

# Lincoln *MoneyGuard*® Solutions

**Effective August 10, 2020, Lincoln announces issue age adjustments**

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To take actions consistent with those across the industry, Lincoln is making prudent and responsible business decisions that impact our Lincoln *MoneyGuard* products.

Effective August 10, 2020, Lincoln will implement issue age adjustments to the Lincoln *MoneyGuard* solutions suite. All products will have a maximum issue age of 70. Lincoln will allow a two-day transition window to accommodate applications currently in progress. On or after August 11, 2020, no new applications will be accepted for clients ages 71 and up.

This change supersedes any guidelines previously published in marketing or reference materials.

It's important to note that there are no changes to the product structure, contract language, forms, compensation or types of benefits provided.

As a leader in the hybrid long-term care marketplace, Lincoln remains steadfastly committed to proactively managing our business to ensure we are operating responsibly for the long term and making decisions that reflect the best interests of our policy-holders.

## **How this change impacts your business**

- For clients ages 71 and up to qualify for a *MoneyGuard* policy, a projection of values and the completed application Part 1 must be signed, dated and received in good order by Lincoln's home office by **Tuesday, August 11, 2020**.
- This change does not impact pending, issued, placed or inforce business.
- As of August 10, 2020, *Lincoln DesignIt*™ and WinFlex will be updated to reflect the new maximum issue age.

## **Standard *MoneyGuard* rules apply**

- Ensure that you are appropriately credentialed. Clients of advisors who are not properly credentialed to solicit business when the paperwork is submitted will be subject to the maximum issue age on the date when the advisor 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 maximum issue age at that time.

Insurance products issued by:  
The Lincoln National Life Insurance Company  
Lincoln Life & Annuity Company of New York

- **NY Reg 187:** Please note that effective February 1, 2020, financial professionals are now required to complete two pre-sale training courses prior to soliciting new business or servicing existing business in New York. Specifically, the trainings include:

1. NY Regulation 187 Best Interests Training; AND
2. Carrier Specific Product Training

You will **not** need to retake these trainings if you have already completed them (this issue age adjustment does not require any additional product training). In accordance with NY Regulation 187, the enhanced documentation and suitability review **are still required** before policy issue.



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

**Issuer:**

The Lincoln National Life Insurance Company, Fort Wayne, IN  
Lincoln Life & Annuity Company, Syracuse, NY

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.

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

**Policy:** Lincoln *MoneyGuard®* III, universal life insurance 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. For use in all states except CA and NY.

Lincoln *MoneyGuard®* II, universal life insurance 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.

Lincoln *MoneyGuard®* II NY, universal life insurance on policy form LN880a with the following riders: Value Protection Rider (VPR) on form LR880a Rev; Long-Term Care Acceleration of Benefits Rider (LABR) on form LR881a; Long-Term Care Extension of Benefits Rider (LEBR) on form LR882a; Terminal Illness Acceleration of Death Benefit Rider (TIR) on form LR883a; Nonforfeiture Benefit Rider (NBR) on form LR885a. Only available in New York.



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