

The Lincoln Leader

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LIFE INSURANCE

Lincoln WealthAccumulateSM IUL (2018) Exec Rider Still Pending State Availability

The Exec Rider (Alternate Cash Surrender Value Rider) on *Lincoln WealthAccumulateSM IUL (2018)* is still pending state availability. While pending, to avoid confusion and provide alternative options to agents and clients:

- The ability to illustrate the Exec Rider on *Lincoln WealthAccumulateSM IUL (2018)* will be temporarily removed beginning with the June 25, 2018 release of the Lincoln DesignItSM Illustration System (v.41.0 C).
- The Exec Rider on *Lincoln LifeReserve[®] Indexed UL Accumulator (2014)* continues to be available in the interim.

Availability of Lincoln WealthAdvantage[®] Indexed UL extended

In the May 14, 2018 Lincoln Leader, Lincoln announced that its new *Lincoln WealthAccumulateSM IUL (2018)* product will replace both *Lincoln WealthAdvantage[®] Indexed UL* and *Lincoln LifeReserve[®] Indexed UL Accumulator (2014)*, with a 60-day transition period from state availability.

While Lincoln's new IUL products are designed to work optimally for core protection and accumulation designs, there are some sales designs where *Lincoln WealthAdvantage[®] Indexed UL* provides a meaningful solution. Because of this, we are pleased to **extend the transition period for *Lincoln WealthAdvantage[®] Indexed UL*** to the later of December 31, 2018, or 60-days from state availability.

It's important to note, the *Lincoln LifeReserve[®] Indexed UL Accumulator (2014)* transition period has not changed:

- **For states approved at rollout:** the 60-day transition period began on May 14, 2018 and ends on July 12, 2018.
- **For policies including the Exec rider:** There will be an additional 30-day transition period from the Exec rider availability date if it is not approved at the time of product approval. The transition period will end the later of 60 days from product availability or 30 days from Exec Rider availability.

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Lincoln WealthAccumulateSM IUL (2018) Exec Rider Still Pending State Availability

Availability of Lincoln WealthAdvantage[®] Indexed UL extended

Lincoln MoneyGuard[®] II Enhanced Submission Process – Coming July 9, 2018! – Reprint

Lincoln *MoneyGuard*® II Enhanced Submission Process – Coming July 9, 2018!

Reprinted from the *MoneyGuard*® Special Edition, Lincoln Leader – June 11, 2018

As a leader in the market, Lincoln has a long-standing commitment of helping protect clients' wealth from the risk of long-term care expenses, and to providing a superior customer experience.

Effective July 9, 2018, Lincoln Underwriting and New Business will launch a new application forms package that will improve efficiency and the overall Lincoln *MoneyGuard*® II submission process for both agents and clients. To ensure that we're providing a superior customer experience, feedback from our strategic partners, agents and clients is extremely important. Based on this feedback, the current ticket process will be replaced with the new forms package. The benefits of the new forms package include reducing the redundancy of questions and leveraging technology to create a more efficient submission process.

What we are doing

- **New forms will replace the ticket.** The new forms package will create a more efficient application process and a better client experience by reducing the redundancy of questions asked during the interview process. The new forms include:
 - **Application Part I**
 - **Medical LTC Supplement**
 - **Application Part II**
- **Customized experience to complete forms.** Based on preference, clients can choose to complete the Medical LTC Supplement and Part II Application over the phone with a Lincoln representative, or by completing the paper forms with their agent.
- **Leverage technology to reduce turnaround time.** Lincoln will leverage technology to capture application information, reducing the time to acknowledge receipt of the business.

Agent Training Reminder – This week!

A **1-hour session** to cover the specifics and details of the new process.

Choose the time that works best for you and click 'Add to Calendar' for meeting details:



Tuesday, June 26, 2018

1:00pm ET

[Add to Calendar](#)



Wednesday, June 27, 2018

4:00pm ET

[Add to Calendar](#)

Save the Date – Lincoln ONEmeetingSM: Lincoln *MoneyGuard*® past, present, and future

Tuesday, July 10, 2018 | 1:00 – 2:00 p.m. ET (10:00 – 11:00 a.m. PT)

Join host Steve Sabol, Competitive Market Solutions Creative Director, and his guests from the Lincoln *MoneyGuard* leadership team to see the past, present, and future of Lincoln *MoneyGuard* and how we are creating a better overall experience for you and your clients.

REGISTER NOW

New Forms Package Overview – COMING July 9, 2018

Required Point-of-Sale Forms

- **NEW** Lincoln *MoneyGuard* Coversheet – MG11672 (firm variations)
- **NEW** Lincoln *MoneyGuard* Application Part I – MGF11612A
- Agent's Report – MG11724

The following forms can be submitted on paper or via phone, with a Lincoln representative:

- **NEW** Medical LTC Supplement – MGF11640
- **NEW** Lincoln *MoneyGuard* Application Part II – MGF11612B (state variations)

- *MoneyGuard* Projection of Values
- LTC Personal Worksheet (state and product variations)
- Confirmation of Personal Worksheet Financial Information Opt Out – LF10581 (if applicable)
- Authorization for Release of Information (HIPAA)—Form LF02896 (state variations)

Replacement Forms, if applicable

- **NEW** Replacement Form –33503; needed for replacements and/or in-force Insurance in an NAIC state
- Appropriateness Verification Statement – Form 33555
- Notice to Applicant Regarding Replacement of Accident or Sickness or Long-Term Care Insurance – Form LTC06291
- If the case is a 1035 exchange, the Absolute Assignment Form – LF06591 – will also be required.

Required disclosures to leave with applicant

- Privacy Practices Notice – GB06714
- Privacy Notice for Protected Health Information – GB06735
- A Shopper's Guide to Long-Term Care Insurance and LTC Outline of Coverage
- LTC Buyers' Guide
- Things You Should Know – Form MG07207 (state variations)

Please reference the Lincoln *MoneyGuard*® application checklist – Form MG11718 for all forms and requirements.

Key Changes

- **Lincoln *MoneyGuard* Coversheet** – Includes basic information including primary case contact, where the policy should be sent, and the completion method of the Medical LTC Supplement and Application Part II – via paper or phone. Paper submission is subject to firm approval.
- **Application Part I** – Will be completed by the agent and includes all non-medical information from the ticket, plus six additional categories, including: Insured Information, Billing Information, Client and Agent Replacement Questions, Inflation Protection Check Box, Contact Information. This information is currently requested from the client, which often causes confusion and redundancy of questions being asked.
- **Medical LTC Supplement** – Will be required for all clients to determine initial underwriting eligibility for Lincoln *MoneyGuard*® II.

Key Changes (continued)

- **Application Part II** – Includes all detailed medical questions and will only be required for clients who are determined to be eligible for Lincoln *MoneyGuard*® II, based on answers provided on the Medical LTC Supplement.
- The **Medical LTC Supplement** and **Application Part II** can be completed based on the preference of the client – over phone with a Lincoln representative or on paper with their agent.
 - If the completion method is paper, the **Application Part I** and **Medical LTC supplement** must be submitted with the required point-of-sale forms. The **Application Part II** may be submitted via paper with the required point-of-sale forms or via phone during the personal history interview.
 - If the completion method is phone, the **Application Part I** must be submitted with the required point-of-sale forms. The **Medical LTC Supplement** and **Application Part II** will be completed by the client over the phone with a Lincoln representative during the personal history interview.
- **Replacement Form(s)** – Will only be required for policies being replaced and/or in-force insurance in an NAIC State.
- **No longer needed** – **Receipt of Required Notice, Lincoln's Position Regarding Marijuana and Important Notice** forms have been incorporated into the Application Part I and will no longer be required.

What You Need to Know

- **Beginning on July 9, 2018**, the new forms will be available on the Lincoln Forms Tool and all supported forms vendor websites.
- When accessing forms on the Lincoln Forms tool, the new forms will be packaged into bundles to make access easier.
- Additional support tools and marketing materials will be made available on July 9.
- For each case, reference and review the Lincoln *MoneyGuard*® Application Checklist – Form MG11718 to ensure that all form requirements are being met.
- **Regarding state approvals:**
 - California and Virgin Islands are pending approval of the new process and will continue to follow their current workflow until approved.
 - New York will follow their current workflow for Lincoln *MoneyGuard*® Reserve and requires full interview by the vendor. Lincoln *MoneyGuard* II is not approved in New York.

Transition Period

- There will be a **60-day transition period from July 9, 2018, to September 7, 2018**.
- Completed ticket and one other required point-of-sale form must be signed, dated, and received in good order by the Lincoln Home Office by September 7, 2018, 11:59 pm ET to flow through the ticket process.
- Effective September 10, 2018, the Application Part I and **all** point-of-sale forms will be required. Tickets will no longer be accepted.
- If a ticket has been submitted to Lincoln prior to September 10, 2018, 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. If a case is reopened, a new application package must be submitted.
- Please ensure that you are appropriately credentialed prior to submitting an application.

State Approvals

Updates from June 11, 2018

***Lincoln WealthPreserve*[®] IUL (2017) – 02/12/18**

- New York
- Delaware
- Northern Mariana Islands

Extended No-Lapse Minimum Premium Rider for use with *Lincoln WealthPreserve*[®] IUL (2017) – 02/12/18

- New York
- Delaware
- Northern Mariana Islands

***Lincoln WealthAccumulate*SM IUL (2018) – 05/14/18**

- North Dakota
- South Dakota

***Lincoln LifeAssure*SM Accelerated Benefits Rider**

- Guam
- Northern Mariana Islands

[View State Availability Grids](#)

Products and features subject to state availability. Guarantees are subject to the financial strength of the insurer. Lincoln Financial Group is the marketing name for The Lincoln National Corporation and its affiliates.

Insurance policies are issued by The Lincoln National Life Insurance Company, Fort Wayne, IN. **The Lincoln National Life Insurance Company (Lincoln) does not solicit business in the state of New York, nor is it authorized to do so. Contractual obligations are subject to the claims-paying ability of The Lincoln National Life Insurance Company.**

Insurance policies sold in New York are issued by Lincoln Life & Annuity Company of New York, Syracuse, NY. **The contractual obligations are subject to the claims-paying ability of Lincoln Life & Annuity Company of New York (Lincoln).**

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.

Variable products are sold by prospectus. For more information about the variable products, including fees and charges, refer to the prospectus. Variable products are distributed by Lincoln Financial Distributors and offered through broker dealers with effective selling agreements.

Only registered representatives can sell variable products.

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

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