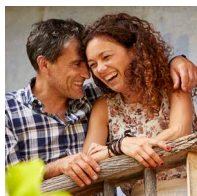


Long-term care planning for couples

When two Lincoln *MoneyGuard*® III policies may be better than one

Married couples want flexibility and protection from future uncertainty. While no one can predict if both spouses will need care, statistics show that one in two Americans will experience a health issue requiring long-term care (LTC) during their senior years.¹ So when you're helping married couples choose a solution, consider what's best for each spouse.

MoneyGuard® III strategies for couples (hypothetical clients)



Meet Donna and Keith

- ✓ Married – both age 45
- ✓ Successful business owners
- ✓ Want to protect their assets

Planning challenges

- A lot of their assets are tied up in their business
- They need an affordable plan
- Worried about the future cost of LTC

Planning solution

- Inflation protection to help keep pace with increasing LTC costs
- Premium outlay of \$5,000/year for 20 years; receive a couples discount

Conversation starters

- How long would your savings last if one, or both of you, were to need LTC?
- What assets would you allocate to cover LTC expenses?



Meet Sue and Cindy

- ✓ Married – ages 58 and 60
- ✓ Like flexibility
- ✓ Want financial security

Planning challenges

- No children to help provide or manage care
- Concerned with who will be there when care is needed
- A solution that fits each of their needs as individuals

Planning solution

- Each purchases their own Lincoln *MoneyGuard*® III policy, with their own benefit; receive a couples discount
- Design policies with flexible payments to ensure they cover the cost of care in their desired assisted living facility

Conversation starters

- If one of you experienced an LTC event, would you be willing to become a caregiver?
- What financial obstacles are you preparing for?



Meet Lara and Sam

- ✓ Married – ages 42 and 65
- ✓ Sam is looking to retire
- ✓ Want protection from unexpected expenses

Planning challenges

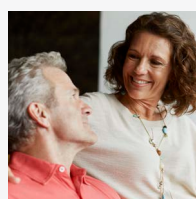
- Age gap
- Help planning for care
- Rising cost of LTC, especially for younger spouse

Planning solution

- Two plans with different funding options and policy features; receive a couples discount
- Lara spreads her payments over 15 years and adds inflation protection to keep pace with rising costs

Conversation starters

- Are you aware that hybrid solutions can provide care coverage and legacy protection?
- What is the plan if either of you were to experience an LTC event?



Meet Sheila and Dennis

- ✓ Married – ages 50 and 53
- ✓ Leaving a legacy
- ✓ Knowing the benefits will be there when needed

Planning challenges

- Adult children do not want to provide care

Planning solution

- The flexibility of two policies each with their own death benefit to address multiple priorities; receive a couples discount
- LTC benefits for both, help minimize the financial impact on each other and their family, including their future generation

Conversation starters

- Would you be comfortable having your loved ones change their lifestyle to take care of you?
- What would happen to your legacy if you needed LTC?



To see the benefits in action, let’s take a deeper dive into Dennis and Sheila’s plan

Dennis and Sheila’s financial professional recommends that they each purchase a Lincoln MoneyGuard III policy with annual premiums of \$5,000 for 15 years, featuring a minimum of six years of LTC benefit duration. They also both purchase the 3% compound inflation protection to help keep pace with the rising costs of care.

		Benefits if they need care		A death benefit if they don’t	Return of premium option
		Total LTC benefits*	Monthly maximum	Death benefit	
Sheila’s benefits	Year 1	\$180,875	\$2,330	Year 1: \$60,586	70% return of premium
	Age 65	\$281,805	\$3,631	Age 65: \$112,875	
	Age 80	\$439,050	\$5,656	Age 80: \$76,125	
Dennis’s benefits	Year 1	\$199,988	\$2,576	Year 1: \$66,988	70% return of premium
	Age 65	\$285,141	\$3,674	Age 65: \$91,910	
	Age 80	\$444,247	\$5,723	Age 80: \$75,000	

Three piggy bank protection



Access LTC benefits²



Provide a legacy



Get money back³

Hybrid funding solutions may be the best way to protect your clients and their loved ones from LTC expenses. If they need care, they have a tax-efficient, dedicated funding source designed to meet their needs. Should they not need care, they’re able to leave their family a legacy through a death benefit. And, if they change their mind, they’re able to get money back.

Lincoln *MoneyGuard*® III offers financial protection with flexibility for each spouse

The challenges spouses face	What Lincoln <i>MoneyGuard</i> III offers
Finding a solution that works	<ul style="list-style-type: none"> ▪ Policy customization to help meet their unique needs. (For example, younger spouses may gain more leverage for their LTC dollars or may want to add inflation protection.) ▪ The ability to create their own policy, including choice of ROP options, flexible payment options, and the ability to choose inflation protection.
Access to benefits	<ul style="list-style-type: none"> ▪ No elimination period once eligible – benefits for all services available from first day of claim.
Rising long-term care costs	<ul style="list-style-type: none"> ▪ Inflation protection available for additional cost.
Affordability	<ul style="list-style-type: none"> ▪ Flexible premium options – Each spouse has a choice of payments from one to 40 years.⁵ ▪ Couples Discount for each spouse – on average a 5% savings on premiums.
Death of a spouse	<ul style="list-style-type: none"> ▪ Self-hedging system – If two policies are purchased and one spouse dies, the death benefit may help offset the net cost to the other spouse. ▪ Death benefit protection – If a spouse never needs care or only uses a portion of their LTC benefits, their spouse or beneficiary will receive an income tax-free death benefit.⁴
Change in financial situation	<ul style="list-style-type: none"> ▪ Each spouse may purchase a policy with a 100% or 70% return of premium if a financial change arises.⁵
Divorce or separation	<ul style="list-style-type: none"> ▪ Each policy is individually owned.
Having benefits when needed	<ul style="list-style-type: none"> ▪ Backed by the financial strength of The Lincoln National Life Insurance Company, which has been helping millions of Americans achieve their goals for longer than a century.
Concern about care providers	<ul style="list-style-type: none"> ▪ Lincoln Concierge Care Coordination – One-stop shop for care coordination services to help the family prepare prior to needing care.⁶ ▪ Provide education and help the family understand what they need to know when a family member goes on claim.

List the married couples in your practice who may be good candidates:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____



For more information about LTC planning for married couples, contact your Lincoln representative.

¹For 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.

²Two 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.

³Beneficiaries may receive an income tax-free death benefit under IRC Section 101(a)(1).

⁴In the event that the insured receives benefits under the benefits after lapse provision, no residual death benefit will be paid out to the surviving spouse.

⁵Through the Value Protection Endorsement (VPE) available at issue. The money returned will be adjusted for any loans, withdrawals and benefits paid, and may have tax implications. Endorsement contains complete terms and conditions. If surrendered before the total planned premiums are paid, the surrender value will be paid (cash value minus any applicable surrender charge).

⁶Lincoln Concierge Care Coordination is available for all policy owners of a Lincoln life/long-term care combination product. Lincoln Concierge Care Coordination includes claims support provided by Lincoln Financial and services provided by a third-party vendor not affiliated with Lincoln Financial. Concierge Care third-party vendors do not provide direct care or home services. Participating providers are not agents or employees of Lincoln Financial Group or the third-party vendor. Results and outcomes cannot be guaranteed. The availability of any particular provider cannot be guaranteed and is subject to change. Lincoln Financial does not monitor or participate in the review of programs or services referred or recommended by third-party vendors. Long-term care coverage is provided through the applicable long-term care rider offered through your Lincoln policy.

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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