

The Lincoln Leader

March 16, 2020 – Vol. 18 Issue 6

Pricing Update: Lincoln MoneyGuard® III

As a leader in the hybrid long-term care marketplace, Lincoln has a long-standing commitment to helping you protect the wealth of your clients against long-term care expenses with innovative solutions appropriately priced for market conditions.

Therefore, following a thorough and in-depth analysis of all factors influencing pricing, including those related to the persistent low interest rates, we will be making pricing adjustments. **Effective March 16, 2020**, Lincoln Financial Group will implement pricing updates to the Lincoln MoneyGuard® III product with the launch of **Lincoln MoneyGuard® III (2020)**.

This is a change to rates only. There are no changes to the product structure, contract language, forms, compensation or types of benefits provided.

Pricing Updates

Pricing adjustments will result in a price increase between 0-8%.

- Single pays will see an increase of 8%
- Flexible premium payments will see an increase that trends down as the duration of payments is extended:
 - 5-pays increase 6.5%
 - 10-pays increase 4.5%
 - 15-pays increase 3.0%
 - 20-pays increase 1.5%
 - 25-pays increase 0.5%

Transition Guidelines

There is a transition period which begins on **March 16, 2020 and ends on March 27, 2020**. Important items to be aware of regarding the Transition Guidelines are listed below;

- For applications to qualify for the current Lincoln MoneyGuard® III 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, March 27, 2020.
- For pending or issued business, after March 16, 2020, Lincoln will accept requests with a revised projection of values to change to Lincoln MoneyGuard® III (2020) pricing.

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- For placed business, normal internal replacement guidelines apply. Rewrites will not be accepted.
- 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 the premium rates in effect on the date when the financial professional 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 Availability

As of March 16, 2020, *Lincoln DesignIt*SM (v48.0 C) and WinFlex will be updated to reflect the new rates. During the transition period both current and new rates can be run.

If you have an active internet connection, the software will automatically update to include the new rates on March 16, 2020. If you need to download the *Lincoln DesignIt*SM illustration system, it will be available on the Lincoln producer websites or from Field Office Technicians.

Available Riders

The following riders/endorsements are included with the Lincoln *MoneyGuard*[®] III (2020) * (19-MG890, ICC19-MG890) life insurance policy;

- 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)

* Lincoln *MoneyGuard*[®] III (2020) will be reflected as Lincoln *MoneyGuard*[®] III 031620 where required.

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

Pricing Update: Lincoln *MoneyGuard*[®] II (2020)

As a leader in the hybrid long-term care marketplace, Lincoln has a long-standing commitment to helping you protect the wealth of your clients against long-term care expenses with innovative solutions appropriately priced for market conditions.

Therefore, following a thorough and in-depth analysis of all factors influencing pricing, including those related to the persistent low interest rates, we will be making pricing adjustments. **Effective March 16, 2020**, Lincoln Financial Group will implement pricing updates to the Lincoln *MoneyGuard*[®] II (2020) product with the launch of **Lincoln *MoneyGuard*[®] II (2020) – 03/16/20**.

This is a change to rates only. There are no changes to the product structure, contract language, forms, compensation or types of benefits provided. Additionally, this product is only available in the state of California.

Pricing Updates

Pricing adjustments will result in a price increase between 0-9%.

- Single pays will see an increase of 8-9%
- Flexible premium payments will see an increase that trends down as the duration of payments is extended:
 - 5-pays increase 6.5%
 - 10-pays increase 4.5%
 - 15-pays increase 3.0%
 - 20-pays increase 1.5%
 - 25-pays increase 0.5%

Transition Guidelines

There is a transition period which begins on **March 16, 2020 and ends on March 27, 2020**. Important items to be aware of regarding the Transition Guidelines are listed below;

- For applications to qualify for the current Lincoln *MoneyGuard*® II (2020) 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, March 27, 2020.
- For pending or issued business, after March 16, 2020, Lincoln will accept requests with a revised projection of values to change to Lincoln *MoneyGuard*® II (2020) – 03/16/20 pricing.
- For placed business, normal internal replacement guidelines apply. Rewrites will not be accepted.
- 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 the premium rates in effect on the date when the financial professional 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 Availability

As of March 16, 2020, *Lincoln DesignIt*SM (v48.0 C) and WinFlex will be updated to reflect the new rates. During the transition period both current and new rates can be run.

If you have an active internet connection, the software will automatically update to include the new rates on March 16, 2020. If you need to download the Lincoln *DesignIt*SM illustration system, it will be available on the Lincoln producer websites or from Field Office Technicians.

Available Riders

The following riders are included with the Lincoln *MoneyGuard*® II (2020) – 03/16/20* (LN880) life insurance policy;

- Long-Term Care Acceleration of Benefits Rider: (LR881)
- Long-Term Care Extension of Benefits Rider: (LR882)
- Value Protection Rider: (LR880 Rev)

* Lincoln *MoneyGuard*® II (2020) – 03/16/20 will be reflected as Lincoln *MoneyGuard*® II (2017) 031620 where required.

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

Lincoln Care Coverage® Accelerated Benefits Rider – Now Available in Additional States

On Lincoln AssetEdge® VUL (2019), Lincoln AssetEdge® Exec VUL (2019), Lincoln WealthAccumulate® IUL (2019) and Lincoln WealthPreserve® IUL (2019)

Effective March 16, 2020, Lincoln Care Coverage® Accelerated Benefits Rider (CCABR), a life insurance rider, will be made available on Lincoln AssetEdge® VUL (2019), Lincoln AssetEdge® Exec VUL (2019), Lincoln WealthAccumulate® IUL (2019) and Lincoln WealthPreserve® IUL (2019) in the following states: **Arizona, Connecticut, Delaware, District of Columbia, Florida, Indiana, New Jersey, North Dakota, and South Dakota.**

Available at policy issue when attached to a life insurance policy, this rider is designed for clients who have a primary need for death benefit protection but are also concerned about long-term care expenses of covered services for temporary and permanent chronic illness.

Each state's specific rider offers all the features and benefits of the current version. Additional COI and Per 1000 charge apply. Rates vary by issue age, gender, risk class and duration. Please review each state offering carefully as slight variations, although generally non-material, do exist.

Application, Supplement and Disclosure

CCABR requires the following forms be submitted for application which may be state specific:

- Lincoln Care Coverage® Accelerated Benefits Rider Supplement
- Notice to Applicant Regarding Replacement of Accident and Sickness or Long-Term Care Insurance (*if applicable*)

Copies of the following must be provided to the applicant, and may be state specific:

- Potential Rate Increase Disclosure for Accelerated Death Benefit for Long-Term Care Services Rider
- Lincoln Financial Group Privacy Notice for Protected Health Information
- Outline of Coverage for Accelerated Death Benefit for Long-Term Care Services Rider
- Lincoln Care Coverage® ABR Summary within the sales illustration/projection

Rider Availability and Transition

New business applications for CCABR in these states will be accepted on **March 16, 2020**. With the availability of CCABR, the Lincoln LifeEnhance® Accelerated Benefits Rider (LEABR) will be subject to a 60-day transition period ending **May 15, 2020**.

- Formal applications for Lincoln LifeEnhance® ABR 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 pending business or policies already issued that have not been paid (no money applied), Lincoln will accept a written request and revised illustration to add the CCABR. **Please note: Adding CCABR after an application has been submitted could result in a processing delay, will require additional supplements and signatures, and may require additional underwriting requirements.**
- For policies already placed, Rewrites and Internal Replacements for the purpose of adding CCABR will not be allowed.

Reference Materials

Rider reference materials for this rider will be available for viewing on the various Lincoln websites. State specific Specimen Contracts will be made available on LFD.com.

Specimen Contracts		
AZ – CCABR (LTC-7059)	CT – CCABR (LTC-7059)	DC – CCABR (LTC-7059)
DE – CCABR (LTC-7059)	FL – CCABR (LTC-7059)	IN – CCABR (LTC-7059)
ND – CCABR (LTC-7059)	NJ – CCABR (LTC-7059)	SD – CCABR (LTC-7059)

Marketing Materials

Marketing materials for this rider will be available for viewing on the various Lincoln websites and for order from the Lincoln Literature Fulfillment Center on March 16, 2020.

Resources	Audience	Order Code
CCABR Client Guide – non-ICC states (CT, DC, DE, FL, IN, ND, NJ, SD)	Client	LIF-CCABR-FLI005
CCABR Client Guide - Arizona	Client	LIF-CCABR-FLI006

For additional information on Riders currently offered on Lincoln’s Core Life Insurance products please review our [Rider Reference Guide](#).

COVID-19 (Coronavirus) Underwriting Update

At Lincoln, we continue to actively monitor the spread of the coronavirus (COVID-19), as well as the Level 3 travel restrictions that have been listed by the Centers for Disease Control and Prevention (CDC), due to the outbreaks occurring in many countries.

While the majority of those infected with the COVID-19 virus will experience mild symptoms and have a full recovery, there is concern for those who are elderly and those individuals who have underlying chronic medical conditions.

Effective immediately, the following guidelines will apply to any Lincoln life insurance application, including Lincoln *MoneyGuard*® solutions, and are subject to change. We will continue to monitor the situation and will provide you with any updates or changes to these guidelines as they occur.

Underwriting Guidelines for Foreign Travel

Effective immediately and until further notice, any applicant who meets the following age and rate class criteria AND confirms foreign travel to any Level 3 country listed on the CDC website [[cdc.gov/coronavirus](https://www.cdc.gov/coronavirus)], the underwriting offer will be **postponed** until the applicant is back in the United States for a **minimum of 30 days**:

Age and Rate Class	Confirmation of Foreign Travel
<ul style="list-style-type: none">• Age 65 and older, all ratings• All ages, rated Standard and above	<ul style="list-style-type: none">• Planned travel to any country listed as Level 3 on the CDC website [cdc.gov/coronavirus]• Using any means of travel transportation

If you have any questions, please contact your dedicated Lincoln Underwriting team for guidance.

Exam and Lab Vendor Update COVID-19 (Coronavirus)

Like Lincoln, our partner vendors continue to actively monitor the impact and spread of the coronavirus (COVID-19). Many of our approved exam and lab vendors have shared detailed information regarding how they are handling the current environment. The safety of our mutual clients and vendor staff is of utmost importance, and therefore, these actions may result in an increase of appointments being rescheduled or cancelled. The actions taken include, but are not limited to, the following:

- Consistency in following the direction of the Centers for Disease Control (CDC) and World Health Organization (WHO), reminding employees to take added precautions with hand washing and staying home when sick
- Extra steps will be taken when scheduling client appointments, including the potential of being asked the following questions:
 - Have you traveled within the last 14 days to designated countries?
 - Have you been in contact with a sick or exposed individual?
 - If the client answers yes to either question, the scheduling of those appointments will be postponed.
- Enhancing employee safety protocol and safety in labs that handle Life Insurance testing

For more detailed information regarding a specific vendor's protocol related to COVID-19, please reach out directly to your account representative at that vendor.

If you do not have an established relationship with the vendor, please contact Lincoln's Vendor Management Team at NBVendorMgt@lfg.com for further assistance.

Stay Compliant: New York Regulation 187 Now in Effect

Pre-sale training requirements prior to solicitation starting February 1, 2020

Reprinted from the February 10, 2020 Lincoln Life Leader

The New York State Department of Financial Services (NY DFS) best interest Regulation 187 went into effect for **Life Insurance February 1, 2020**. As part of this regulation, Lincoln requires that the NY Regulation 187 Best Interest training course and the Lincoln Life Product Training course are completed prior to soliciting New York business.

Failure to complete these two pre-sale training requirements prior to the application packet being signed and dated will result in the need for new/updated paperwork prior to policy issue. To ensure a more streamlined experience for your clients, we highly recommend that you complete these trainings prior to the effective date.

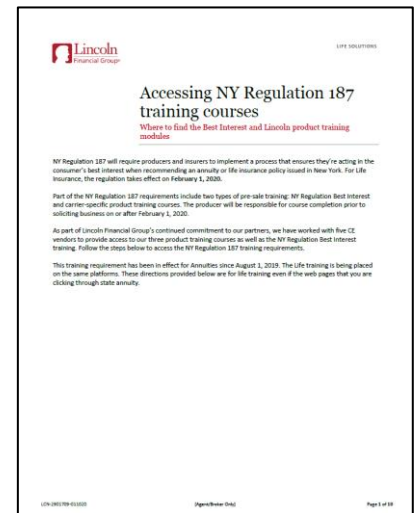
Training Availability

Lincoln has partnered with five vendors to provide access to both the New York Regulation 187 Best Interest training and Lincoln's three product specific training modules. Lincoln's three product specific training modules are titled:

- Lincoln Fixed Individual Life Insurance Nov. 2019
- Lincoln Variable Individual Life Insurance Nov. 2019
- Lincoln MoneyGuard Dec. 2019

This step-by-step guide will provide you links to our five vendors' websites that house the training modules as well as visuals on how to access each individual course. If you have not already registered with one of the vendors, that will be your first step. Be sure to include your **NY license information** while registering in order to access the courses.

[Accessing NY Regulation 187 training courses \[DOWNLOAD\]](#)



Additional Information on New York Regulation 187

For more information about New York Regulation 187, its potential impact on your business operations, and what Lincoln is doing to support you, visit www.LFG.com/Reg187. This landing page contains a general overview of the Regulation and resources like our New York Regulation 187 FAQ and our Suitability form (part of the Best Interest insurer review post application).

www.LFG.com/Reg187

[New York Reg 187 FAQs](#)

State Approvals

Updates since March 02, 2020

Initial Rollout

- **Lincoln MoneyGuard® III (2020)**
- **Lincoln MoneyGuard® II (2020) – 03/16/20**

Lincoln Care Coverage® Accelerated Benefits Rider (CCABR) for use with **Lincoln AssetEdge® VUL (2019)**, **Lincoln AssetEdge® Exec VUL (2019)**, **Lincoln WealthAccumulate® IUL (2019)**, and **Lincoln WealthPreserve® IUL (2019)**

- Arizona
- Connecticut
- Delaware
- District of Columbia
- Florida
- Indiana
- New Jersey
- North Dakota
- South Dakota

[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.

Variable products distributed by Lincoln Financial Distributors, Inc., Members of Lincoln Financial Group.

The Lincoln National Life Insurance Company does not solicit business in the state of New York, nor is it authorized to do so.

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.

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