

Lincoln *MoneyGuard Fixed Advantage*SM

Now available in Montana and New Jersey

As a leader in the hybrid long-term care marketplace, with over 30 years of expertise in providing long-term care solutions, Lincoln is committed to innovation and solutions to help meet the changing needs of clients. We're excited to announce our newest addition to the Lincoln MoneyGuard solutions product portfolio, Lincoln *MoneyGuard Fixed Advantage*SM, is available effective July 11 in Montana and New Jersey.

*MoneyGuard Fixed Advantage*SM is a universal life insurance policy with a long-term care rider that preserves the core design features of our current *MoneyGuard* Universal Life product. Following a transition period, *MoneyGuard Fixed Advantage*SM will replace Lincoln *MoneyGuard*[®] III.

With the launch of *MoneyGuard Fixed Advantage*SM, we're excited to introduce the new **Benefit Transfer Rider (BTR)** that is automatically included with all *MoneyGuard Fixed Advantage*SM policies, at no additional cost. This innovative rider provides the opportunity to enhance an existing policy's long-term care and death benefits through the utilization of death claim proceeds from a separate policy at a rate that will always be greater than the amount being transferred.

Benefit Transfer Rider (BTR)

Qualifications

The BTR provides beneficiaries the choice of additional flexibility with the option to use some (\$25,000 minimum) or all of their death benefit proceeds to enhance benefits on their existing MoneyGuard policy with no additional underwriting requirements. Qualifications to use the BTR are:

- Insured and beneficiary are MoneyGuard policyholders
- The Benefit Transfer Rider is on both policies
- The beneficiary is the insured on their policy

Utilization

At the time of first death claim, the beneficiary has the following choices:

1. Take full death benefit income tax-free.
2. Use full death benefit to purchase more benefits on their own policy.
3. Take partial death benefit income tax-free and use remainder to purchase more benefits on their own policy.

Benefits and Values

Notable features associated with enhancing benefits through the Benefit Transfer Rider include the following:

- Utilization of the BTR will increase existing policy benefits for the following values:
 - Long-Term Care Benefits
 - Death Benefit
 - Surrender Value
- The increase in Long-Term Care and Death Benefit will always be more than the amount of death benefit transferred.

- Increased policy benefits utilizing the BTR will not increase charges on the existing policy and would not require underwriting.
- If inflation exists on the base policy then the BTR long-term care benefits will also grow with inflation.

Distinct Advantages

Distinct advantages to the Benefit Transfer Rider for planning purposes includes:

- **No decision until time of claim** — Allows clients to make an informed decision based on their unique situation. Can be elected through age 121 and if the beneficiary is on long-term care claim.
- **Customizable policies** — Personalize to meet individual client's needs instead of sharing benefits.
- **Beyond married couples** — Use with couples, siblings, parents and for estate planning.
- **Coming soon: Product optionality** — Leverage across the MoneyGuard Advantage product suite including *MoneyGuard Fixed Advantage*SM and *Lincoln MoneyGuard Market Advantage*^{®1}.

Future Plans

Lincoln is excited to make the Benefit Transfer Rider part of the MoneyGuard Advantage product suite value proposition.

- Later this year and subject to state approval, Lincoln intends to add the Benefit Transfer Rider to our *MoneyGuard Market Advantage* product.
- Additionally, subject to state approval, *MoneyGuard Market Advantage* policies placed in force prior to the addition of the BTR, will have the BTR added to their contracts as part of a supplementary mailing. This mailing would likely occur early next year but will apply to all *MoneyGuard Market Advantage* policies issued since February 2021.
- There are no plans to add the BTR to other in force MoneyGuard products at this time

Additional Product Highlights for *MoneyGuard Fixed Advantage*SM

Product Pricing

Maintains the competitive pricing improvements from Lincoln *MoneyGuard*[®] III (2021) – 01/10/22.

Flexible Care Cash Enhancement

Flexible Care Cash benefits will now be available for **seven days a week** (previously limited to five days a week).

The following aspects of Flexible Care Cash remain in place:

- While Specified Amount remains, this feature provides access to cash benefit for care needs.
- Allows for 50% of the maximum daily benefit to be used per occurrence (up to the IRS per diem limit).
- Cash benefit payable without providing receipts.
- Care under this feature may be provided by family members, including the spouse.
- Clients have ability to simultaneously use both FCC and reimbursement but are limited to one option per day.

While *MoneyGuard Market Advantage* Flexible Care Cash currently is available for five days a week, the enhancement to seven days a week will also be included for *MoneyGuard Market Advantage* at a later date, pending state approvals. This will coincide with the addition of BTR as referenced in the Future Plans section.

For the additions of BTR and FCC to *MoneyGuard Market Advantage*, a registration statement has been filed with the Securities and Exchange Commission. These securities may not be sold until the registration statement becomes effective.

Refreshed Projection of Values

A redesigned Projection of Values will be launched with *MoneyGuard Fixed Advantage*SM. Notable items associated with the *MoneyGuard Fixed Advantage*SM Projection of Values includes:

- Purposely designed illustration with consumer-friendly language and important values/product features prominently displayed.
- Designed for in-person and virtual presentations.
- Access to a variety of refreshed additional reports enhancing the sales process: What Care Costs Report, Concierge Care Report, Quick Quote Report, Premium Options Report, Policy Expense and Analysis Report and a new Benefit Transfer Rider Report.
- The new additional report for the Benefit Transfer Rider allows for a personalized example of how BTR funding will impact the policy.

Policy Charges

- LTCBR Charge is now level for 10 years
- Premium Load is 25% of all premiums in all years
- Montana will launch *MoneyGuard Fixed Advantage*SM with gender distinct pricing; no longer unisex

Availability and Transition Rules

Applications for Lincoln *MoneyGuard Fixed Advantage*SM will be accepted in Montana and New Jersey beginning July 11, 2022.

- For applications to qualify for the current *MoneyGuard*[®] III (2021) – 01/10/22, 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, August 12, 2022.
- For pending or issued *MoneyGuard*[®] III business on or after July 11, 2022:
 - Lincoln will accept requests with a revised projection of values and the updated Terminal Illness Rider Disclosure to change to *MoneyGuard Fixed Advantage*SM. Please note the updated Long-Term Care Insurance Outline of Coverage should be provided to the client.
 - In Montana, there will also be an updated LTC Personal Worksheet (MGF12467-30).
 - Please contact your New Business Team with any requirement or process questions.
- For placed business, normal internal replacement guidelines apply. Rewrites will not be accepted.
- As of July 11, 2022, *Lincoln DesignIt*SM and WinFlex will be updated with the new product. During the transition period both products 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 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 available at that time.

Illustration Capabilities

*Lincoln DesignIt*SM (v57.0D) and WinFlex illustration systems have been updated with illustration capability effective July 11, 2022. If you have an active internet connection, the software will automatically update to include these updates on July 11, 2022.

Available Riders/Endorsements

The following riders/endorsements are available on *MoneyGuard Fixed AdvantageSM* (19-MG890, ICC19-MG890) and state variations;

- Long-Term Care Benefits Rider: (LTCBR-890, ICC19LTCBR-890)
- Value Protection Endorsement: (END-10534, ICC19END-10534)
- Terminal Illness Acceleration of Death Benefit Rider: (TIR-891, ICC19TIR-891)
- Benefit Transfer Rider: (BTR-894, ICC21BTR-894)

[Click here](#) to view a stand-alone flier regarding this information.

Reference Materials

Reference Materials have been created for Lincoln *MoneyGuard Fixed AdvantageSM*. They are available on the various Lincoln producer websites.

Technical Training Guide

- [Lincoln MoneyGuard Fixed AdvantageSM Product Reference Guide](#)
- [Lincoln MoneyGuard Fixed AdvantageSM vs. Lincoln MoneyGuard® III \(2021\) – 01/10/22](#)

Specimen Contracts

- [Lincoln MoneyGuard Fixed AdvantageSM \(visit producer website for appropriate state variation\)](#)

Marketing Materials

Marketing materials for *MoneyGuard Fixed AdvantageSM* are available for viewing on the various Lincoln websites and for order from the Lincoln Literature Fulfillment Center.

Materials	Audience	Order Code
<i>MoneyGuard Fixed AdvantageSM</i> Client Guide	Client	MG-MFA-BRC001
<i>MoneyGuard Fixed AdvantageSM</i> Fact Sheet	Client	MG-MFA-FST001
Benefit Transfer Rider Case Study	Financial Professional	MG-BTR-FLI001
Benefit Transfer Rider Flier	Financial Professional	MG-BTR-FLI002
Flex Care Cash Flier	Financial Professional	MG-FCC-FLI002

¹Although not currently available, BTR will be added to in-force policies and future product versions of *MoneyGuard Market Advantage*, subject to state approvals.

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Lincoln *MoneyGuard Fixed Advantage*SM universal life is issued on policy form 19-MG890/ICC19-MG890 and state variations with a Long-Term Care Benefits Rider (LTCBR) on Rider Form LTCBR-890/ ICC19LTCBR-890 with a Value Protection Endorsement (VPE) on Form END-10534/ICC19END-10534, Terminal Illness Acceleration of Death Benefit Rider (TIR): TIR-891, ICC19TIR-891 (required) and Benefit Transfer Rider (BTR): BTR-894, ICC21BTR-894 (required) by The Lincoln National Life Insurance Company, Fort Wayne, IN, and are distributed by Lincoln Financial Distributors, Inc., a broker-dealer. **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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Products and features, including benefits, terms, and definitions, may vary by state.

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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