

Lincoln *MoneyGuard*® Pricing Improvements

Announcing pricing updates to the *MoneyGuard*® life insurance product offering

Effective Jan. 10, 2022, Lincoln Financial will be implementing pricing decreases to **Lincoln *MoneyGuard*® III** and **Lincoln *MoneyGuard*® II**, which will improve competitive positioning while continuing to align the *MoneyGuard* solutions suite. There will be no pricing increases as a result of this update.

After a transition period, currently sold *MoneyGuard* products will be replaced by the following:

- Lincoln *MoneyGuard*® III (2021) – 01/10/22 will replace currently sold Lincoln *MoneyGuard*® III (2021) – 07/12/21 in all approved states.
- Lincoln *MoneyGuard*® II (2020) – 01/10/22 will replace currently sold Lincoln *MoneyGuard*® II (2020) – 07/12/21 in the state of California.

Pricing Improvements and Product Updates

Lincoln *MoneyGuard* III Pricing Improvements

- **6-year LTC benefit duration with 3% inflation option** design will see the following improvements:
 - **Issue ages 55-65** will see a pricing decrease ranging from **9% to 17%**.
 - **Issue ages 45-54** will see a pricing decrease ranging from **4% to 16%**.
- **4-year LTC benefit duration with 3% inflation option** design and **5-year LTC benefit duration with 3% inflation option** design will see the following improvements:
 - **All issue ages** will see a pricing decrease ranging from **0% to 9%**.

Lincoln *MoneyGuard* III Product Updates

- Maximum flex pay period is now 10 years for all issue ages.
- Elimination of the 7-year LTC duration with no Inflation design.

Lincoln *MoneyGuard* II Pricing Improvements

- **6-year LTC benefit duration with 3% inflation option** design will see a pricing decrease **averaging 6%**.
 - Pricing decrease will vary by issue age, gender and underwriting class ranging from **4% to 9%**.

Lincoln *MoneyGuard* II Product Updates

- Elimination of the 7-year LTC duration with no Inflation design.

Availability and Transition Guidelines

Pending firm approval, applications for Lincoln *MoneyGuard*® III (2021) – 01/10/22 and Lincoln *MoneyGuard*® II (2020) – 01/10/22 will be accepted beginning on Jan. 10, 2022.

- For applications to qualify for the current *MoneyGuard*® III (2021) – 07/12/21 or *MoneyGuard*® II (2020) – 07/12/21 pricing, a projection of values and the completed Part 1 must be signed, dated, and received in-good-order by Lincoln's home office by Friday, Feb. 11, 2022.

- For pending or issued business on or after Jan. 10, 2022, Lincoln will accept requests with a revised projection of values to change to Lincoln *MoneyGuard*® III (2021) – 01/10/22 or Lincoln *MoneyGuard*® II (2020) – 01/10/22.
- For placed business, normal internal replacement guidelines apply. Rewrites will not be accepted.
- As of Jan. 10, 2022, *Lincoln DesignIt*™ and WinFlex have been updated with the new product version. During the transition period both versions can be run.
- 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 product version in effect 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 product version available at that time.

Illustration Capabilities

Lincoln's DesignIt™ (v56.0C) and WinFlex illustration systems have been updated with this change effective Jan. 10, 2022. If you have an active internet connection, the software will automatically update to include these updates on Jan 10, 2022.

Reference and Marketing Materials

All impacted materials will be updated and made available for viewing on the various Lincoln websites and for order from the Lincoln Literature Fulfillment Center.

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