions Model Reg – training required

Many states now require additional training; other states anticipated to follow

The NAIC has amended the Annuity Transactions Model Regulation to align with the best interest standard of care for annuity sales. As part of this Model Regulation, producers will need to complete additional training. Refer to the Frequently Asked Questions document found by logging in to [LINCOLNFINANCIAL.COM](https://www.lincolnfinancial.com) > GUIDELINES AND EDUCATION > COMPLIANCE GUIDELINES for more information.

### Producer training requirements for states who have adopted the 2020 NAIC Model

- **New annuity producers** are required to complete a four-credit training course that covers the new requirements.
- **Existing producers** who have previously completed a four-credit training are required to complete a new one-credit training course (a new four-credit course will also meet the requirement). Completion of this training is required within six months after the effective date of the Model Regulation in each state.
- **All producers:** Product-specific training will continue to be a requirement for new and existing producers prior to solicitation of an annuity product.

Note: Where Lincoln is conducting the suitability review, the ACORD 660 form or “Appendix A”, (“Insurance Agent (Producer) Disclosure For Annuities”) is required with the application in states that have adopted the new NAIC Model Regulation. If this form is missing from applications received after the effective date of that state’s adoption, the business will be deemed not in good order (NIGO).

### Current state adoptions

The following states have recently adopted the revised NAIC Suitability in Annuity Transactions Model Regulation. Producers soliciting annuities in these states will need to complete the general annuity and product-specific training by the deadlines shown. State-specific requirements follow:

State	Effective Date	General annuity deadline if licensed prior to effective date	General annuity deadline if NOT licensed prior to effective date	Product-specific (carrier training) deadline	Reciprocal
Connecticut	3/1/2022	8/31/2022	Prior to solicitation	Prior to solicitation	Yes
Hawaii	1/1/2023	6/30/2023	Prior to solicitation	Prior to solicitation	Yes
Maryland	10/8/2022	4/7/2023	Prior to solicitation	Prior to solicitation	Yes
Minnesota	1/1/2023	6/30/2023	Prior to solicitation	Prior to solicitation	Yes
New Mexico	10/1/2022	3/31/2023	10/1/2022	10/1/2022	Yes
North Carolina	1/23/2023	7/22/2023	Prior to solicitation	Prior to solicitation	Yes
Pennsylvania	6/20/2022	12/19/2022	Prior to solicitation	Prior to solicitation	Yes
South Carolina	11/27/2022	5/27/2023	Prior to solicitation	Prior to solicitation	Yes
South Dakota	1/1/2023	6/30/2023	1/1/2023	1/1/2023	Yes
Wisconsin	10/1/2022	3/31/2023	Prior to solicitation	Prior to solicitation	Yes

### Future state adoptions

Other states are pending adoption of the 2020 NAIC Model; the Annuity Education Requirements 50-state chart will be updated as new states adopt the Model. The complete chart is available by logging onto:

[LINCOLNFINANCIAL.COM](https://www.lincolnfinancial.com) > GUIDELINES AND EDUCATION > COMPLIANCE GUIDELINES.

## Looking for an article?

The Index of Articles for past issues of the Fixed Annuity Lincoln Leader can be found on the Lincoln Leader archive page of producer websites.

Products and features subject to [state availability](#).

Certain products are only available in select distribution channels. Check your selling agreement for availability.

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

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# Fixed annuity contact information

## Sales Desk

Product questions/ Sales ideas/  
Illustrations/ Website training  
Operating hours: 8:00 a.m. – 7:00 p.m. ET

### Annuity Sales Desk *Agent Use Only*

Sales Desk: 888-895-4830, Option 2  
[FixedAnnuitySales@LFD.com](mailto:FixedAnnuitySales@LFD.com)

## Producer Solutions

Appointments/ Contracting/  
Compensation  
Operating hours: 8:00 a.m. – 6:00 p.m. ET

### Appointments/Contracting

Call Center: 800-238-6252, Option 1, Option 2

#### New Contracting Paperwork Submission:

[Contracting@LFG.com](mailto:Contracting@LFG.com)

Fax: 603-226-5311

#### NAIC Training Questions:

[AskAnnuityNAIC@LFG.com](mailto:AskAnnuityNAIC@LFG.com)

#### Appointment Status Updates:

[LicensingStatus@LFG.com](mailto:LicensingStatus@LFG.com)

### Compensation

Call Center: 800-238-6252, Option 1, Option 1

[Commissions@LFG.com](mailto:Commissions@LFG.com)

## New Business and Post-Issue

Operating hours: 8:30 a.m. – 5:00 p.m. ET

### FAX Numbers

New business: 260-455-0271 (fax)

Post-Issue: 260-455-0263 (fax)

### Pre-Issue Good Order (GO) Team

Contact the appropriate New Business Case Coordinator

### Forms Submission (must have an attachment)

[AnnuityForms@LFG.com](mailto:AnnuityForms@LFG.com)

### Overnight Servicing Address

Lincoln Financial Group  
Individual Annuity Operations  
1301 S Harrison St., Ft. Wayne, IN 46802-3425

### Servicing Address

Lincoln Financial Group  
P.O. Box 2348  
Fort Wayne, IN 46801-2348

## Contact Centers

For agent/client use  
Operating hours: 8:00 a.m. – 6:00 p.m. ET

### Fixed and Fixed Indexed Annuity

888-916-4900

*Lincoln Insured Income, Lincoln Deferred Income Solutions, Lincoln SmartIncome* and annuitization:

800-487-1485 x8529

*Lincoln Long-Term Care:* 877-534-4636

Lincoln fixed, fixed indexed and income annuities are issued by The Lincoln National Life Insurance Company (Lincoln), Fort Wayne, IN. The Lincoln National Life Insurance Company does not solicit business in the state of New York, nor is it authorized to do so. **Contractual obligations are subject to the claims-paying ability of The Lincoln National Life Insurance Company.**

Contracts sold in New York are issued by Lincoln Life & Annuity Company of New York (Lincoln), Syracuse, NY. **The contractual obligations are subject to the claims-paying ability of Lincoln Life & Annuity Company of New York.**