

LIFE SOLUTIONS

The Lincoln Leader

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Coming Soon – Lincoln WealthAccumulate® IUL (2020) – 04/17/23

Effective April 17, 2023, Lincoln is pleased to announce an update to the Lincoln WealthAccumulate® 2 IUL (2020) life insurance product.

Lincoln WealthAccumulate® 2 IUL (2020) – 04/17/23 offers flexibility for growth, access to cash value, and financial protection. Built for clients who want death benefit protection plus growth opportunities through indexed accounts and access to cash value for today's and tomorrow's needs. At launch, this product will comply with the updated illustration requirements for AG49-A (Effective May 1, 2023).

Pricing Updates

- Reduced premium loads above threshold to match premium loads below threshold, improving competitiveness on single and short pay designs (current charge only)

Indexed Account Updates

- Increased S&P 500® Traditional Account cap from 9.50% to 10.00%
- Decreased S&P 500® Traditional Account floor from 0.25% to 0.00%
- Participating loans are replaced with **two new Indexed Loan Accounts** linked to the S&P 500 Index** (excluding dividends) or the Fidelity AIM Dividend Index# If selected the amount of any loan will be transferred from the Indexed Account(s) and/or Fixed Account and earn interest based on the performance of the Indexed Loan Account to which it is allocated. The loan will be charged a guaranteed rate of 5.0%.

HEADLINES

[Coming Soon – Lincoln WealthAccumulate® 2 IUL \(2020\) – 04/17/23](#)

[Upcoming Illustration Changes for Indexed UL Products \(AG49-A update\)](#)

[eInterview Enhancements: Link Reactivation and Chatbot](#)

[Online Personal History Interview \(ePHI\) Underwriting Follow-up](#)

[Now Available: Backdating for Lincoln WealthAccelerate® IUL](#)

[New Transition Period for In-Force and Claim Forms](#)

[Now Available – Lincoln WealthAccelerate® IUL \(reprint\)](#)



Indexed accounts details

	Indexed Account	Maximum Illustrative Rate	Guaranteed Minimum Interest Rate (floor)	Current Participation Rate	Current Index Growth Cap	Current Interest Bonuses	Additional Cost
Fidelity AIM® Dividend Index	Fixed Bonus ¹	4.58%	0% guaranteed minimum	140%† 25% <i>guaranteed minimum</i>	N/A	1.00%† 0.25% guaranteed minimum fixed bonus ⁸	None
	High Participation Rate ²	5.88%	0% guaranteed minimum	180%† 25% <i>guaranteed minimum</i>	N/A	N/A	None
S&P 500® Index	Multiplier ³	5.62%	0% guaranteed minimum	100%† guaranteed minimum	9.50%† 1.00% <i>guaranteed minimum</i>	50%† guaranteed minimum multiplier ⁷	2%† guaranteed maximum asset based charge
	Traditional ⁴	6.27%	0% guaranteed minimum	100%† guaranteed minimum	10.00%† 1.00% <i>guaranteed minimum</i>	N/A	None
	Fixed Bonus ⁵	5.83%	0.25% guaranteed minimum	100%† guaranteed minimum	9.00%† 1.00% <i>guaranteed minimum</i>	0.25%† guaranteed minimum fixed bonus ⁸	None
	Performance Trigger ⁶	5.50%	0% guaranteed minimum	N/A	7.50%† 1.00% <i>guaranteed minimum</i>	N/A	None

Indexed Loan Accounts

Fidelity AIM® Dividend Indexed Loan Account	5.50%	0% guaranteed minimum	180%† 35% <i>guaranteed minimum</i>	N/A	N/A	None
S&P 500® Indexed Loan Account	5.50%	0% guaranteed minimum	100%† guaranteed minimum	10.00%† 3.00% <i>guaranteed minimum</i>	N/A	None

† Non-Guaranteed Elements (NGE)

* Current Performance Trigger Rate. Rate is not included in Cap Reduction Protection

1 1 Year Point-to-Point Fidelity AIM® Dividend Indexed Account - Fixed Bonus

2 1 Year Point-to-Point Fidelity AIM® Dividend Indexed Account

3 1 Year Point-to-Point S&P 500® Multiplier Indexed Account

4 1 Year Point-to-Point S&P 500® Traditional Indexed Account

5 1 Year Point-to-Point S&P 500® Fixed Bonus Indexed Account

6 1 Year Point-to-Point S&P 500® Performance Trigger Indexed Account

7 Index Credit Enhancement (ICE)

8 Account Value Enhancement (AVE)

Transition Guidelines

There is a transition period which begins on April 17, 2023 and ends on **April 30, 2023**. Applications received on or after May 1, 2023, will receive the new *Lincoln WealthAccumulate*® 2 IUL (2020) – 04/17/23 product.

During the transition period:

- For the old product, formal applications must be signed, dated, and received in-good-order in Lincoln’s home office by the end of the transition period to qualify.
- For *LincXpress*® Ticket Cases, a complete ticket and required solicitation forms must be received in Lincoln’s home office by the end of the transition period to qualify.
- For cases with the owner listed as “Trust to be Established,” formal applications received in the home office by the end of the transition period that have been signed by the insured will still qualify as awaiting a trust to be set up is part of the normal course of business. The only paperwork that Lincoln will not require at submission is the executed Certification of Trustee Powers with the trustee/owner’s signature. This form must be received prior to issue.
- For pending business or policies already issued, Lincoln will accept a written request and a revised illustration to change to the *Lincoln WealthAccumulate*® 2 IUL (2020) – 04/17/23.
- For policies already placed, normal internal replacement guidelines apply. Rewrites will not be allowed.
- Lincoln WealthAccumulate*® 2 IUL (2020) – 04/17/23 is not currently approved in Guam. The old product will be withdrawn in Guam on 04/30/23.

State
Availability

[Click here to view the Indexed Universal Life state availability.](#)

Illustrations

Illustrations for *Lincoln WealthAccumulate*® 2 IUL (2020) – 04/17/23 will run on the *Lincoln DesignIt*™ Illustration System (V 60.0D). If you have an active internet connection, the software will automatically update to include the new product version on April 17, 2023. If you need to download the *Lincoln DesignIt*™ Illustration System, it will be available on the Lincoln producer websites or from Field Office Technicians.

Reference Materials

All impacted materials will be updated and made available on the Lincoln producer websites.

Upcoming Illustration Changes for Indexed UL Products (AG49-A update)

Revisions to Actuarial Guideline 49-A (AG49-A) were adopted by the National Association of Insurance Commissioners (NAIC) to update the existing AG49-A guideline that is applicable to all Indexed Universal Life (IUL) products. The changes will be effective on **Monday May 1st, 2023**. They are prospective only, so will not apply to any new business or future in-force illustrations for any policies that meet the transition rules.

The main points to know about the AG49-A updates

- **Intent of Regulators** – Illustrations of volatility-controlled indices (VCIs) plus any fixed bonus should not illustrate more favorably than a traditional capped S&P 500 indexed account.
- **What's changing** – Adding an additional restriction to IUL maximum illustrated rates.
- **Illustration impacts** - Likely that only VCI accounts are impacted, where the maximum illustrated rates will be reduced to not illustrate better than S&P accounts.
- **Policyholder impacts** – Will only impact illustrations for policies sold on or after 5/1/2023.

Transition Rules

Formal applications or tickets (with all solicitation forms) that are signed, dated, and received by Lincoln's home office in-good-order on or before **April 30, 2023** will not be subject to the illustration guideline changes. Any IUL application/ticket received after **April 30, 2023** will be subject to the new AG49-A illustration guideline changes.

Affected Products

In accordance with AG49-A updates, Lincoln will be adjusting the maximum illustrated rates for all currently sold Indexed UL products effective **May 1, 2023**. The following chart shows the new maximum illustrated rate under the AG49-A updates.

	Updated AG49-A Maximum Illustration Rate
<i>Lincoln WealthPreserve</i>[®] 2 IUL 2020 – 02/13/23	
Fidelity AIM [®] Dividend Index Account – Fixed Bonus	4.58%
Fidelity AIM [®] Dividend Index Account – High Par	5.88%
S&P 500 [®] Traditional Account	6.27%
S&P 500 [®] Fixed Bonus Account	5.83%
S&P 500 [®] Performance Trigger Account	5.50%
<i>Lincoln WealthPreserve</i>[®] 2 Survivorship IUL 2022 – 02/13/23	
Fidelity AIM [®] Dividend Index Account – Fixed Bonus	4.58%
Fidelity AIM [®] Dividend Index Account – High Par	5.88%
S&P 500 [®] Multiplier Account	5.62%
S&P 500 [®] Traditional Account	6.27%
S&P 500 [®] Fixed Bonus Account	5.83%
S&P 500 [®] Performance Trigger Account	5.50%
<i>Lincoln WealthAccelerate</i>[®] IUL	
Fidelity AIM [®] Dividend Index Account – Fixed Bonus	4.58%
S&P 500 [®] Traditional Account	6.27%

Lincoln WealthAccumulate[®] 2 IUL (2020) – 05/10/21 maximum illustrated rates will not be updated as the product is being withdrawn from the market as of April 30, 2023 due to the launch of *Lincoln WealthAccumulate*[®] 2 IUL (2020) - 04/17/23.

Illustrations

For the following products, *Lincoln DesignIt*SM will automatically update the maximum illustrated rates based on the illustration run date. Illustrations run prior to 5/1/23 will display the current maximum illustrated rates, while illustrations run on 5/1/23 or after will reflect the new maximum illustrated rates based on the AG49-A updates.

- *Lincoln WealthPreserve*[®] 2 IUL (2020) – 2/13/23
- *Lincoln WealthPreserve*[®] 2 SIUL (2022) – 2/13/23
- *Lincoln WealthAccelerate*[®] IUL

Lincoln WealthAccumulate[®] 2 IUL (2020) 04/17/23 which is launching on April 17, 2023 will **only** reflect maximum illustrated rates that comply with the AG49-A updates.

Lincoln WealthAccumulate[®] 2 (IUL (2020) 05/10/21 (currently sold product) will **only** reflect maximum rates that comply with current AG49-A limits. Applications for this product must meet the transition guidelines. There will be no exceptions to allow applications after April 30, 2023.

FAQ

For additional information on AG49-A,
[click here to view comprehensive
 Frequently Asked Questions.](#)

Interview Enhancements: Link Reactivation and Chatbot

Effective March 27, 2023, Lincoln is pleased to offer two new enhancements to the online interview (eInterview) process: **link reactivation** and **chatbot**. These enhancements leverage **automation** and offer **self-service** opportunities for the client driving efficiencies and improving the pending case experience.

Link Reactivation

This enhancement will digitize the process allowing the client to reactivate the link at any time to continue their interview and complete the application - The link can be reinstated in real-time at any time, day, or night 24/7 access!

- Currently, the eInterview link will expire after 10 days and the client must contact their Financial Professional who will reach out to a New Business Case Manager to reactivate the link.
- Availability: Any eInterview email link that is due to expire on or after March 23 (for Term, IUL, VUL) the client will have the ability to regain access on their own. Lincoln *MoneyGuard*® will be available at a later date.

Chatbot

Within the Lincoln Life and *MoneyGuard*® eInterview platform a new chatbot feature will be available for clients to access during their interview. Chatbot will be preloaded with approximately 70 of the most popular questions and answers that are commonly asked by clients using the existing chat feature.

- Chatbot will offer 24/7 chat coverage for the most commonly asked questions.
- If the client wants a live representative during business hours the bot will transfer them to a person.
- The chat icon will continue to be available on every screen of the eInterview experience, in the top right-hand corner.
- Availability: Life insurance (Term, IUL, VUL) ticket and *MoneyGuard*® application submissions with eInterview.



Refer to the [Link Reactivation and Chatbot flier](#) or contact your dedicated Lincoln Underwriting & New Business team with any additional questions.

Online Personal History Interview (ePHI) Underwriting Follow-up

Effective March 27, 2023, Lincoln is pleased to deliver the next step in creating a complete end-to-end digital experience for your clients with **ePHI Underwriting Follow-up**.

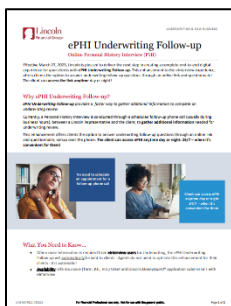
How it works

Currently, a PHI is conducted through a scheduled follow-up phone call (usually during business hours), between a Lincoln Representative and the client, to gather additional information needed for underwriting review. This enhancement to the interview experience, offers clients the option to answer underwriting follow-up questions through an online link and questionnaire, versus over the phone. The client can access the link anytime day or night: 24/7 – when it’s convenient for them!

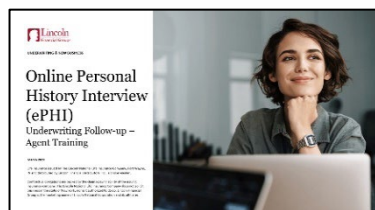
What you need to know

- When more information is required from **eInterview users** for Underwriting, the ePHI Underwriting Follow-up will automatically be sent to clients - Agents do not need to opt into this enhancement for their clients - it is automatic!
- The underwriter will assign what questionnaire(s) are required to be completed by the client
- Due to privacy regulations, the ePHI must be completed during one session (any information entered will not save if the client exits the form prior to submission)
- The ePHI link is active for 10 days
- **Availability:** Life insurance (Term, IUL, VUL) ticket and Lincoln *MoneyGuard*® application submissions with interview

Additional Resources



[ePHI Underwriting Follow-up flier](#)



[Online Personal History Interview \(ePHI\) Underwriting Follow-up Agent Training presentation](#)
[Brainshark](#)

Please contact your dedicated Lincoln Underwriting & New Business team with any additional questions.

Now Available: Backdating for *Lincoln WealthAccelerate*® IUL

Effective March 27, 2023, Lincoln will now offer backdating* for the *Lincoln WealthAccelerate*® IUL product. However, the “backdating to save age” feature on iPipeline will not be available until late May. A backdated illustration is required prior to issue for the *Lincoln WealthAccelerate*® IUL product. The policy date determines with what age the client’s policy will be issued. The insured's insurance age is based on their nearest birthday, and the client has the option to backdate their policy up to 6 months from eTicket received date, to save age.

A revised illustration reflecting the correct age and backdating is required on permanent products at issue and for placement. At placement, the policy date and the effective date of the money will be the current date we (Lincoln New Business) confirmed all requirements (including premium) are in good order, unless the insured’s age changes.

*Reminder backdating to save age to meet product, rider, or other policy provision eligibility is not allowed unless the case already falls within the backdate guidelines.

New Transition Period for In-Force and Claim Forms

Individual Life & Annuity product lines are standardizing the transition period for accepting outdated Forms on In-Force Transactions and Claims. To ensure compliance with state regulations, outdated forms will only be accepted 90 days from the production release date. Unless otherwise noted, Forms submitted outside the 90-day window will be Not In Good Order (NIGO) for completion of the current version.

The transition period for new business forms has not changed. To help eliminate NIGO situations, please ensure that the most current version of the form is pulled from Lincoln's websites or forms tool before it is completed and submitted to Lincoln.

Now Available – Lincoln WealthAccelerate® IUL

Reprinted from the Jan. 23, 2023, Lincoln Life Leader

Effective Jan. 23, 2023, subject to state and firm availability, Lincoln Financial Group is pleased to introduce *Lincoln WealthAccelerate®* IUL to our life insurance portfolio.

Lincoln WealthAccelerate® IUL is an indexed universal life product with an emphasis on the digital and automated experience, from application to policy management, and a focus on meeting consumer expectations in today's modern world of instant decisions, exceptional experience, and simplicity.

For middle-income clients who want to accelerate their financial planning with a policy that addresses multiple needs; a foundation of protection, market-based returns, access to assets, and options to prepare for long-term care expenses.

Product Highlights

Securing the Protection You Need Can be Quick and Easy

Lincoln WealthAccelerate® IUL provides a streamlined product design and underwriting categories:

- Issue ages: 20 – 55
- Face amounts: \$100k - \$1.5M
- Death Benefit options: (1) Level or (2) Increasing by Cash Value
- Underwriting Classes: Preferred NT, Standard NT (including up to table 3 risk) and Standard Tobacco (including up to table 3 risk).
- Two indexed account options and Critical and Chronic Care riders for additional protection for future needs.

Obtained through a streamlined underwriting experience that can allow you to go from application to decision quickly:

- Easy and paperless online process
- Lab-free consideration for healthy clients
- Instant communication of underwriting approval for lab-free cases
- Before applying, make sure applicant meets these [Pre-Qualifications](#)

Focus on Growth Opportunities and Options

Choice of two indexed account options linked to the Fidelity AIM® Dividend Index# or the S&P 500® Index* (excluding dividends) 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 both account options with the ability to make allocation changes in the future.

	Indexed Account	Guaranteed Minimum Interest Rate (floor)	Current Participation Rate	Current Index Growth Cap	Current Interest Bonuses	Additional Cost
Fidelity AIM® Dividend Index	Fixed Bonus ¹	0% guaranteed minimum	140% [†] 25% guaranteed minimum	N/A	1.00% [†] 0.25% guaranteed minimum fixed bonus ³	None
S&P 500® Index	Traditional ²	0.25% guaranteed minimum	100% [†] guaranteed minimum	9.50% [†] 2.00% guaranteed minimum	N/A	None

† Non-Guaranteed Elements (NGE)

1 1 Year Point-to-Point Fidelity AIM® Dividend Indexed Account - Fixed Bonus

2 1 Year Point-to-Point S&P 500® Traditional Indexed Account

3 Account Value Enhancement (AVE)

- 9-year surrender charge period
- Tax free income 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

New! Protection for the Future in the Event of Illness

Your death benefit can become a living benefit when you need it most. Gain access to the Lincoln Critical Illness Rider or *Lincoln LifeAssure*® Accelerated Benefits Rider II if you become critically ill or have a chronic or terminal illness.

Lincoln Critical Illness Rider

This is an optional rider that can be added for no up-front cost¹. When exercised, this rider will pay a portion of the death benefit as a lump-sum benefit payment upon occurrence of a qualifying catastrophic health condition, as listed below, and Lincoln received documentation from the appropriate type of Physician.

Covered events:

- Heart attack
- Major organ failure/transplant
- End state renal failure
- Coronary artery bypass grafting
- ALS
- Stroke
- Cancer (invasive only)
- Permanent paralysis

Lincoln LifeAssure® Accelerated Benefits Rider II

This is an optional rider that can be added for no up-front cost¹. When exercised, it may accelerate up to 100% of the eligible benefit (up to the lifetime maximum) when Lincoln receives written certification from the appropriate type of Physician that the insured is chronically ill and/or terminally ill. Benefit payments can be used for any Insured's needs including, but not limited to the services below:

Care at home and in your community	Facility care	Additional care and services
Home health care	Assisted living facility	Alternative care
Adult day care	Nursing home care	Hospice
Transitional care		Care planning
Respite care		Caregiver training
		Non-continual services
		Bed reservation

¹ There is no up-front charge; an administrative fee is applied at time of acceleration

Product Availability

New business applications will be accepted on Jan. 23, 2023, in approved states. [Click here](#) to view the IUL State Availability Grid.

Product will be made available on *iPipeline*® and LFD.com. As a reminder, when new life insurance products become available, *iPipeline*® users must add any new products to their account within iGO and iService. If you have specific questions or need instructions, you can access additional information from the *iPipeline*® [Customer Portal](#).

New Compbuilders will need to be completed in order to sell *Lincoln WealthAccelerate*® IUL. The new Compbuilders will be located on the Forms Tool on LFG.com. Please call our CARE Center at 800-238-6252, Option 1, Option 1, Option 2 if you need assistance.

Illustration Capabilities

Lincoln DesignIt™ (v59.0E) and WinFlex illustration systems have been updated with illustration capability effective Jan. 23, 2023. If you have an active internet connection, the software will automatically update to include these updates on Jan. 23, 2023.

Rider Availability

The following riders will be available, subject to state availability, on *Lincoln WealthAccelerate*® IUL:

- Critical Illness Rider
- *Lincoln LifeAssure*® Accelerated Benefits Rider II
- Overloan Protection Rider

Reference Materials

Reference Materials have been created for *Lincoln WealthAccelerate*® IUL. They will be made available on the various Lincoln producer websites. For additional information visit www.lfg.com/WealthAccelerate.

Technical Training Guide

- [Lincoln WealthAccelerate® IUL Product Reference Guide](#)
- [Lincoln WealthAccelerate® IUL vs. Lincoln WealthAccumulate® 2 IUL \(2020\)](#)
- [Rider Reference Guide](#)

Specimen Contracts

- [Lincoln WealthAccelerate® IUL](#)

State Approvals

Last Update 2/27/2023

[View State Availability Grids](#)

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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.

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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