

Lincoln *MoneyGuard*® solutions

Lincoln Financial announces pricing improvements to *MoneyGuard* Suite

Effective September 12, 2022, Lincoln Financial will be implementing pricing decreases to *MoneyGuard Fixed Advantage*® and *Lincoln MoneyGuard*® II, which will improve competitive positioning, and provide additional benefit design opportunities. There will be no pricing increases as a result of this update.

Pricing updates

MoneyGuard Fixed Advantage

- Pricing improvements range from 0 to 21%, with an average discount of 8%.
- Issue ages 60 and above have largest improvement:
 - Average discount for issue ages 60 and above equals 10%.
 - Average discount for issue ages less than 60 equals 3%.
- The 6-year, 5% inflation benefit design option will now be available.

Lincoln MoneyGuard II

- Pricing improvements range from 0 to 18%, with an average discount of 6%.
- The 6-year, 5% inflation benefit design option will now be available.

Transition period

After a transition period, currently sold *MoneyGuard* products will be replaced by the following:

- *MoneyGuard Fixed Advantage*® – 09/12/22 will replace currently sold *MoneyGuard Fixed Advantage*® in all states.
- *Lincoln MoneyGuard*® II (2020) – 09/12/22 will replace currently sold *Lincoln MoneyGuard*® II (2020) – 01/10/22 in California.

How this update impacts your business

- For applications to qualify for the current products, 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, October 14, 2022.
- For pending or issued business on or after September 12, 2022, Lincoln will accept requests with a revised projection of values to change to updated pricing.
- For placed business, normal internal replacement guidelines apply. Rewrites will not be accepted.
- As of September 12, 2022, *Lincoln DesignIt*™ and WinFlex will be updated to reflect the new product versions. During the transition period both current and new versions can be run.

Insurance products issued by:
The Lincoln National Life Insurance Company

Standard *MoneyGuard* rules apply during this transition

- Ensure you are appropriately credentialed and licensed prior to soliciting these products. Clients of financial professionals who are not properly credentialed to solicit business when the paperwork is submitted will be subject to the product 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.



For more information, contact your **Lincoln MoneyGuard** representative.

Issuer:

The Lincoln National Life Insurance Company, Fort Wayne, IN

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

All guarantees and benefits of the insurance policy are subject to the claims-paying ability 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.

Products, riders and features are subject to state availability. The insurance policy and riders have limitations, exclusions, and reductions. Check state availability. Long-term care benefit riders may not cover all costs associated with long-term care costs incurred by the insured during the coverage period. Accelerated death benefits may be taxable and may affect public assistance eligibility.

Distributor: Lincoln Financial Distributors, Inc., a broker-dealer

Policy: *MoneyGuard Fixed Advantage*® is a universal life insurance policy issued on policy form ICC19-MG890/19-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; Benefit Transfer Rider on form ICC22/BTR894. For use in all states except CA and NY.

Lincoln *MoneyGuard*® II is a universal life insurance policy issues 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. Only available in CA.

For financial professional use only. Not for use with the public.

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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