



# Plan and protect your financial future

Lincoln *MoneyGuard*® II

Universal life insurance  
with long-term care riders

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

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

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

LCN-4724516-050322

For use with the general public. The purpose of this communication is the solicitation of life insurance. Contact will be made by a licensed insurance agent/producer or insurance company.

LONG-TERM CARE  
PLANNING

Client Guide

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# Plan confidently for the journey ahead

When it comes to where you live, how you spend your free time, and what you do with your money, you want the freedom to be in charge. That’s why it’s important to plan now for your future – and any future care you may need.

Long-term care planning is more than having enough money to pay for care services; it’s about building a comprehensive strategy to better prepare your loved ones for the tough emotional and financial decisions they may need to make on your behalf.

Having a proactive care strategy in place enables you to:

-  **Protect your retirement dollars and legacy.**
-  **Create a tax-efficient funding source for long-term care expenses.**
-  **Prevent your loved ones from making tough decisions without your input.**



Keep in mind that long-term care events happen to a family, not just a person. Take control, protect your legacy and build tax efficiency into your portfolio.

<sup>1</sup> VerstaResearch, "LTC Marketing and Thought Leadership Research, Findings from Surveys of Advisors and Consumers," October 2020. <http://visit.lfg.com/MG-VRST-PPT001>. For a printed copy, call 877-ASK-LINCOLN.

# Plan now for future care

Most of us don't want to talk about it, but the numbers show we should. Here's why planning ahead is an important step to protecting your financial future.

## What is long-term care?

It is ongoing help with daily activities. Most of the care needs do not relate to medical care aid, but rather assistance with the Activities of Daily Living (ADL), such as:

Bathing	Dressing	Continence
Toileting	Transferring	Eating

## What does a long-term care solution do?

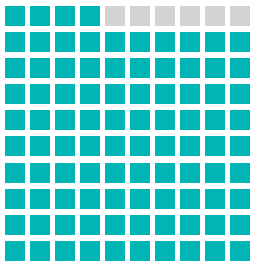
It helps take the financial consequences of an extended health care event off your portfolio and helps transfer risk to an insurance company. It also provides a range of services to support you if you were to experience an extended care event. They help cover your expenses if you can no longer independently perform at least two ADL for at least 90 days, or if you require substantial supervision due to a severe cognitive impairment. Medicare will only pay for your first 100 days in a skilled nursing facility and Medicaid may not account for your choices or preferences.

## Why plan now?

You want to begin saving for long-term care needs when you're healthy and have more time to grow your benefits. Planning is also about preparing your loved ones for the tough emotional and financial decisions they may need to make on your behalf.

## What does planning do?

- ✓ Helps protect my hard-earned savings
- ✓ Gives me more control over decisions affecting me and the freedom to choose my care preferences
- ✓ Provides my loved ones resources and support to manage care
- ✓ Helps me feel more confident about the future
- ✓ Allows my assets to be passed to my loved ones

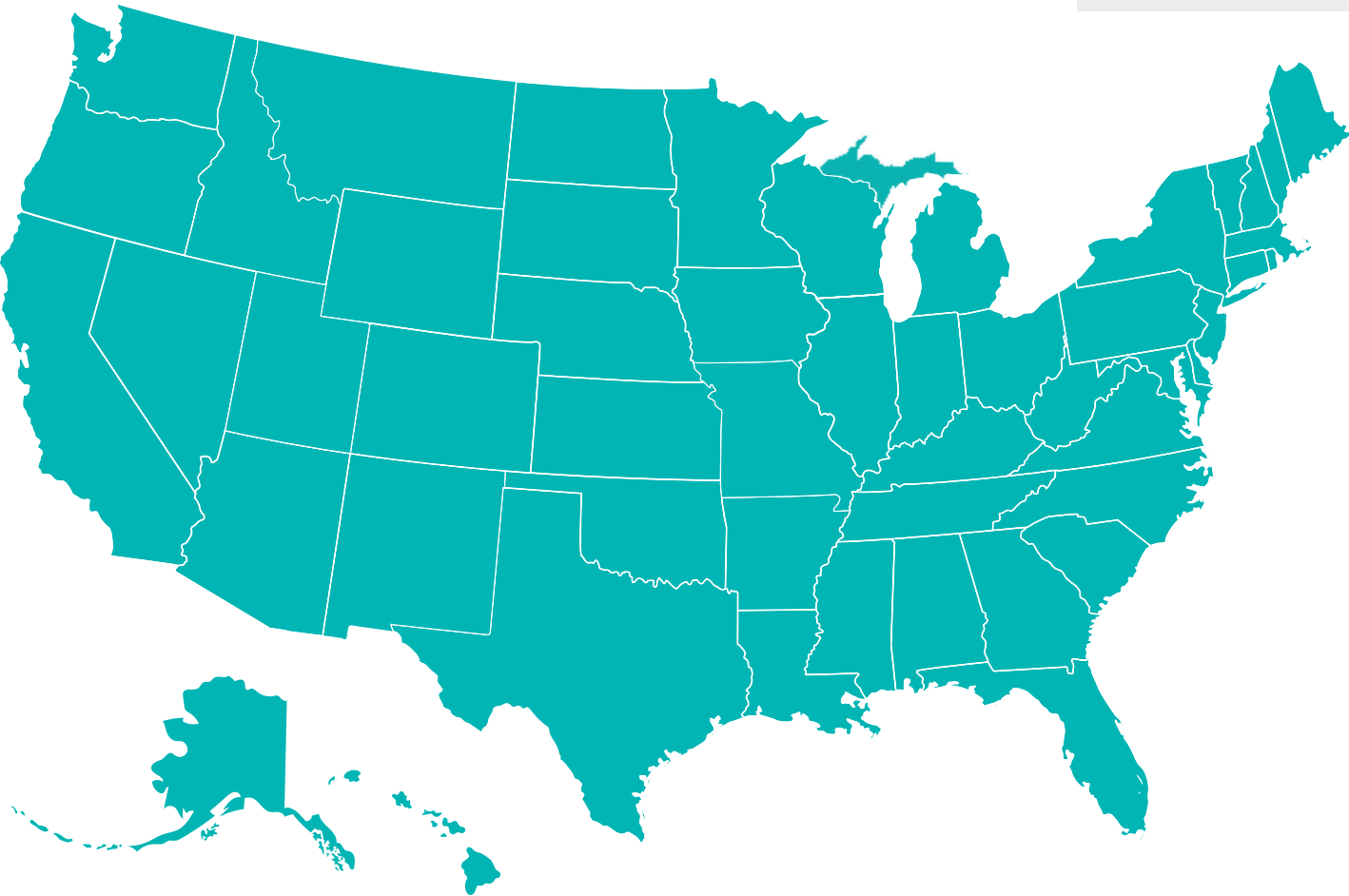


94%  
of Americans believe a long-term care plan would make things easier on adult children.<sup>1</sup>

<sup>1</sup> VerstaResearch, "LTC Marketing and Thought Leadership Research, Findings from Surveys of Advisors and Consumers," October 2020. <http://visit.lfg.com/MG-VRST-PPT001>. For a printed copy, call 877-ASK-LINCOLN.

# Learn about the cost of care

When you need long-term care and do not have a dedicated funding solution, it is estimated your annual portfolio withdrawal rate could jump from **5% to 11%**<sup>1</sup>



## What it costs

California average annual care costs<sup>2</sup>

**\$93,600**

Home health care agency  
(60 hours per week at  
\$30.00 per hour)

**\$69,240**

Assisted living facility<sup>3</sup>  
(one-bedroom)

**\$135,415**

Skilled nursing facility<sup>3</sup>  
(private room)

<sup>1</sup> VerstaResearch, "LTC Marketing and Thought Leadership Research, Findings from Surveys of Advisors and Consumers," October 2020. <http://visit.lfg.com/MG-VRST-PPT001>. For a printed copy, call 877-ASK-LINCOLN. VerstaResearch is an unaffiliated third party.

<sup>2</sup> LTCG, "2021 Lincoln Financial Cost of Care Survey," March 2022, [www.whatcarecosts.com/lincoln](http://www.whatcarecosts.com/lincoln). For a printed copy, call 877-ASK-LINCOLN.




<sup>3</sup> Note that in California this type of facility is licensed as a residential care facility.

# Smart, efficient protection for your financial future

At Lincoln, we believe that hybrid funding solutions may be the best way to protect you and your loved ones from long-term care expenses.



Here’s why:

ACCESS LTC BENEFITS <sup>1</sup>	PROVIDE A LEGACY	GET MONEY BACK <sup>2</sup>
		
If you do need care, you have a tax-efficient, dedicated funding source, designed to meet your needs. <sup>3</sup>	However, should you not need care, you’re able to give your family a legacy through a death benefit. <sup>4</sup>	And, if you change your mind, you’re able to get money back. <sup>5</sup>

<sup>1</sup>For policyholders to access their long-term care benefits, a licensed health care practitioner must certify that they are unable to perform at least two activities of daily living (bathing, continence, dressing, eating, toileting, transferring) for at least 90 days or if you require substantial supervision due to a severe cognitive impairment.

<sup>2</sup>Two options are available; a 70% return of premium once the total planned premiums are paid, or a 100% return of premium, subject to an 6-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.

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

<sup>4</sup>Beneficiaries may receive an income tax-free death benefit under IRC Section 101(a)(1).

<sup>5</sup>The return of premium is provided through the Value Protection Rider available at issue on all policies. The amount returned will be reduced by any loans, withdrawals and benefits paid. The Value Protection Rider contains complete terms and conditions.



# Tailored to meet your lifestyle



Let's explore how *MoneyGuard*® II's flexibility empowers you to maintain your lifestyle.<sup>1</sup>

**IN-HOME CARE**

If you prefer to have assistance in your home

**ASSISTED LIVING<sup>2</sup>**

If you choose to downsize and prefer a social atmosphere

**NURSING FACILITY<sup>2</sup>**

If you need more skilled care services

**PERSONAL CARE SERVICES<sup>3</sup>**

For care needs not covered by traditional services or options that may evolve in the future


**Other care services:** Respite care, homemaker services, hospice, bed reservation and additional services.

**Our 0-day elimination period saves you money**

Our 0-day elimination period lets you access your benefits sooner and helps prevent you from paying out-of-pocket costs. **Other long-term care solutions may require you to pay out-of-pocket costs for 90 days or even longer.**

**90 days of care could cost you:**

**This much today**




Home health aide  
(60 hours per week)

**\$23,143**



Assisted living facility  
(one-bedroom)

**\$17,310**



Nursing home  
(private room)

**\$33,854**

Assumes 90-day costs using California averages.<sup>4</sup>

**And even more in the future**



Home health aide  
(60 hours per week)

**\$56,126**



Assisted living facility  
(one-bedroom)

**\$41,980**



Nursing home  
(private room)

**\$82,103**

Assumes 90-day costs using California averages projected for 30 years with a 3% annual increase.<sup>4</sup>

<sup>1</sup> Subject to a plan of care.  
<sup>2</sup> Note that in California this type of facility is licensed as a residential care facility.  
<sup>3</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.  
<sup>4</sup> LTCG, "2021 Lincoln Financial Cost of Care Survey," March 2022, [www.whatcarecosts.com/lincoln](http://www.whatcarecosts.com/lincoln). For a printed copy, call 877-ASK-LINCOLN.

# See how you'll benefit from the power of *MoneyGuard*® II

*MoneyGuard* II<sup>1</sup> is designed to meet your evolving needs.



It offers income tax-free long-term care benefits,<sup>2</sup> legacy protection and flexibility, so you may rest assured knowing that you're prepared no matter what life brings.



**Flexible funding options**

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



**Streamlined underwriting**

No medical exams or lab tests required. You may be approved after completing a straightforward e-interview or telephone interview.



**Inflation protection<sup>3</sup>**

Your benefits can be adjusted to grow over time. 3% or 5% compound growth options are available.



**On the go<sup>4</sup>**

Looking to move abroad? No worries — a portion of your benefits travel with you.



**Benefits sooner**

No elimination period for **any** type of care, which lets you access your benefits quickly, once qualified.



**Couples discount<sup>5</sup>**

You and your partner may each get a discount just for being together.

<sup>1</sup> Lincoln *MoneyGuard* II is a universal life insurance policy with long-term care riders.

<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.

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

<sup>5</sup> Couples discount applies if you are legally married (traditional or same sex) or are part of a civil union or domestic partnership or are in a common-law marriage as recognized in the state of issue.

# Lincoln Concierge Care Coordination: By your side every step of the way

Thinking about your care preferences may seem overwhelming, which is why we provide Lincoln Concierge Care Coordination<sup>1</sup> at the time you purchase Lincoln *MoneyGuard*® II .

Our care planning resources provide you with complimentary access to the resources and flexibility needed to plan over time and better assist your loved ones.



**Develop a personalized action plan**  
Get help building a personal care plan with resources and recommendations to assist in finding the care you need.



**Explore provider services**  
See what’s available from skilled nursing to home healthcare and community options.



**Access an online library**  
Find a wealth of information, such as third-party articles, videos and checklists on topics regarding health, aging and elder care.

## The advantage of decades of claims-paying expertise<sup>2</sup>



Services and support to help you and your loved ones.

- ✓ File a claim through our streamlined process either online or by phone.
- ✓ Access your long-term care funds quickly and seamlessly.
- ✓ Set up direct billing to caregivers and direct deposit to receive and manage your funds easily.

<sup>1</sup> A version of Lincoln Concierge Care Coordination is available for Lincoln *MoneyGuard*® solutions policyowners. However, the tools, resources and services may change or evolve over time. All information within this client guide is current as of the created date of this material.

<sup>2</sup> Lincoln *MoneyGuard* solutions and predecessors have been sold since 1988.



# Key product and rider details

## Benefit eligibility

When you contact our claims department to file a claim, we will request an assessment to be performed by a licensed health care practitioner to determine your benefit eligibility. If we provide the assessor, it will be provided at our expense. We may also choose to accept the assessment of your licensed health care practitioner. To be eligible for benefits, the licensed health care practitioner who performs the assessment must certify 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 are also considered chronically ill if you require substantial supervision to protect you from threats to health and safety caused by severe cognitive impairment. Recertification of your benefit eligibility is required at least annually.

## Features and benefits

### Issue ages and classes

#### Ages 40–79 (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 65; 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: **\$750,000**

### 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 no-lapse premium test is satisfied.

## 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.

**Option 1 – Basic:** Choose to maximize your long-term care benefits.

A return of 70% of paid premiums once the total planned premiums are paid.

**Option 2 – Vested:** Choose to maximize your return of premium.

A return of 100% of paid premiums is available after year 6. Please see vesting schedule below.

### Vesting schedule

Year 1	70%	Year 3	80%	Year 5	94%
Year 2	75%	Year 4	86%	Year 6+	100%

## Elimination period

Once eligible, there is no deductible or waiting period for long-term care benefits to begin.

## International benefits

Your policy may be used for qualified long-term care expenses if needed while you’re abroad. This only applies to care received in a residential care facility for benefits received on Long-Term Care Acceleration of Benefits Rider (LABR).

## Important facts about your policy

### Pre-existing conditions

We will not deny benefits for pre-existing conditions. This does not preclude us from exercising other remedies available by 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 six months preceding the issue date.

### Policy loans and withdrawals

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.

### Interest credits

Your policy is credited each month at a guaranteed annual interest rate of no less than 2%. Policy cash value will be used to cover charges. Current interest rate may be higher than guaranteed.

Tax information

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

Income tax-free long-term care benefit

Benefits are generally paid income tax-free under Internal Revenue Code Section 104(a)(3). If you need qualified long-term care and have met eligibility requirements, the specified death benefit amount is accelerated to pay for covered expenses up to a monthly maximum.

The acceleration of benefits is provided under the Long-Term Care Acceleration of Benefits Rider (LABR). You have a choice of either a two- or three-year Long-Term Care Acceleration of Benefits Rider duration. At policy issue, you may purchase additional coverage to continue your long-term care benefit payments after your initial specified amount of death benefit has been exhausted. You may choose to extend benefits for either an additional two- or four-year period.

The Long-Term Care Extension of Benefits Rider (LEBR) provides these benefits for a specified period. Long-term care coverage will continue as long as you remain eligible or until your entire long-term care benefit is exhausted. Choose between 2 to 7 years of long-term care benefits based on the duration of the LABR and LEBR options that you choose.

Income tax-free death benefit

If you never need long-term care and the total planned premiums are paid to keep your policy in-force, a death benefit is paid to your beneficiaries, income tax-free under IRC 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. At the time you purchase the policy, the benefit is equal to the lesser of 5% of your initial specified death benefit amount or \$10,000, and will be adjusted for loans, withdrawals and policy loan repayments. The greater of either the unused specified amount of death benefit or the residual death benefit will pass to your beneficiaries without the delay of probate – provided your estate is not your beneficiary.





Ready to protect your financial future by implementing an LTC solution? Talk with your financial professional today.

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

For more than 117 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 experience in developing hybrid long-term care solutions, Lincoln remains steadfastly committed to equipping our customers with the strategies they need to accomplish their goals.

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May go down in value

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Lincoln Concierge Care Coordination’s name, tools, resources and services may change or evolve over time. All information within this client guide is current as of the created date of this material.

Lincoln *MoneyGuard*® II is a universal life insurance policy with a Long-Term Care Acceleration of Benefits Rider (LABR) that accelerates the specified amount of death benefit to pay for covered long-term care expenses. Long-Term Care Extension of Benefits Rider (LEBR) is available to continue 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 Rider (VPR) available at issue; Base option (1) is included in the policy cost; Graded option (2) is available at an additional cost. Any additional surrender benefit provided will be adjusted by any loans/loan interest/loan repayments, withdrawals taken, and claim payments made; and may have tax implications. The cost of riders will be deducted monthly from the policy cash value. The insurance policy and riders have limitations, exclusions and/or reductions. Long-term care benefit riders may not cover all costs associated with long-term care costs incurred by the insured during the coverage.

**Issued by The Lincoln National Life Insurance Company, Fort Wayne, IN, on Policy Form LN880 with the following riders: Value Protection Rider (VPR) on form LR880 Rev; Long-Term Care Acceleration of Benefits Rider (LABR) on form LR881; optional Long-Term Care Extension of Benefits Rider (LEBR) on form LR882.**

**All guarantees and benefits of the insurance policy are the responsibility of the issuing insurance company.** They are not backed by the broker-dealer and/or insurance agency selling the policy, or any affiliates of those entities other than the issuing company affiliates, and none makes any representations or guarantees regarding the claims-paying ability of the issuer.

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