

LIFE SOLUTIONS

# The Lincoln Leader

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## Lincoln *MoneyGuard*® Pricing Improvements

### Announcing pricing updates to *MoneyGuard*® life insurance product offerings

Effective Sept. 12, 2022, Lincoln Financial Group will be implementing pricing decreases to *Lincoln MoneyGuard Fixed Advantage*® and *Lincoln MoneyGuard*® II, which will improve competitive positioning, and provide additional benefit design opportunities. There will be no pricing increases as a result of this update.

After a transition period, currently sold *MoneyGuard* products will be replaced by the following:

- *MoneyGuard Fixed Advantage*® – 09/12/22 will replace currently sold *MoneyGuard Fixed Advantage*® in all states.
- *MoneyGuard*® II (2020) – 09/12/22 will replace currently sold *MoneyGuard*® II (2020) – 01/10/22 in the state of California.

### Pricing Improvements

#### Lincoln *MoneyGuard Fixed Advantage*® Pricing Improvements

- Pricing improvements range from 0 - 21%, with an average discount of 8%
  - Issue Ages 60 and above improved the most:
    - Average discount for Issue Ages 60 and above equals 10%
    - Average discount for Issue Ages less than 60 equals 3%

#### Lincoln *MoneyGuard Fixed Advantage*® Product Updates

- The 6-year 5% inflation benefit design option has been added to the product

#### Lincoln *MoneyGuard*® II Pricing Improvements

- Pricing improvements range from 0-18%, with an average discount of 6%

#### Lincoln *MoneyGuard*® II Product Updates

- The 6-year 5% inflation benefit design option has been added to the product

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## Availability and Transition Guidelines

Applications for Lincoln *MoneyGuard Fixed Advantage*® – 09/12/22 and Lincoln *MoneyGuard*® II (2020) – 09/12/22 will be accepted beginning on Sept. 12, 2022.

- For applications to qualify for the current *MoneyGuard Fixed Advantage*® or *MoneyGuard*® II (2020) – 01/10/22 pricing, 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, Oct. 14, 2022.
- For pending or issued business on or after Sept. 12, 2022, Lincoln will accept requests with a revised projection of values to change to Lincoln *MoneyGuard Fixed Advantage*® – 09/12/22 or Lincoln *MoneyGuard*® II (2020) – 09/12/22
- For placed business, normal internal replacement guidelines apply. Rewrites will not be accepted.
- As of Sept. 12, 2022, *Lincoln DesignIt*™ and WinFlex will be updated with the new product versions. During the transition period both versions 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 version 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 version available at that time.

## Illustration Capabilities

*Lincoln’s DesignIt*™ (v58.0C) and WinFlex illustration systems will be updated with this change effective Sept. 12, 2022. If you have an active internet connection, the software will automatically update to include these updates on Sept. 12, 2022.

## Reference and Marketing Materials

All impacted materials will be updated and made available for viewing on the various Lincoln websites and for order from the Lincoln Literature Fulfillment Center.

## Allocation Form Updates

### As of August 15, 2022

The Allocation Forms for Life variable policies have been updated to correct a fund name. **Fund AB VPS Sustainable Global Thematic Portfolio (Class A) will replace Fund AB Sustainable Global Thematic Portfolio (Class A).** There are no changes to the Fund Number, only the Fund Name. The transition period to submit the old form is 30 days from Aug. 15, 2022. Please review the chart below for the list of forms affected and their new form numbers and versions.

Form Name	Previous Number (Version)	New Number (Version)
<i>AssetEdge</i> ® VUL 2019 Allocations	LF11957_5-22 (2/22)	LF11957_8-22 (5/22)
<i>AssetEdge</i> ® VUL 2020 Allocations	LF12075_5-22 (2/22)	LF12075_8-22 (5/22)
<i>AssetEdge</i> ® VUL 2022 Allocations	LF12401_5-22 (2/22)	LF12401_8-22 (5/22)
VUL/SVUL <sup>ONE</sup> Allocations - Use for S/VUL <sup>ONE</sup> Products Only	LF06641_5-22 (2/22)	LF06641_8-22 (5/22)

## Lincoln Financial Group Contact Center: Holiday Hours

As a reminder, Lincoln offices and the Life Insurance and Long-Term Care contact centers will be closed Monday, Sep. 5, 2022 for Labor Day.

## 2022 Life Insurance Year-End Guidelines

### Individual Life, Executive Benefits and Lincoln MoneyGuard®

Lincoln's Underwriting & New Business department is committed to helping you meet your year-end goals and objectives. Our focus is to ensure the maximum amount of your business is placed before the close of business on Dec. 30, 2022.

We encourage you to submit all outstanding requirements for year-end cases as soon as possible. The following guidelines and key dates should be followed to meet these expectations.

#### Key Dates and Deadlines

<b>October 3</b>	<b>Incoming 1035 exchange - overnight mailing requests.</b> For any incoming 1035 exchange, the surrendering carrier will be provided with Lincoln's FedEx account number and requested to <u>overnight</u> the check to Lincoln.
<b>November 1</b>	<b>Suggested 1035 exchange submission deadline.</b> Submit 1035 exchange applications and/or tickets to allow time for underwriting and receipt of 1035 exchange funds. Lincoln will leverage electronic methods to submit 1035 paperwork to surrendering carriers, when available.
<b>November 11</b>	<b>Pending 1035 exchanges must be initiated.</b> After the Underwriting offer has been made and all issue-restrictive requirements are in-good-order, the exchange will be initiated and the surrendering carrier will be requested to <u>overnight</u> the check to Lincoln. Completion of the 1035 exchange is subject to losing <u>carrier turn-around times</u> .
<b>November 24-25</b>	<i>Company Holiday</i>
<b>December 8</b>	<b>Suggested final date to submit all applications and tickets requesting a <u>Tele-App or Phone PHI</u>.</b> The completion of the interview is contingent on your client's scheduling availability. <i>As a reminder, the online interview (eInterview) is flexible and can be completed at any time.</i>
<b>December 15</b>	<b>Suggested final date to submit all full applications and tickets requesting an online interview.</b>
<b>December 22</b>	<b>All placement-restrictive requirements, including premium, must be received at Lincoln <u>in-good-order</u> to be guaranteed for placement by December 30, 2022.</b>
<b>December 23</b>	<b>2022 compensation income placement deadline.*</b> All business placed in-force with premium by December 23, 2022 will be considered as 2022 income. Any business placed after this date, through December 30, 2022, will count as 2022 production but will be treated as 2023 earnings.
<b>December 26</b>	<i>Company Holiday</i>

#### Pending Case Status:

The following *Memo to Agent Requirement* will be added to all pending cases starting Oct. 10, 2022:

**"IMPORTANT YEAR-END NOTICE:** To ensure this policy is placed in-force by year-end, all placement-restrictive requirements, including premium(s), must be received at Lincoln in-good-order **by December 22, 2022.**"

For a list of digital tools available and additional best practices, please see this [2022 Year-End Guidelines Flyer](#).

**\*Important information regarding Internal Replacements:** For Lincoln internal replacements, all business must be placed in-force with premium by December 21, 2022 to be considered as 2022 compensation income. Any business placed after this date, through December 30, 2022, will count as 2022 production but will be treated as 2023 earnings.

## Long-Term Care Claims Process Update

Effective Jan. 1, 2023, for clients currently on claim, Lincoln's long-term care claims process will undergo enhancements that will impact *MoneyGuard*® solutions and Life solutions with a long-term care rider. These changes will bring *MoneyGuard* in line with industry-leading procedures.

Any clients initiating a **new claim** beginning Sep. 1, 2022, will be required to follow the new process.

Details on the changes are below:

### Facility claims

- Implementation of Continued Monthly Residence (CMR) form
  - Each month's facility itemized invoice must be accompanied by a fully completed Continued Monthly Residence (CMR) form.
- Reimbursement instead of pre-pay for monthly invoices
  - Lincoln will no longer pre-pay facility invoices.

### In-home care providers

- When an insured receives care from an agency caregiver, we will require that caregiver to complete daily visit notes that the agency will submit along with the corresponding invoice.
- If an insured uses an independent care provider, we will require each caregiver to complete an Independent Provider (IP) packet. The caregiver will also be responsible for completing a weekly timesheet which includes time in/time out for every date of service, daily visit notes and a signature by the caregiver and insured or their representative weekly.

No action is needed from you or your clients at this time. If you have any questions, please contact our Customer Contact Center at 800-487-1485.

## Requirement Update: Good Health Statement & Insurability Supplement

### Additional clarity for Good Health Statement requirement for Real-Time Offer

*Reprinted from the August 15, 2022 Lincoln Life Leader*

Lincoln Underwriting & New Business would like to provide additional clarity for when the Good Health Statement and Insurability Supplement Form (GHS) [LFF12222] may be required on a policy which was approved via Real-Time Offer.

For all cases approved with a Real-Time Offer, the Good Health Statement and Insurability Supplement Form [LFF12222] will not be required if placed within 21 days of policy issue. If a policy is issued but not placed in force within 21 days, the Underwriter will require the client and agent to submit this completed form. This requirement will be enforced on all policies, regardless of Real-Time Offer status.

This is an update from previously published information that the GHS form would not be required on cases approved via Real-Time Offer. If you have any questions, please contact your dedicated Underwriting & New Business team.

### Real-Time Offer Resources

<a href="#">Real-Time Offer Flyer</a>	<a href="#">Real-Time Offer Agent Brainshark</a>
<a href="http://www.LFG.com/LincXpress">www.LFG.com/LincXpress</a>	<a href="http://www.LFG.com/TermAccel">www.LFG.com/TermAccel</a>
<a href="#">LincXpress FAQ</a>	<a href="#">TermAccel FAQ</a>
<a href="#">LincXpress Agent Training Brainshark</a>	<a href="#">TermAccel Agent Training Brainshark</a>

## Indexed Account Rate Changes

Reprinted from the August 15, 2022 Lincoln Life Leader

Effective Sep.15, 2022, Lincoln will be making changes to caps, participation rates and spreads on certain indexed accounts, which may reduce future policy performance. The changes apply only to newly created indexed account segments for a select group of previously sold life insurance products in Lincoln's Indexed UL product suites. The Illustration software will be updated effective Aug. 15, 2022 reflecting all indexed account changes. **There are no changes to currently sold products.**

### Products with Rate Changes

<b>Lincoln LifeElements® Indexed UL</b>		<b>Non – New York</b>	
<i>All Indexed Accounts have a 1% floor</i>		<b>Existing Rate<sup>1</sup></b>	<b>New Rate<sup>2</sup></b>
1 Year Point-to-Point Capped	Cap	7.00%	<b>6.50%</b>
1 Year Monthly Cap	Cap	2.90%	<b>2.80%</b>
1 Year Monthly Average	Spread	2.75%	<b>3.00%</b>

<b>Lincoln LifeReserve® Indexed UL</b>		<b>Non – New York</b>	
<i>All Indexed Accounts have a 1% floor</i>		<b>Existing Rate<sup>1</sup></b>	<b>New Rate<sup>2</sup></b>
1 Year Point-to-Point Capped	Cap	7.00%	<b>6.50%</b>
1 Year Monthly Cap	Cap	2.90%	<b>2.80%</b>
1 Year Monthly Average	Spread	2.75%	<b>3.00%</b>

<b>Lincoln LifeReserve® Indexed UL Protector</b>		<b>Non – New York</b>	
<i>All Indexed Accounts have a 1% floor</i>		<b>Existing Rate<sup>1</sup></b>	<b>New Rate<sup>2</sup></b>
1 Year Point-to-Point Capped	Cap	7.00%	<b>6.50%</b>
1 Year Monthly Cap	Cap	2.90%	<b>2.80%</b>
1 Year Monthly Average	Spread	2.75%	<b>3.00%</b>

<b>Lincoln LifeReserve® Indexed UL Accumulator</b>		<b>Non – New York</b>	
<i>All Indexed Accounts have a 1% floor</i>		<b>Existing Rate<sup>1</sup></b>	<b>New Rate<sup>2</sup></b>
1 Year Point-to-Point Capped	Cap	7.00%	<b>6.50%</b>
1 Year Monthly Cap	Cap	3.00%	<b>2.80%</b>
1 Year Monthly Average	Spread	2.75%	<b>3.00%</b>

<b>Lincoln LifeReserve® Indexed UL Accumulator</b>		<b>New York</b>	
<i>All Indexed Accounts have a 1% floor</i>		<b>Existing Rate<sup>1</sup></b>	<b>New Rate<sup>2</sup></b>
1 Year Point-to-Point Capped	Cap	6.50%	<b>6.00%</b>
1 Year Monthly Cap	Cap	2.85%	<b>2.65%</b>
1 Year Monthly Average	Spread	3.00%	<b>3.25%</b>

<b>Lincoln LifeReserve® Indexed UL Accumulator (2014)</b>		<b>Non – New York</b>	
<i>All Indexed Accounts have a 1% floor</i>		<b>Existing Rate<sup>1</sup></b>	<b>New Rate<sup>2</sup></b>
1 Year Point-to-Point Capped	Cap	8.00%	<b>7.50%</b>
1 Year Point-to-Point Uncapped	Participation Rate	46.50%	<b>44.50%</b>
1 Year Point-to-Point High Participation	Participation Rate	140.00%	<b>140.00%</b>
	Cap	7.60%	<b>7.10%</b>

<b>Lincoln LifeReserve® Indexed UL Accumulator (2014)</b>		<b>New York</b>	
<i>All Indexed Accounts have a 1% floor</i>		<b>Existing Rate<sup>1</sup></b>	<b>New Rate<sup>2</sup></b>
1 Year Point-to-Point Capped	Cap	7.50%	<b>7.00%</b>
1 Year Point-to-Point Uncapped	Participation Rate	44.00%	<b>42.00%</b>
1 Year Point-to-Point High Participation	Participation Rate	140.00%	<b>140.00%</b>
	Cap	7.10%	<b>6.60%</b>

<b>Lincoln WealthPreserve® IUL (2019) – 10/21/19</b>		<b>Non – New York</b>	
		<b>Existing Rate<sup>1</sup></b>	<b>New Rate<sup>2</sup></b>
<b>Plus</b> 0% Floor 2% Asset Based Charge deducted when segment opens	Cap	7.75%	<b>6.50%</b>
	Index Credit Enhancement ( <i>multiplier</i> )	56.00%	<b>56.00%</b>
<b>Conserve</b> 1% Floor	Cap	6.50%	<b>6.25%</b>
	Account Value Enhancement	0.35%	<b>0.35%</b>

<sup>1</sup>Applies to index segments created on or before Aug. 15, 2022.

<sup>2</sup>Applies to index segments created on or after Sep. 15, 2022.

For additional information on indexed account rates, including guaranteed and non-guaranteed elements, please view Lincoln's [Current and Historic Declared Rates flier](#).

### Illustration Software Updates

If you have an active internet connection, the *Lincoln DesignIt*<sup>SM</sup> Illustration System (v.58.0) will automatically update on Aug. 15, 2022 to reflect the indexed account rate changes and new maximum illustrated rates; you will need to download the updated *Lincoln Inforce Platform* (v.34.0). If you need to download software, it is available on the Lincoln producer websites or from Field Office Technicians.

### Reference Material

The online version of the following reference materials is available by clicking on the name of the document below and can also be accessed through the Individual IUL product sections of the Lincoln producer websites under Product Details > Resources Tab.

<b>Document Name</b>	<b>Content</b>
<a href="#">Indexed Account Rates – Current</a>	Provides Indexed Accounts rates within currently sold Lincoln Life Insurance products effective with new segments opened on or after Sep. 15, 2022.
<a href="#">Indexed Account Rates – Current and Historical</a>	Provides Indexed Accounts rates for currently and previously sold products beginning with the new product introduction through rates effective for new segments opened on or after Sep. 15, 2022.
<a href="#">Frequently Asked Questions</a>	Provides talking points to help answer questions you may receive from customer.

### Marketing Material

All impacted marketing materials are being assessed and updated as necessary. All updated materials will be made available on the various Lincoln websites and will be available for order from the Lincoln Literature Fulfillment Center prior to the Sep. 15, 2022 new segment effective date.

# State Approvals

## District of Columbia & New Jersey

- Lincoln *MoneyGuard Market Advantage*® (2022)

### Maryland

- Lincoln AssetEdge*® VUL (2022)
- Lincoln Enhanced Allocation Rider (LEAR) – available on *Lincoln AssetEdge*® VUL (2022)
- Business Exec Enhanced Surrender Value Rider – available on *Lincoln AssetEdge*® VUL (2022)
- Individual Exec Enhanced Surrender Value Rider – available on *Lincoln AssetEdge*® VUL (2022)
- Long-Term Care Rider (LTC Rider) – available on *Lincoln AssetEdge*® 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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Variable insurance products are sold by prospectus. Consider the investment objectives, risks, charges, and expenses of the variable product and its underlying investment options carefully before investing. The prospectus contains this and other information about the variable product and its underlying investment options. Please review the prospectus available online for additional information. Read it carefully before investing.

Only registered representatives can sell variable products.

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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