

LIFE SOLUTIONS

# The Lincoln Leader

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## Lincoln MoneyGuard Market Advantage® - New Policy Amendment for LTC Benefit Unlocking

Effective September 13, 2021, all newly issued Lincoln MoneyGuard Market Advantage® life insurance policies will begin including a new Policy Amendment that provides the client the choice at the end of a Long-Term Care (LTC) claim event to keep their LTC benefits “Locked” or “Unlocked.”

To facilitate this decision, policyowners of MoneyGuard Market Advantage® will receive correspondence at the conclusion of a LTC claim event, with the agent of record copied, indicating that their LTC claim has ended and they now have the option to Unlock or remained Locked. Potential items for consideration when determining if Unlocking at the conclusion of a LTC claim event is preferable for a client could include, but are not limited to, the following:

- Attained age
- Current policy values
- Views on potential for future market and benefit growth

### “Locked” or “Unlocked” Benefits

For the benefits to remain Locked, the client would not need to take any further action. The policy investments would remain solely in the Fixed Account as that is where they are located during the claim event. By keeping the LTC benefits Locked, the LTC benefit values for Maximum Monthly LTC Benefit and LTC Benefit Limit would remain unchanged for a future claim event.

Unlocking of the policy’s LTC benefits would occur at the time, after the claim event, in which the client directs Lincoln to move any portion of the investments within the policy out of the Fixed Account and into available subaccounts. With an Unlocked policy, if a future claim event were to occur the LTC benefits would be Locked at that future date based on the values within the policy at that particular time.

**Policyowners are encouraged to speak with their Financial Professional when making decisions impacting their policy.**

The new policy amendment can be identified within the policy by the form number AMD-7096 or ICC21AMD-7096.

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## 2021 Life Insurance Year-End Guidelines

### Individual Life, Executive Benefits and Lincoln MoneyGuard®

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>	<i>Company Holiday</i>
<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>	<i>Company Holiday</i>
<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.

## **EXTENDED: Lincoln VUL<sup>ONE</sup> Suite Enhanced Underwriting Program**

**Submission deadline extended until October 29, 2021**

Lincoln is excited to announce that we are **extending the submission deadline to October 29, 2021 for the enhanced underwriting program for Lincoln VUL<sup>ONE</sup> and SVUL<sup>ONE</sup> cases.** This enhanced underwriting program provides even more value with our suite of *Lincoln VUL<sup>ONE</sup>* product solutions and supports our commitment to helping our partners grow their business and reach new customers.

### **Updated - What You Need to Know**

*Lincoln VUL<sup>ONE</sup>* and *SVUL<sup>ONE</sup>* cases received at Lincoln by October 29, 2021, and subject to full underwriting, will receive a one-class underwriting upgrade. Any case placed inforce prior to May 20, 2021 is not eligible.

<b>Product eligibility</b>	<ul style="list-style-type: none"><li>• <i>Lincoln VUL<sup>ONE</sup></i></li><li>• <i>Lincoln SVUL<sup>ONE</sup></i></li></ul>
<b>Case submission guidelines &amp; eligibility</b>	<ul style="list-style-type: none"><li>• New submissions must be received at Lincoln, in-good-order, by <b>October 29, 2021</b></li><li>• All cases eligible for the one-class underwriting upgrade must be placed inforce, or 1035 exchange initiated, by December 31, 2021</li><li>• <i>LincXpress</i> ticket, eApp and traditional application submissions are eligible</li><li>• Cases in a pending status as of May 20, 2021 are eligible</li><li>• 1035 exchanges in process as of May 20, 2021 are eligible</li></ul>
<b>Issue age/face amounts</b>	<ul style="list-style-type: none"><li>• Issue ages 20-80</li><li>• All specified amounts</li><li>• Subject to age/risk class guidelines based on product applied for</li><li>• Per current guidelines, backdating from age 81 to age 80 will not be permitted to qualify</li></ul>
<b>Underwriting qualifications</b>	<ul style="list-style-type: none"><li>• Fully underwritten cases are eligible, subject to current underwriting guidelines</li><li>• Substandard rated cases are eligible, subject to current underwriting guidelines</li><li>• <i>LincXpress</i> lab-free cases are eligible</li><li>• Underwritten internal exchanges are eligible</li><li>• All formal or trial offers are eligible</li></ul>
<b>Exclusions</b>	<p><b><u>Not eligible for the enhanced underwriting program:</u></b></p> <ul style="list-style-type: none"><li>• Policies placed inforce prior to May 20, 2021</li><li>• New submissions received at Lincoln after <b>October 29, 2021</b></li><li>• Cases assessed at standard through the Table Reduction Program (TRP)</li><li>• The one-class underwriting upgrade cannot be used to be eligible for TRP consideration</li><li>• Cases currently postponed under the COVID-19 temporary underwriting guidelines</li><li>• Term Riders</li><li>• Term Conversions</li></ul>

For complete details and frequently asked questions, view the [Agent Guide](#). Please contact your dedicated Lincoln Underwriting team with any additional questions

# Lincoln MoneyGuard® II NY – Projections of Values Update

Effective August 16, 2021, in accordance with the state of New York requirements, the following update was made to all Lincoln MoneyGuard® II NY life insurance policies Projection of Values.

- The Guaranteed Values page of the Projection of Values will reflect an '@' indicator in all policy years in which the illustrated premiums are showing as zero.

This is required by the state of New York to indicate that there is the *potential* for the actual premium due in those years to possibly change. **It is important to note** that based on the guaranteed design of the Lincoln MoneyGuard® II NY product, this would only occur as a result of policyholder-driven actions such as timing and amount of premium payments, loans, or withdrawals.

Additionally, there will be an accompanying footnote on the page that addresses why it is appearing. The footnote will state the following:

- An "@" next to the Planned Premium column is reflected in any policy year where the planned premium is zero and indicates, depending on policyholder actions such as timing and amount of premium payments, loans or withdrawals, premiums may need to continue or resume or be increased to keep the policy in force. Charges are assessed for all policy years as outlined in the policy.

Below is an image of where the new indicator will be reflected within the Projection of Values.

For:		Age: 65		Underwriting Class: Female, Couples Discount on LEBR		Minimum LTC Duration: 6 Years		Lincoln Financial Group®	
ALL VALUES AND BENEFITS SHOWN ARE GUARANTEED <sup>(1)</sup>									
Policy Year	Age	Planned Premium	Surrender Value(s)	Death Benefit Amount	IRR(4)	Long-Term Care Reimbursement Benefit Limits (2)			
						Total	Max Monthly LABR Benefit	Max Monthly LEBR Benefit	IRR(5)
1	65	100,000	70,000	125,256	25.3%	333,087	4,626	4,626	50.8%
2	66	0 @	70,000	119,295	9.2%	333,087	4,626	4,626	34.3%
3	67	0 @	70,000	114,800	4.7%	333,087	4,626	4,626	26.2%
4	68	0 @	70,000	112,000	2.9%	333,087	4,626	4,626	21.3%
5	69	0 @	70,000	111,029	2.1%	333,087	4,626	4,626	18.0%
6	70	0 @	70,000	111,029	1.8%	333,087	4,626	4,626	15.6%
7	71	0 @	70,000	111,029	1.5%	333,087	4,626	4,626	13.8%
8	72	0 @	70,000	111,029	1.3%	333,087	4,626	4,626	12.4%
9	73	0 @	70,000	111,029	1.2%	333,087	4,626	4,626	11.2%
10	74	0 @	70,000	111,029	1.1%	333,087	4,626	4,626	10.2%
11	75	0 @	70,000	111,029	1.0%	333,087	4,626	4,626	9.4%
12	76	0 @	70,000	111,029	0.9%	333,087	4,626	4,626	8.7%
13	77	0 @	70,000	111,029	0.8%	333,087	4,626	4,626	8.1%
14	78	0 @	70,000	111,029	0.8%	333,087	4,626	4,626	7.6%
15	79	0 @	70,000	111,029	0.7%	333,087	4,626	4,626	7.2%
16	80	0 @	70,000	111,029	0.7%	333,087	4,626	4,626	6.8%
17	81	0 @	70,000	111,029	0.6%	333,087	4,626	4,626	6.4%
18	82	0 @	70,000	111,029	0.6%	333,087	4,626	4,626	6.1%
19	83	0 @	70,000	111,029	0.6%	333,087	4,626	4,626	5.8%
20	84	0 @	70,000	111,029	0.5%	333,087	4,626	4,626	5.5%
21	85	0 @	70,000	111,029	0.5%	333,087	4,626	4,626	5.3%
22	86	0 @	70,000	111,029	0.5%	333,087	4,626	4,626	5.1%
23	87	0 @	70,000	111,029	0.5%	333,087	4,626	4,626	4.9%
24	88	0 @	70,000	111,029	0.4%	333,087	4,626	4,626	4.7%
25	89	0 @	70,000	111,029	0.4%	333,087	4,626	4,626	4.5%
26	90	0 @	70,000	111,029	0.4%	333,087	4,626	4,626	4.3%
27	91	0 @	70,000	111,029	0.4%	333,087	4,626	4,626	4.2%
28	92	0 @	70,000	111,029	0.4%	333,087	4,626	4,626	4.0%
29	93	0 @	70,000	111,029	0.4%	333,087	4,626	4,626	3.9%
30	94	0 @	70,000	111,029	0.4%	333,087	4,626	4,626	3.8%

An "@" next to the Planned Premium column is reflected in any policy year where the planned premium is zero and indicates, depending on policyholder actions such as timing and amount of premium payments, loans or withdrawals, premiums may need to continue or resume or be increased to keep the policy in force. Charges are assessed for all policy years as outlined in the policy.

(1) Projection values based on the guaranteed policy charges and credited rate. No-Lapse Protection provided by the Value Protection Rider. This projection assumes all planned premiums paid on due date.

(2) Total benefit limits for reimbursement of Qualified Long-Term Care Services. These values assume the monthly maximum is used for the entire duration selected and the Long-Term Care value will continue to increase on each policy anniversary as a result of the inflation option chosen. The monthly benefit shown is the amount available for the first 12 months of care.

(3) The amount paid on surrender reflects the Return of Premium, if available.

(4) Internal Rate of Return on the Death Benefit Amount. IRR column is blank in years where IRR calculation is unavailable.

(5) Internal Rate of Return on the Total LTC Benefits. IRR column is blank in years where IRR calculation is unavailable.

## Reminder: Watermarked Forms Cannot be Accepted

As a reminder, Lincoln Underwriting & New Business cannot accept forms that include a watermark of any kind, as watermarks are considered an alteration of the form.

For forms received via Lincoln DocuSign or the DocFast online platform, if the agent or case manager downloads the application packet for wet signatures a watermark stating "Pending eSignature by All Parties" will be added to the entire packet. Lincoln cannot accept these watermarked forms. If you are completing forms online, but do not wish to sign electronically, select the "Print" option to ensure that a watermark is not added to these forms. The "Print" feature will allow you to print off forms with no watermark for wet signatures and/or download the forms to your desktop.

## Customer Identity Verification Form

### Important reminder for completion of form requirements

Lincoln Underwriting & New Business would like to remind our partners about the importance of fully completing and submitting the Customer Identity Verification (CIV) form [33009] with variable universal life insurance (VUL) policies, including Lincoln *MoneyGuard Market Advantage*® policies. Lincoln is obligated by the USA Patriot Act to "obtain, verify, and maintain information that identifies each person who opens a new account or is added to an existing account with [Lincoln]", therefore, Lincoln requires that a CIV form is submitted on these policies.

We recognize that conducting business with clients today may look different than it has in years past. Many people are working remotely and choosing not to meet face-to-face. Based on feedback from our valuable partners, we have heard concerns regarding the following Signature Certification section on the CIV form:

*The Licensed Agent, Broker, Financial Professional or Registered Representative who signs below certifies that: I personally met with the proposed Owner(s) identified in Section 1 above, reviewed the identification described and verified, to the best of my knowledge, that it accurately reflects the identity of the proposed Owner(s).*

**In addition to meeting in-person with client(s), Lincoln will accept a video conference (Facetime, Zoom, Cisco Webex Meetings, Skype, etc.) as substitution for a face-to-face meeting.** When meeting with the client via video conference, the agent must be able to clearly see the documentation the client is providing for CIV, such as the driver's license or passport.

The latest version of the CIV Form will automatically generate on policies submitted electronically (eApp or eTicket), or it can be downloaded from the Lincoln forms tool or on the platform(s) in which you access carrier forms.

For Broker-Dealers who would like to accept the responsibility of the customer identity verification process for their clients, the firm may enter into a formal agreement with Lincoln to eliminate the CIV form requirement. For more information, contact your Lincoln Relationship Manager.

## New HIPAA Form Reminder

The **Authorization for Release of Information (HIPAA) Form** was updated earlier this year to a new form number [Form LF02896, state variations] and version [2/21]. This new version includes updated language regarding what information may be released. This updated HIPAA form applies to all products and submission methods; previous versions cannot be accepted.

The latest version of Lincoln forms will automatically generate on policies submitted electronically (eApp or eTicket), or can be downloaded from the Lincoln forms tool or on the platform(s) in which you access carrier forms.

## Upcoming Improvements to the Pending Business Tool

Lincoln is excited to introduce more improvements to the pending business tool for registered users of [LincolnFinancial.com](https://www.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 and a filter for 'Line of business' with 'Life' selected and 'Annuity' unselected. Below this, there is a 'Select status' section with a grid of checkboxes for various statuses. At the bottom, there is a checkbox for 'Show accounts with outstanding requirements from selected statuses' and a search input field for '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	

## Lincoln MoneyGuard® Closed to New Sales in Washington

**Reprinted from the September 8, 2021 Lincoln Life Leader**

Effective after September 9, 2021, Lincoln will no longer offer *MoneyGuard*® product solutions for new sales 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.

### Application Submission Deadline

All Lincoln *MoneyGuard* applications and required solicitation forms had to be signed, dated, and received in-good-order at Lincoln's home office by **5 p.m. ET on Thursday, September 9, 2021**.



## Guidance for Upcoming Washington State Legislation Guidelines

In anticipation of the upcoming Washington state legislation guidelines regarding the Long-Term Services and Supports Trust Program, we encourage you to submit any final placement-restrictive requirements for your Lincoln *MoneyGuard* Washington cases as soon as possible.

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.

## New York Life Insurance Product Update -**REMINDER** October 29, 2021 Placement Deadline

**Reprinted from the August 16, 2021 Lincoln Life Leader**

Beginning August 16, 2021, to help keep you informed and as an added reminder of this placed-by/1035 initiated deadline, Lincoln will implement the following new status update within your pending policy details:

*IMPORTANT NOTICE: As announced on July 12, 2021, all NY applications for Term and IUL products must be placed in force, or 1035 exchange initiated, by **October 29, 2021**. Any case not placed in force or 1035 exchange initiated by October 29, 2021 will be cancelled. Electronic signatures will not be allowed on these applications after August 13, 2021.*

As part of a review of its electronic signature processes, Lincoln Life & Annuity Company of New York (Lincoln) became aware that the application currently used for its life insurance products sold in New York, does not comply with New York's requirements for use with electronic processes and platforms. Lincoln is committed to ensuring our products and processes are compliant with state regulations and guidelines, **therefore the following actions have taken place until a new, electronic-compliant application and process can be implemented:**

The following life insurance products currently sold in New York have been suspended effective August 13, 2021:

- *Lincoln LifeElements*® Level Term (2019) - 07/15/19
- *Lincoln WealthAdvantage*® Indexed UL
- *Lincoln WealthPreserve*® IUL (2017) - 02/12/18

### Submission and placement deadline

- All New York applications for the life insurance products listed above must have been received in-good-order at Lincoln **by August 13, 2021**, and
- All pipeline cases for the New York products listed above must be placed in force, or 1035 exchange initiated **by October 29, 2021**
- Any case not placed in force or 1035 exchange initiated by October 29, 2021 will be cancelled



All electronic process solutions for products sold in New York, including Lincoln *MoneyGuard*<sup>®</sup> and life insurance policy conversions, have been suspended as of August 13, 2021, including:

- eApp
- eNIGO
- ePolicy Delivery (through DocuSign or DocFast)
- No electronic or digital signatures will be accepted

**Note:** The following products remain available for sale with paper processes only:

- Lincoln *MoneyGuard*<sup>®</sup> II NY
- For use with Group or Term Conversions only: *Lincoln Conversion*<sup>SM</sup> UL, *Lincoln LifeElements*<sup>®</sup> One-year Term, *Lincoln LifeElements*<sup>®</sup> 10-year Term

As a reminder, [New York Solicitation and Situs guidelines](#) must continue to be followed. For any New York resident (Proposed Insured or Owner) applying for life insurance coverage outside of New York, no part of the sale can take place in the state of New York. All sales activities including solicitation, paramed exam, paperwork signing, and policy delivery must be conducted in the state of situs, and all paperwork and forms must align to the state of situs. Additionally, the New York resident (Proposed Insured or Owner) must sign the Out of State Verification Form.

**At this time, there is no date set for the future availability and reintroduction of life insurance products in New York. Any updates will be communicated through the Lincoln Life Leader.**

If you have any additional questions regarding these changes, contact your dedicated Lincoln Underwriting & New Business team.

# 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.**

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[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-3752697-090921

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.**

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