

## Product Overview

- Lincoln Financial *MoneyGuard*
- Nationwide *CareMatters*
- One America *Asset Care*
- Securian *SecureCare*

The Hybrid/Linked products available today vary with respect to issue ages, benefit periods, inflation options, etc. and this section will address the product from the various carriers.

August 2020

LONG-TERM CARE PLANNING

# Strengthen and Solidify Your Clients' Financial Futures

Embrace the Power of Lincoln's  
Hybrid Long-Term Care Solution

**Lincoln MoneyGuard® III**  
Financial Professional Guide

Insurance products issued by:  
**The Lincoln National Life Insurance Company**

**Lincoln MoneyGuard® III is a universal life policy  
with a qualified long-term care rider.**

Not a deposit	Not FDIC-insured	May go down in value
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Not insured by any federal government agency
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Not guaranteed by any bank or savings association
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**For use with financial professionals only. Not for use with the general public.**

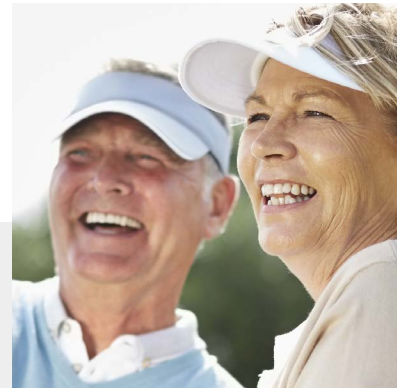
# Plan today so they can play tomorrow

Retirement is likely one of the most important financial goals your clients will accomplish, which is why it's essential to help protect their plans with a long-term care funding solution. Developing a proactive plan can make all the difference to your clients and their loved ones.



## A proactive long-term care strategy seeks to help:

- ✓ Deliver care coverage and legacy protection
- ✓ Prevent your clients' loved ones from reactively guessing at care preferences or needing to become their caregiver
- ✓ Safeguard retirement dollars from the rising costs of care



# Provide your clients with smart, efficient financial protection

At Lincoln, we believe that hybrid funding solutions may be the best way to protect your clients and their loved ones from long-term care expenses. Here's why:

- If they need care, they'll have a tax-efficient, dedicated funding source, designed to meet their needs.<sup>1</sup>
- However, should they not need care, they're able to give their family a legacy through a death benefit.<sup>2</sup>
- And, if they change their mind, they're able to get money back.<sup>3</sup>



Access LTC benefits<sup>4</sup>



Provide a legacy



Get money back<sup>5</sup>

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<sup>1</sup> LTC reimbursements are generally income tax-free under IRC Section 104(a)(3). Funding reimbursements, subject to the monthly/annual maximum amount.

<sup>2</sup> Beneficiaries may receive an income tax-free death benefit under IRC Section 101(a)(1).

<sup>3</sup> The return of premium is provided through the Value Protection Endorsement available at issue on all policies. The amount returned will be reduced by any loans, withdrawals and benefits paid. The Value Protection Endorsement contains complete terms and conditions.

<sup>4</sup> For policyholders to access their long-term care benefits, a licensed health care practitioner must certify that they are chronically ill and unable to perform at least 2 activities of daily living (bathing, continence, dressing, eating, toileting, transferring) for at least 90 days.

<sup>5</sup> Two options are available; a 70% return of premium, or a 100% return of premium, subject to an 11-year vesting period. The 70% option provides higher reimbursement amounts. The return of premium option must be chosen at purchase and cannot be changed once selected.

# The power of MoneyGuard® III

Provide your clients with a simple, powerful, holistic solution designed to meet their evolving needs.

MoneyGuard III<sup>1</sup> offers income tax-free long-term care benefits,<sup>2</sup> legacy protection and flexibility. Your clients can rest assured knowing that they're prepared no matter what life should bring.



#### Flexible funding options:

Lock in guaranteed rates through one single, upfront payment or pay over time (monthly, quarterly, semiannual, or annual payment options are available)



#### Inflation protection:<sup>3</sup>

An investment can be adjusted to grow over time. 3% or 5% compound growth options are available on the first day of claim.



#### Streamlined underwriting:

No medical exams or lab test required. Your clients may be approved by answering just a few questions.



#### Benefits sooner:

No elimination period for *any* type of care, which allows your clients to access benefits quickly, once qualified.



#### On the go:<sup>4</sup>

Your clients may still receive benefits if they move abroad.



#### Couples discount:<sup>5</sup>

Your clients may each get a discount just for being together.

<sup>1</sup> Lincoln MoneyGuard® III is a universal life insurance policy with a long-term care rider.

<sup>2</sup> Long-term care reimbursements are generally income tax-free under IRC Section 104(a)(3).

<sup>3</sup> Available for an additional cost. Purchased at issue. Long-term care benefits inflate on each policy anniversary.

<sup>4</sup> International benefits only apply to care received in a nursing home or assisted living facility.

<sup>5</sup> Legally married (traditional or same sex), or has a partnership, or is in a common-law marriage as recognized in the state where the policy is delivered.

# Tailored to your clients' lifestyles



*MoneyGuard*® III's flexibility empowers your clients to maintain their lifestyles.<sup>1</sup>

**In-home care:**

Should your clients prefer to have assistance in their home

**Assisted living:<sup>\*</sup>**

If your clients choose to downsize or prefer a social atmosphere

**Alternative care services:<sup>2</sup>**

For when clients only need informal care or if care options evolve

**Transitional care:**

Lets your clients access funds to help smoothly transition from informal to formal care

**Caregiver training and care planning services:**

More options to customize their plans

**Nursing home:**

If your clients need more extensive care

Additional care options included: Non-continual services, respite care, adult day care, hospice, bed reservation

<sup>\*</sup>Note that in California this type of facility is licensed as a residential care facility.

<sup>1</sup>Subject to a licensed health care professional's plan of care.

<sup>2</sup> Qualified long-term care services that are not covered under any other provision, but are prescribed in the care plan that a licensed health care practitioner and Lincoln mutually agree are appropriate to meet the insured's long-term care needs, could be considered for reimbursement. These services must be provided as an alternative to services otherwise covered.



# How your clients benefit from MoneyGuard® III<sup>1</sup>



## Meet David

**Married, age 60, good health**

David wants to:

- Prepare for retirement and protect his income
- Have one flexible, income tax-free solution
- Receive \$5,000 per month LTC care benefit for a minimum of 6 years of coverage.<sup>2</sup>

### Return of premium Option 1 – Basic: More long-term care leverage

Premium	Long-Term Care benefit <sup>3</sup>			Death benefit <sup>4</sup>	70% return of premium <sup>5</sup>
	Monthly LTC benefit	Annual LTC benefit (for six years)	Total LTC benefit		
<b>Single-pay</b> \$94,015	\$5,000	\$60,000	\$360,000	\$130,000	\$65,811
<b>10-pay</b> (\$11,370 annually for 10 years)	\$5,000	\$60,000	\$360,000	\$130,000	\$79,590

### Return of premium Option 2 – Vested: More liquidity

Premium	Long-Term Care benefit <sup>3</sup>			Death benefit	100% return of premium <sup>5</sup> (Available after year 10 subject to the vesting schedule below)
	Monthly LTC benefit	Annual LTC benefit (for six years)	Total LTC benefit		
<b>Single-pay</b> \$112,818	\$5,000	\$60,000	\$360,000	\$130,000	\$112,818
<b>10-pay</b> (\$13,644 annually for 10 years)	\$5,000	\$60,000	\$360,000	\$130,000	\$136,440

### Option 2 vesting schedule

year 1 – 70%	year 2 – 73%	year 3 – 76%	year 4 – 79%	year 5 – 82%	year 6 – 85%
year 7 – 88%	year 8 – 91%	year 9 – 94%	year 10 – 97%	year 11+ – 100%	

This example is for hypothetical purposes only. Benefits will vary by age, gender and marital status. Assumes no inflation protection was purchased.

<sup>1</sup> Lincoln MoneyGuard® III is a universal life policy with an optional long-term care insurance rider. It helps reimburse for qualified long-term care costs if you become chronically ill and meet specific requirements.

<sup>2</sup> Hypothetical example has a 6-year Long-Term Care Benefits Rider.

<sup>3</sup> Long-term care reimbursements are generally income tax-free under IRC Section 104(a)(3).

<sup>4</sup> Beneficiaries can receive an income tax-free death benefit under IRC Section 101(a)(1). Estate and local taxes may apply. The death benefit would be reduced by any loans, withdrawals and benefits paid.

<sup>5</sup> Once chosen, the return of premium option cannot be changed.



## Meet Susan

**Married, age 60, good health**

Susan wants to:

- Prepare for retirement and protect her income
- Have one flexible, income tax-free solution
- Receive \$5,000 per month LTC care benefit for a minimum of 6 years of coverage.<sup>1,2</sup>

### Return of premium Option 1 – Basic: More long-term care leverage

Premium	Long-Term Care benefit <sup>3</sup>			Death benefit <sup>4</sup>	70% return of premium <sup>5</sup>
	Monthly LTC benefit	Annual LTC benefit (for six years)	Total LTC benefit		
<b>Single-pay</b> \$98,700	\$5,000	\$60,000	\$360,000	\$130,000	\$69,090
<b>10-pay</b> (\$11,937 annually for 10 years)	\$5,000	\$60,000	\$360,000	\$130,000	\$83,559

### Return of premium Option 2 – Vested: More liquidity

Premium	Long-Term Care benefit <sup>3</sup>			Death benefit	100% return of premium <sup>5</sup> (Available after year 10 subject to the vesting schedule below)
	Monthly LTC benefit	Annual LTC benefit (for six years)	Total LTC benefit		
<b>Single-pay</b> \$118,439	\$5,000	\$60,000	\$360,000	\$130,000	\$118,439
<b>10-pay</b> (\$14,324 annually for 10 years)	\$5,000	\$60,000	\$360,000	\$130,000	\$143,240

#### Option 2 vesting schedule

year 1 – 70%	year 2 – 73%	year 3 – 76%	year 4 – 79%	year 5 – 82%	year 6 – 85%
year 7 – 88%	year 8 – 91%	year 9 – 94%	year 10 – 97%	year 11+ – 100%	

This example is for hypothetical purposes only. Benefits will vary by age, gender and marital status. Assumes no inflation protection was purchased.

<sup>1</sup> Lincoln *MoneyGuard*® III is a universal life policy with an optional long-term care insurance rider. It helps reimburse for qualified long-term care costs if you become chronically ill and meet specific requirements.

<sup>2</sup> Hypothetical example has a 6-year Long-Term Care Benefits Rider.

<sup>3</sup> Long-term care reimbursements are generally income tax-free under IRC Section 104(a)(3).

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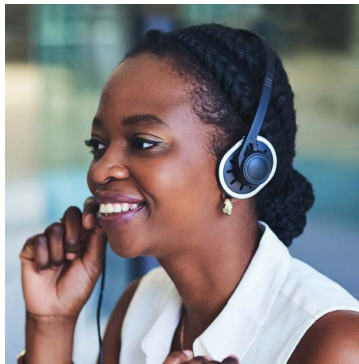
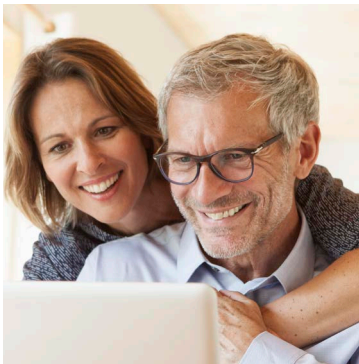
<sup>5</sup> Once chosen, the return of premium option cannot be changed.



# The right resources at their fingertips

Help your clients start building a customized plan today. Lincoln provides complementary Concierge Care Coordination at the time of purchase, which enables your clients to:

- ✓ Get started by completing a personal needs assessment.
- ✓ Identify where they want to live and what services are available in any city or state.
- ✓ Create a personal circle of care to keep your family connected and aware of care preferences.



If your clients do need care, Lincoln is committed to providing them with dedicated support. Our care specialists stand ready to help them:

- ✓ File a claim through our simple, straightforward process.
- ✓ Provide personalized support as their single point of contact.
- ✓ Access funds quickly and easily.
- ✓ Set up electronic bill pay to easily review, monitor and manage claims benefits.

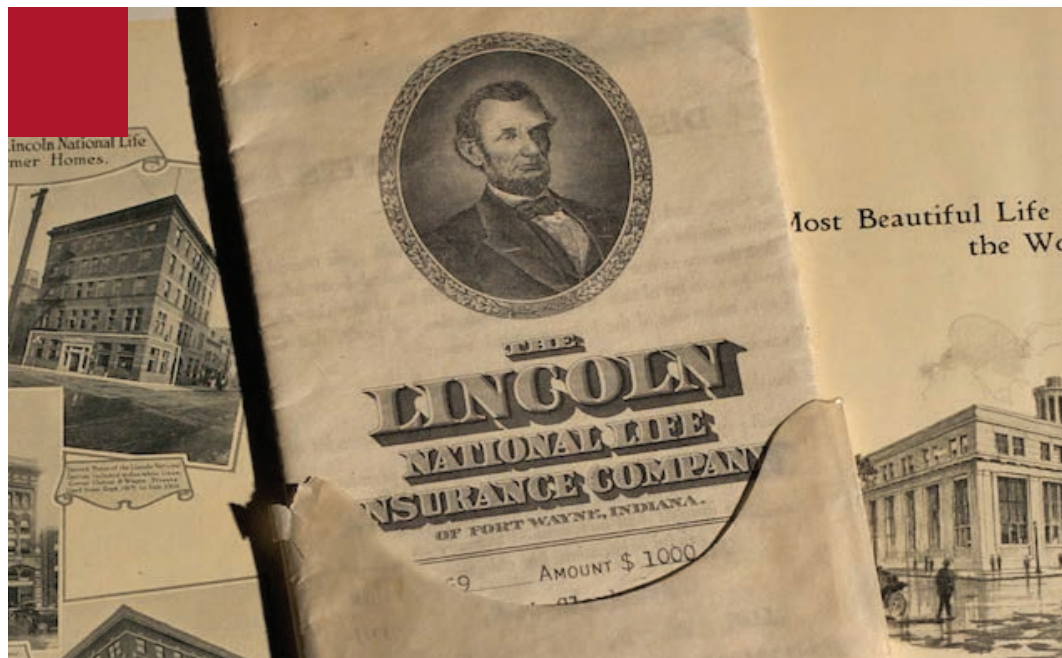
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At Lincoln, we're committed to treating your clients like our family.

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# Backed by a company with more than a century of financial stability

For more than 110 years, we've remained committed to helping Americans plan for retirement, plan for the unexpected and protect their wealth from taxes, long-term care costs, longevity, inflation and market risk.



With over 30 years of leadership in developing hybrid long-term care solutions, Lincoln remains steadfastly committed to equipping our customers with the strategies they need to accomplish their goals.

# Key product details

## Features and benefits

Issue ages and classes	Ages 30–70 (age last birthday), male/female, couples discount, standard – Couples discount applies to individuals who are legally married (traditional or same sex) or have a partner in a civil union or domestic partnership or are in a common-law marriage as recognized in the state where the policy is issued.																													
Premiums	May be paid as a single premium or as flexible premiums. Flexible premiums available to be paid up to the greater of 10 years or age 70; could be lower for higher issue ages. – Premium Modes: annual, semiannual, quarterly, monthly (requires EFT)																													
Amount of coverage	Minimum specified amount of death benefit: \$50,000 Maximum specified amount of death benefit: \$500,000																													
Inflation options	Help protect your wealth with optional compound inflation protection that will increase your long-term care benefits. Choose a compound increase of 3% or 5% for an additional cost. Long-term care benefits will continue to grow while on claim and receiving benefits.																													
No-lapse guarantee	This feature guarantees that your policy will not lapse if the minimum monthly no-lapse premium is paid. The no-lapse guarantee is provided through the Value Protection Endorsement.																													
Return of premium options	If your situation changes, you are eligible for return of premium. This benefit begins from the time of first premium payment. Return of premium options are selected at the time of purchase and cannot be changed.																													
Terminal illness rider	Option 1 – Basic		Option 2 – Vested																											
	Choose to maximize your long-term care benefits • A return of 70% of paid premiums		Choose to maximize your return of premium • A return of 100% of paid premiums is available after year 10. Please see vesting schedule below.																											
	<table><tr><th colspan="4">Vesting Schedule</th></tr><tr><td>Year 1</td><td>70%</td><td>Year 7</td><td>88%</td></tr><tr><td>Year 2</td><td>73%</td><td>Year 8</td><td>91%</td></tr><tr><td>Year 3</td><td>76%</td><td>Year 9</td><td>94%</td></tr><tr><td>Year 4</td><td>79%</td><td>Year 10</td><td>97%</td></tr><tr><td>Year 5</td><td>82%</td><td>Year 11+</td><td>100%</td></tr><tr><td>Year 6</td><td>85%</td><td></td><td></td></tr></table>			Vesting Schedule				Year 1	70%	Year 7	88%	Year 2	73%	Year 8	91%	Year 3	76%	Year 9	94%	Year 4	79%	Year 10	97%	Year 5	82%	Year 11+	100%	Year 6	85%	
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Elimination period	Once eligible, there is no deductible or waiting period for long-term care benefits to begin.																													
International benefits	Your policy can be used for qualified long-term care expenses if needed while you're abroad. This only applies to care received in a nursing home or assisted living facility and can be used for 36 months' worth of claims.																													

## Benefit eligibility

If a licensed health care practitioner certifies that you are chronically ill and unable to perform at least two activities of daily living (bathing, continence, dressing, eating, toileting, and transferring) for at least 90 days, you'll be reimbursed for qualified long-term care expenses — up to the monthly maximum benefit specified in your policy — under a care plan your licensed health care practitioner prescribes.

You are also considered chronically ill if you were certified by a licensed health care practitioner as requiring substantial supervision to protect you from threats to health and safety caused by severe cognitive impairment.

## Important facts about your policy

<b>Pre-existing conditions</b>	We will not deny benefits for pre-existing conditions. This does not preclude us from exercising other remedies available at law, in equity or in contract because of misrepresentations. A pre-existing condition is a condition of the insured for which medical advice or treatment was discussed with, recommended by, or received from, any provider of health, psychological or other care services within 6 months preceding the issue date.
<b>Policy loans and withdrawals</b>	Long-term care benefits and death benefit will be reduced if any withdrawals or loans are taken. Taking loans or withdrawals may jeopardize your policy's performance and guarantees.
<b>Interest credits and tax-deferred growth</b>	Your policy cash value will increase each month due to a 2% credited interest rate and will decrease due to policy charges.

## Tax information

All references to tax benefits are based on the Lincoln understanding of current tax laws and regulations. Consult your tax advisor for additional information.

<b>Income tax-free long-term care benefit</b>	Benefits are generally paid income tax-free under Internal Revenue Code Section 104(a)(3). Choose between a minimum 3–7 years of long-term care benefits based on the duration of the Long-Term Care Benefits Rider (LTCBR) option that you choose. Long-term care coverage will continue as long as you remain eligible or until your entire long-term care benefit is exhausted.
<b>Income tax-free death benefit</b>	If you never need long-term care and all planned premiums are paid to keep your policy in-force, a death benefit is paid to your beneficiaries, income tax-free under Internal Revenue Code Section 101(a)(1). If your entire specified death benefit amount has been used to pay for long-term care, your beneficiaries receive a residual death benefit.



## Make a hybrid long-term care solution part of your client's comprehensive financial plan.

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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POD 8/20 Z05

Order code: MG-ADV-BRC001



### Important disclosures:

Lincoln Financial Group® affiliates, their distributors, and their respective employees, representatives and/or insurance agents do not provide tax, accounting or legal advice. Please consult an independent financial professional as to any tax, accounting or legal statements made herein.

Lincoln *MoneyGuard*® III is a universal life insurance policy with a Long-Term Care Benefits Rider (LTCBR) that accelerates the specified amount of death benefit to pay for covered long-term care expenses and continues long-term care benefit payments after the entire specified amount of death benefit has been paid. The return of premium options are offered through the Value Protection Endorsement (VPE) available at issue; Base option (1) and Graded option (2) are included in the policy cost. Any additional surrender benefit provided will be adjusted by any loans/loan interest/loan repayments, withdrawals taken, and claim payments made. The cost of riders will be deducted monthly from the policy cash value. The insurance policy and riders have limitations, exclusions and reductions. Renewability, Termination and Cancelability: The LTCBR is noncancelable. This means you have the right, subject to the terms of your policy and rider(s), to continue these riders as long as your policy stays in force. The Lincoln National Life Insurance Company cannot change any of the terms of your policy and rider(s) on its own and cannot increase the monthly rider charges or monthly inflation charges. If your policy enters a grace period, we will allow 61 days to pay a premium sufficient to prevent your policy from lapsing. Long-term care benefit riders may not cover all costs associated with long-term care costs incurred by the insured during the coverage period. All contract provisions, including limitations and exclusions, should be carefully reviewed by the owner. For costs and complete coverage details, contact your agent or producer.

**Issued by The Lincoln National Life Insurance Company, Fort Wayne, IN, on Policy Form ICC19MG890/19-MG890 with the following riders: Value Protection Endorsement (VPE) on form ICC19END-10534/END-10534; Terminal Illness Acceleration of Death Benefit Rider (TIR) on form ICC19TIR-891/TIR-891; Long-Term Care Benefits Rider (LTCBR) on form ICC19LTCBR-890/LTCBR-890.**

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