

# More control, flexibility and options

## Benefit Transfer Rider

Providing your clients with options when planning for long-term care expenses helps promote a better experience for them and their beneficiaries should they need care.

With the Benefit Transfer Rider (BTR) – included at no additional cost with *MoneyGuard Fixed Advantage*<sup>®</sup>, a universal life insurance policy with a long-term care rider – beneficiaries gain full control of the death benefit with flexible options and the choice of how to use death benefit proceeds to enhance their own *MoneyGuard Fixed Advantage* policy.

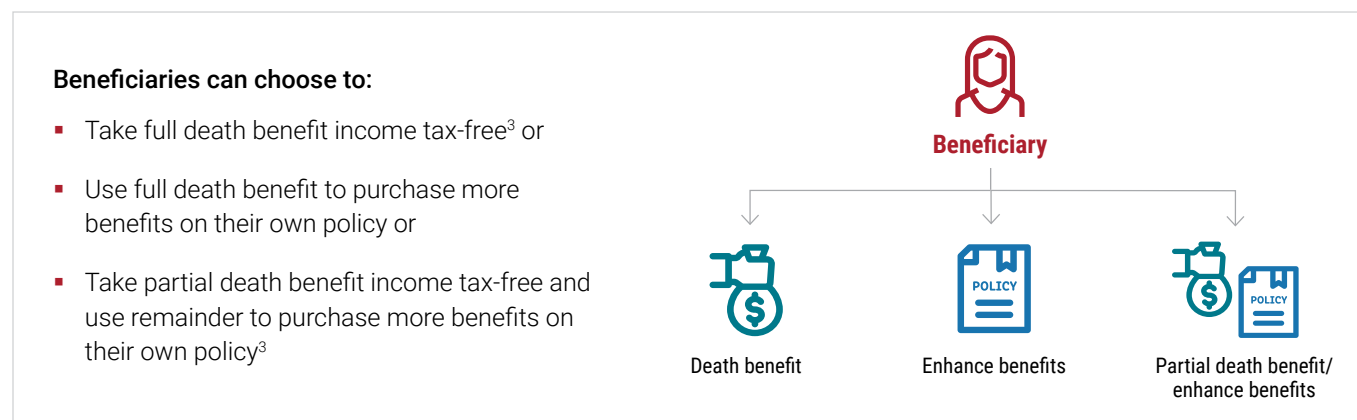
### BTR BENEFITS INCLUDE:

- Ability to increase long-term care benefits, death benefit and length of protection
- No additional underwriting required when benefits are transferred
- Decision not required at time of policy purchase
- Benefits will continue to grow based on the inflation protection option, if applicable<sup>2</sup>

### How the Benefit Transfer Rider works

To use this rider, the following qualifications must be met:

- Insured and beneficiary are *MoneyGuard Fixed Advantage* policyholders<sup>1</sup>
- BTR is on both policies
- The beneficiary is the insured on their own policy



<sup>1</sup> Both policies do not need to be opened at the same time.

<sup>2</sup> LTC values will continue to increase on each policy anniversary according to the inflation option on the beneficiary's policy.

<sup>3</sup> Beneficiaries may receive an income tax-free death benefit under IRC Section 101(a)(1).

Insurance products issued by:  
The Lincoln National Life Insurance Company

**For financial professional use only. Not for use with the public.**

## Meet Mary and John

Mary (age 62) and John (age 63) are both *MoneyGuard Fixed Advantage*<sup>®</sup> policyholders listed as each other’s beneficiaries. They appreciate certainty and simplicity when it comes to planning for early retirement, and their goal is to have a long-term care plan in place so a care event does not disrupt their savings. With the BTR available at no additional cost, they have flexibility and control over death benefit proceeds. Here’s how it would work for Mary and John.

### Hypothetical Benefit Transfer Rider Funding Scenario

After John passes away at age 86, Mary age 85 funds her policy’s BTR with John’s \$100,000 death benefit.

Age	BTR Funding Amount	Surrender Value	Death Benefit Amount	Long-term care reimbursement benefits 3% compound inflation <sup>1</sup>	
				Total LTC Benefit	Max Monthly
Policy values prior to BTR funding					
80	0	70,000	102,836	<b>566,217</b>	7,295
81	0	70,000	102,836	<b>583,204</b>	7,514
82	0	70,000	102,836	<b>600,700</b>	7,739
83	0	70,000	102,836	<b>618,721</b>	7,971
84	0	70,000	102,836	<b>637,282</b>	8,210
BTR funding year reflecting policy benefits increase					
<b>85</b>	<b>100,000</b>	<b>158,143</b>	<b>210,836</b>	<b>808,836</b>	<b>8,457</b>
Policy values following BTR funding. Long-term care benefits continue to grow with policy inflation option.					
86	0	159,311	210,836	<b>833,101</b>	8,710
87	0	160,420	210,836	<b>858,094</b>	8,972
88	0	161,471	210,836	<b>883,837</b>	9,241
89	0	162,461	210,836	<b>910,352</b>	9,518
90	0	163,391	210,836	<b>937,662</b>	9,804

### MARY AND JOHN’S TIMELINE

#### MARY, AGE 62; JOHN, AGE 63

Both Mary and John qualify for and purchase a *MoneyGuard Fixed Advantage*<sup>®</sup> policy with planned premiums of \$20,000 annually for 5 years. They select policies with 6 years of long-term benefits and an annual 3% compound inflation.<sup>2</sup>

#### AGE 85 AND AGE 86

John passes away. She uses the \$100,000 death benefit to fund the Benefit Transfer Rider and applies it to her policy with no additional underwriting requirements.<sup>3</sup>

### SNAPSHOT OF BENEFITS (AGE 85)

#### WITH BTR

LTC Benefit: **\$808,836**  
LTC Duration: **87 months**  
Death Benefit: **\$210,836**

#### WITHOUT BTR

LTC Benefit: **\$656,401**  
LTC Duration: **72 months**  
Death Benefit: **\$102,836**

### Mary’s outcome using the Benefit Transfer Rider

By leveraging this rider, Mary utilizes death benefit proceeds to grow her existing policy’s LTC benefits by **more than 25%**, she extends the duration of the benefits by **16 months** and increases the death benefit of her policy by **\$108,000** – all with no additional underwriting.

<sup>1</sup> 5% compound inflation is also available for an additional cost. Inflation must be selected at policy purchase.

<sup>2</sup> Policy assumptions: Female, age 62, couples discount underwriting class, basic return of premium. Assumes all premiums are paid on-time, no post-issue loans, withdrawals, increases or decreases.

<sup>3</sup> Benefit Transfer Rider funding purchases guaranteed, paid-up long-term care and death benefits. Minimum BTR purchase amount is \$25,000.

## Provide your clients with a flexible LTC expense protection solution

MoneyGuard Fixed Advantage® can help your clients protect their portfolio and loved ones from the impact of long-term care expenses and provide control and flexibility with the Benefit Transfer Rider.



Talk to your Lincoln MoneyGuard® representative to learn more about MoneyGuard Fixed Advantage®

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

©2023 Lincoln National Corporation

[LincolnFinancial.com](https://www.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-4643083-032822

PDF ADA 9/23 Z04

Order code: MG-BTR-FLI001



Lincoln Financial Group® affiliates, their distributors, and their respective employees, representatives and/or insurance agents do not provide tax, accounting or legal advice. Please consult an independent professional as to any tax, accounting or legal statements made herein.

**MoneyGuard Fixed Advantage® is a universal life insurance policy with a long-term care rider issued by The Lincoln National Life Insurance Company, Fort Wayne, IN, on Policy Form ICC19-MG890/19-MG890 and state variations 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; Benefit Transfer Rider on form ICC21BTR-894/BTR-894. Available in all states except CA and NY.**

**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.

Product not available in New York.

For use in all states except: CA and NY.

For financial professional use only. Not for use with the public.