

Lincoln Money Guard® Solutions

eApplication submission process

As a leader in the market, Lincoln has a long-standing commitment of helping protect client wealth from the risk of long-term care expenses, while improving the overall financial professional and client experiences. To offer you greater control of your Lincoln *MoneyGuard* solutions experience — while continuing to reduce overall turnaround times — the Lincoln *MoneyGuard*® III and Lincoln *MoneyGuard Market Advantage*SM application Part I will be accessible on the iPipeline iGO® platform or through your Lincoln producer website. This process will provide an added convenience and enable a more streamlined, customized experience.

What you need to know

The Lincoln *MoneyGuard* application Part I and point-of-sale forms will be available for electronic submission directly from iGO or through your Lincoln producer website at no cost. (Not currently available in CA or NY.)

The LTC Supplement and application Part II can be completed online, through a phone interview or on paper, based on client preference.

Electronic policy delivery is available through Lincoln's DocuSign or iPipeline's DocFast platform — policy and applicable forms are sent for electronic signatures within 24 hours of policy issue. (Not currently available in NY.)

Lincoln MoneyGuard electronic application process workflow

Point of sale

Client interview

Policy issue and delivery



Client meeting

Run projection of values for client within DesignItSM or WinFlex.



Electronic forms submission

Agent completes Lincoln MoneyGuard application Part I and point-of-sale forms online via iGO and signs and submits electronically.



Received by Lincoln

Application Part I and point-of-sale forms received by Lincoln. Policy number created and case assigned to UW and NB to review file.

After application submission, an email will be sent to the client with next steps for their interview to complete the LTC Supplement and application Part II.



Online: Once the ticket has been received by Lincoln and deemed in-good-order, a secure link to the online interview will be emailed to the client. The interview can be completed at any time of day, at the client's convenience. The link will remain active for 10 days.



Phone: When the case has been deemed in-good-order, a link will be sent to the client to schedule their interview. If no appointment is scheduled within 72 hours, Lincoln will call the client to schedule. An appointment reminder is available for the client upon request, via text message or email.

For clients ages 61 and up, a quick cognitive interview phone call will be conducted.

Underwriting decision

Underwriter approves, declines or postpones case. Notifications are then sent to field.

If approved

Policy issued

Lincoln obtains requirements to issue (if applicable); and/or policy is issued and sent to the Assembly team.



Policy delivered

Within 24 hours of issue, policy and applicable forms are sent via digital policy delivery to be signed electronically using Lincoln DocuSign or iPipeline DocFast.



Placement

Policy is placed when funds and delivery requirements are deemed in good order. Agent commissions are paid per schedule.

1

Note: The client may choose to complete the LTC Supplement and application Part II on paper. If this is the preferred method, indicate this on the "Signature Method" page in iGO and submit the completed paper forms to Lincoln upon electronic submission of the application Part I.

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.

MoneyGuard Market AdvantageSM is a variable universal life insurance policy issued by The Lincoln National Life Insurance Company, Fort Wayne, IN on Policy Form ICC20-MGV892/20-MGV892 with a Long-Term Care Benefits Rider (LTCBR) on Rider Form ICC20LTCBR-892/LTCBR-892, and a Value Protection Rider on Form ICC20VPR-892/VPR-892.

Lincoln variable universal life insurance is sold by prospectus. Carefully consider the investment objectives, risks, and charges and expenses of the policy and its underlying investment options. This and other important information can be found in the prospectus for the variable universal life policy and the prospectuses for the underlying investment options. Prospectuses are available upon request and should be read carefully before investing or sending money. For current prospectuses, please call 800-444-2363 or go to www.LincolnFinancial.com.

With variable products, policy values will fluctuate and are subject to market risk and to possible loss of principal. Products, riders and features are subject to state availability. Limitations and exclusions apply.

Lincoln MoneyGuard® II is issued by The Lincoln National Life Insurance Company of Fort Wayne, IN on policy form LN880/ICC13LN880 with the Value Protection Rider (VPR) on form LR880 and state variations/ICC15LR880 Rev, Long-Term Care Acceleration of Benefits Rider (LABR) on form LR881/ICC13LR881, and optional Long-Term Care Extension of Benefits Rider (LEBR) on form LR882/ICC13LR882. For use only in CA.

Lincoln MoneyGuard® III is issued by The Lincoln National Life Insurance Company of Fort Wayne, IN on policy Form 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. Not available in CA or NY.

For use with financial professionals 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

©2021 Lincoln National Corporation

LincolnFinancial.com

Lincoln Financial Group is the marketing name for Lincoln National Corporation and its affiliates.

Affiliates are separately responsible for their own financial and contractual obligations.

LCN-2944767-021020 POD 2/21 **Z02 Order code: MG-iGO-FLI001**

