

INTEREST RATE LOCK PROCEDURES FOR FIXED DEFERRED ANNUITIES (NON-INDEXED)

Issued by The Lincoln National Life Insurance Company
Fort Wayne, Indiana

The Lincoln National Life Insurance Company ("Lincoln/Company") issues fixed deferred annuity contracts following Annuity New Business's receipt of all premium and paperwork in good order. "Good Order" means that all required forms are properly completed and signed, and the agent is properly licensed and appointed. Paperwork not in good order ("NIGO") will result in delays.

Paper applications are not accepted. If a paper application is submitted, it will be rejected and an electronic application will need to be resubmitted and the rate hold guidelines would apply based on the electronic application submit date not the paper application signed date.

Rate Hold Requirements

- To "lock-in" rates before a rate change, the electronic application submit date must be prior to the effective date of the rate change, received in Annuity New Business within **7 calendar days** from the submit date (by 4pm ET on the last day) and funded within the rate hold based on the source of funds. The ACORD transfer form (ACORD951) is not subject to the 7-calendar day received requirement.
- If the contract is issued prior to the rate hold expiration date, the contract will receive the greater of the rate hold interest rate or the current interest rate when the contract is issued. If the contract is issued after the rate hold expiration date, the current interest rate in effect when the contract is issued would apply.
- Cash:** By 4pm ET on the **7th calendar day** from the submit date the premium must be received in Annuity New Business and the paperwork must be in good order to receive the rate hold interest rate.
- 1035 Exchange/Qualified Trustee-to-Trustee transfer:** A **45 calendar day** rate hold applies to Lincoln-initiated 1035 exchanges and qualified trustee-to-trustee transfers beginning on the application submit date. By 4pm ET on the 45th calendar day from the submit date the premium must be received in Annuity New Business and the paperwork must be in good order to receive the rate hold interest rate.

A 45 calendar day rate hold will also apply to qualified employer funds (401(k); 403(b); defined benefit plans etc.) rolling over to an IRA regardless of whether Lincoln or the client initiates the transfer if the funds are endorsed or made payable directly to Lincoln. If the client initiates the transfer and the proceeds are not endorsed or made payable to Lincoln, the case will receive a 7-calendar day rate hold like Cash.

- Non-insurance account transfers to nonqualified annuities:** By 4pm ET on the 7th calendar day from the submit date the premium must be received in Annuity New Business and the paperwork must be in good order to receive the rate hold interest rate. Examples of non-insurance accounts include mutual fund shares, CDs, brokerage accounts, or any other financial institution funds selected in section 2B of the ACORD transfer form (ACORD951).

Important Information

- If you cancel a contract within the free-look period, Lincoln reserves the right to not accept another application for a new fixed rate deferred annuity for a period of six months.
- If licensing and appointment approval is pending, Lincoln will not extend the rate hold dates.
- Requests for future funding:** Indicating a maturity date or specific date for liquidation on the ACORD951 form is considered a request for that future transfer date. The transfer request will be initiated the business day prior to the listed date unless another date was requested. Lincoln is only able to hold a future transfer request for 30 calendar days. If the request is longer than 30 calendar days, Lincoln will require a newly signed ACORD951 form with a date that is within 30 calendar days.
- Wire transfers:** Indicate on the application 'payment via wire' and include the ABA routing number for the originating bank account, the bank name and dollar amount being wired.