

LIFE SOLUTIONS

# The Lincoln Leader

SEPTEMBER 27, 2021  
VOLUME 19, ISSUE 20

## Policy Owners Impacted by Hurricane Ida In New Jersey, Louisiana, and Tennessee

Lincoln Financial Group® (Lincoln) recognizes the hardships many of our policy owners and agents have experienced related to Hurricane Ida in New Jersey, Louisiana, and Tennessee. As Hurricane Ida may have impacted the timeliness of payments and submission of paperwork, we will work with our policy owners, agents, and brokers, on a case-by-case basis, to ensure their Lincoln insurance coverage will remain in force and not lapse due to nonpayment of premium.

If you were impacted by Hurricane Ida, please contact us at the phone number listed below with any questions you may have with your coverage:

- Individual Life Insurance: 1-800-487-1485

## Policy Owners Impacted by Hurricane Henri In Connecticut

Lincoln Financial Group® (Lincoln) recognizes the hardships many of our policy owners and agents have experienced related to Hurricane Henri in Connecticut. As the hurricane may have impacted the timeliness of payments and submission of paperwork, we will work with our policy owners, agents, and brokers, on a case-by-case basis, to ensure their Lincoln insurance coverage will remain in force and not lapse due to nonpayment of premium.

If you were impacted by Hurricane Henri, please contact us at the phone number listed below with any questions you may have with your coverage:

- Individual Life Insurance: 1-800-487-1485

### HEADLINES

[Policy Owners Impacted by Hurricane Ida](#)

[Policy Owners Impacted by Hurricane Henri](#)

[2021 Life Insurance Year-End Guidelines \(reprint\)](#)

[Extension of Maturity Offer Expanding to Include Variable Universal Life Products \(updated\)](#)

[Lincoln MoneyGuard® Closed to New Sales in Washington \(updated\)](#)

[Upcoming Improvements to the Pending Business Tool \(reprint\)](#)

## 2021 Life Insurance Year-End Guidelines

Individual Life, Executive Benefits and Lincoln MoneyGuard®

Reprinted from the September 13, 2021, Lincoln Life Leader

Lincoln's Underwriting & New Business department is committed to helping you meet your year-end goals and objectives. Our focus is to ensure the maximum amount of your business is placed before the close of business on December 31, 2021. We encourage you to submit all outstanding requirements for year-end cases as soon as possible. The following guidelines and key dates should be followed to meet these expectations.

### Key Dates and Deadlines

<b>October 1</b>	<b>Incoming 1035 exchange - overnight mailing requests.</b> For any incoming 1035 exchange, the surrendering carrier will be provided with Lincoln's FedEx account number and requested to <u>overnight</u> the check to Lincoln.
<b>October 29</b>	<b>New York Term and Indexed UL pending life insurance cases must be placed inforce or 1035 exchange initiated.</b> Any New York case not placed inforce, or 1035 initiated, by October 29, 2021 will be cancelled.  <b>Lincoln VUL<sup>ONE</sup> Suite Enhanced Underwriting Program:</b> Application submission deadline to be eligible for a one-class underwriting upgrade. <a href="#">Get the details.</a>
<b>November 1</b>	<b>Suggested 1035 exchange submission deadline.</b> Submit 1035 exchange applications and/or tickets to allow time for underwriting and receipt of 1035 exchange funds. Lincoln will leverage electronic methods to submit 1035 paperwork to surrendering carriers, when available.
<b>November 19</b>	<b>Pending 1035 exchanges must be initiated.</b> After the Underwriting offer has been made and all issue-restrictive requirements are in-good-order, the exchange will be initiated and the surrendering carrier will be requested to <u>overnight</u> the check to Lincoln. Completion of the 1035 exchange is subject to losing <a href="#">carrier turn-around times</a> .
<b>November 25-26</b>	<b>Company Holiday</b>
<b>December 10</b>	<b>Tele-App and Phone PHI case submission deadline.</b> Submit any life insurance tickets or Lincoln MoneyGuard applications in which the client interview/PHI will be conducted over the phone (Tele-App). The completion of the interview is contingent on your client's scheduling availability. As a reminder, the online interview (eInterview) is flexible and can be completed at any time.
<b>December 23</b>	<b>2021 compensation income placement deadline.</b> All business placed inforce with premium by December 23 will be considered as 2021 income. Any business placed after this date, through December 31, 2021, will count as 2021 production but will be treated as 2022 earnings.*
<b>December 24</b>	<b>Company Holiday</b>
<b>December 27</b>	<b>All placement-restrictive requirements, including premium, must be received at Lincoln <u>in-good-order</u> to be guaranteed for placement by December 31, 2021.</b>  NOTE: Any case eligible for the <a href="#">Lincoln VUL<sup>ONE</sup> Suite Enhanced Underwriting Program</a> (one-class underwriting upgrade) must be placed inforce, or 1035 exchange initiated, by December 31, 2021.

**\*Important information regarding Internal Replacements:** For Lincoln internal replacements, all business must be placed inforce with premium by December 21, 2021 to be considered as 2021 compensation income. Any business placed after this date, through December 31, 2021, will count as 2021 production but will be treated as 2022 earnings.

## Best Practices

- Use Lincoln's digital capabilities to help expedite your case from submission to placement:
  - **eSubmission (eTicket or eApp)**: helps to ensure that applications/tickets are submitted in-good-order, to help reduce any outstanding requirements after submission.
  - **Online client interview (eInterview)**: offers clients a more convenient and flexible method for completing their interview, at any time, on any day. Available for life insurance tickets and *MoneyGuard* applications.
  - **eNIGO**: resolve not-in-good-order form requirements more quickly and efficiently with electronic signatures.
  - **ePolicy delivery**: offers mobile-friendly, secure online policy review with electronic signing for the agent and client for same day delivery of issued policies.
  - **Pending Case Status**: Access up-to-date status on pending cases from your Lincoln Producer website or in Automated Email Notifications.
  - Visit [www.LFG.com/GoDigital](http://www.LFG.com/GoDigital) for more information and reference materials.
- Always include special instructions on a cover sheet.
- Complete application and all forms in their entirety, including the Agent's Report at submission, with correct agent code and agency/broker dealer, to ensure compensation is paid correctly.
- Download and submit the latest version of the application, forms, and product illustration.
- Remember to get signatures and dates on all forms. Trust/Corporate owned policies require that the trustee/officer sign with their title.
- The Replacement Notice [Form 33503] must be signed on/or before the application signature date. **For ticket submissions**, the Replacement Form [LF10087] must be signed on/or before the earliest solicitation signature date.
- Include in-good-order EFT forms for **all bank draft cases** and note on the coversheet if the first premium will be drafted. Available for all modes, including monthly, quarterly, semi-annual, and annual payments.
- For eApp or traditional applications, ordering medical requirements up-front saves significant processing time. [For LincXpress and TermAccel ticket submissions, Lincoln will order labs, if necessary.](#)
- Suitability review for VUL can take time. Send all VUL forms through the outside broker-dealer (OBD) or Lincoln Financial Securities (LFS) representative for suitability review as soon as possible.
- VUL policies will be placed in force within 2 business days from the date in which the final placement restrictive requirement was received in-good-order.
- **1035 Exchange Follow-Up Calls**: Initial calls will be made 2 - 3 business days after the exchange has been initiated. Follow-up calls will be made every 1 - 2 weeks (based on carrier) on initiated cases that are in-good-order.
- **Wire Transfers are not instantaneous**. Please allow a minimum of 4 hours after initiation of a wire to Lincoln before trying to confirm its receipt. For more information, view: [Wire and ACH Instructions](#).
- **Lincoln TermAccel® cases are supported by a dedicated team**. For more efficient case processing and quicker response times, please leverage the contact information below for your *Lincoln TermAccel®* case questions:
  - **TermAccel New Business Processing & Underwriting**: [TermAccelUWNB@LFG.com](mailto:TermAccelUWNB@LFG.com) or (844) 815-6925
  - **TermAccel Client Interview Team**: [TermAccelTeleAppTeam@LFG.com](mailto:TermAccelTeleAppTeam@LFG.com) or (844) 815-7582
- For a full list of "In-Good-Order" best practices, please download and reference these guides:
  - [Core Life Products](#), [Lincoln TermAccel®](#), [Lincoln MoneyGuard®](#)

Please contact your dedicated Lincoln Underwriting & New Business team with any questions.

## Extension of Maturity Offer Expanding to Include Variable Universal Life Products

### Now available in Oregon

Lincoln is broadening the range of products eligible for an extension of the policy maturity date. The offer applies mostly to older products in the Lincoln suite, as newer products often contain a maturity extension feature as part of the base contract. The effort to extend maturity dates on additional Lincoln products is part of a phased approach that now includes variable universal life (VUL) policies. This offer is now available in Oregon. For the full article [please click here](#).

## Lincoln *MoneyGuard*® Closed to New Sales in Washington

### Guidance to complete your *MoneyGuard* business in Washington to meet the state's deadline

#### *Updated from the September 8, 2021, Lincoln Life Leader*

Effective September 9, 2021, Lincoln halted new sales of *MoneyGuard*® product solutions in the state of Washington, including Lincoln *MoneyGuard*® III and Lincoln *MoneyGuard Market Advantage*®. At this time, there is no set date for the future availability of Lincoln *MoneyGuard* products in Washington, however we will continue to monitor the environment and assess next steps as the situation evolves.

No other states or product lines are impacted by this change.

### Guidance for Upcoming Washington State Legislation Guidelines

We encourage you to submit any final placement-restrictive requirements for your Lincoln *MoneyGuard* Washington cases as soon as possible, in advance of the upcoming Washington state legislation regarding the Long-Term Services and Supports Trust Program. While we cannot guarantee placement before the state's deadline of November 1, 2021, the following guidelines and key dates should be followed to help you place your case(s) in force before this date.

- To help ensure policy placement of your pending Lincoln *MoneyGuard* cases before November 1, 2021, all placement-restrictive requirements, including all premium(s), must be received at Lincoln in-good-order by **October 25, 2021**.
- Your dedicated *MoneyGuard* Underwriting & New Business team will be working to place your Washington cases in force through end-of-day **October 29, 2021**.
- For cases in which any final requirements are received after October 25, processing will be handled on a first-in basis and are not guaranteed for placement by October 29, 2021.
- **Washington State Deadline:** The state of Washington allows residents to apply for an exemption from the payroll tax for coverage placed in effect prior to November 1, 2021. Any business that is not placed in force by October 29, 2021 will continue to be processed by Lincoln, however it will not qualify for exemption from the payroll tax assessment.

# Upcoming Improvements to the Pending Business Tool

Reprinted from the September 13, 2021, Lincoln Life Leader

Lincoln is excited to introduce more improvements to the pending business tool for registered users of [LincolnFinancial.com](http://LincolnFinancial.com). These updates address common requests from users, making it easier for them to find, sort and address issues and ultimately process their business faster and easier than before.

Starting September 20, 2021, enhancements to the pending tool include:

- Allowing pending business to be sorted by life and annuity giving users the ability to filter down to the status indications only for the line of business(es) they have selected.

The screenshot shows the 'Pending business' tool interface. At the top, there is a search bar. Below it, the 'Line of business' filter is set to 'Life' (checked) and 'Annuity' (unchecked). A green checkmark indicates 'All life statuses' are selected. A 'Select status' section contains a grid of 28 status options, each with a checked checkbox. Below the grid, there is a checkbox for 'Show accounts with outstanding requirements from selected statuses.' At the bottom, there is a dropdown menu for 'Client Last Name' and a text input field with the placeholder 'Enter a client last name'.

Select status			
<input checked="" type="checkbox"/> All life statuses	<input checked="" type="checkbox"/> Issued	<input checked="" type="checkbox"/> Polchg-quote	<input checked="" type="checkbox"/> Rewrite-home office
<input checked="" type="checkbox"/> Approved	<input checked="" type="checkbox"/> Not taken	<input checked="" type="checkbox"/> Postponed	<input checked="" type="checkbox"/> Rewrite-upi
<input checked="" type="checkbox"/> Approved and prepped	<input checked="" type="checkbox"/> Pending	<input checked="" type="checkbox"/> Quote	<input checked="" type="checkbox"/> Submitted
<input checked="" type="checkbox"/> Cancelled after issue	<input checked="" type="checkbox"/> Placed	<input checked="" type="checkbox"/> Received	<input checked="" type="checkbox"/> Trial accepted
<input checked="" type="checkbox"/> Declined	<input checked="" type="checkbox"/> Polchg-approved	<input checked="" type="checkbox"/> Reissue-agt request	<input checked="" type="checkbox"/> Trial closed
<input checked="" type="checkbox"/> Free look	<input checked="" type="checkbox"/> Polchg-cancelled	<input checked="" type="checkbox"/> Reissue-home office	<input checked="" type="checkbox"/> Withdrawn
<input checked="" type="checkbox"/> Incomplete	<input checked="" type="checkbox"/> Polchg-declined	<input checked="" type="checkbox"/> Returned	
<input checked="" type="checkbox"/> Incomplete mg	<input checked="" type="checkbox"/> Polchg-pending	<input checked="" type="checkbox"/> Rewrite-agt request	

# State Approvals

Updates since August 30, 2021

**No Updates**

[View State Availability Grids](#)

Products and features are subject to availability and may vary by state.

Contractual obligations and Guarantees are subject to the claims-paying ability of the issuing company:

- The Lincoln National Life Insurance Company of Fort Wayne, IN; or
- Lincoln Life & Annuity Company of New York of Syracuse, NY.

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

Variable products distributed by Lincoln Financial Distributors, Inc., Members of Lincoln Financial Group.

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

©2021 Lincoln National Corporation

[LincolnFinancial.com](http://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-3782468-092221

Variable insurance products are sold by prospectus. Consider the investment objectives, risks, charges, and expenses of the variable product and its underlying investment options carefully before investing. The prospectus contains this and other information about the variable product and its underlying investment options. Please review the prospectus available online for additional information. Read it carefully before investing.

Only registered representatives can sell variable products.

[View index of past Lincoln Life Leader articles](#)



**For Financial Professional use only. Not for use with the public**