

FIXED ANNUITIES

The Lincoln Leader

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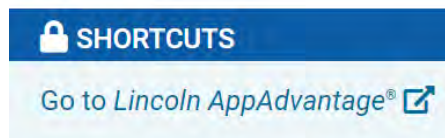
Submit Applications Electronically – Save Time, Reduce NIGOs

An online order entry tool designed to help increase “in good order” processing

Electronic submission of applications is available to many firms through several platforms. The electronic process helps streamline the New Business process. Even if an agent’s firm does not specifically support an order entry platform, agents are able to access the *Lincoln AppAdvantage*® electronic application tool (powered by FireLight) by logging into LFD.com.*

Lincoln AppAdvantage® provides a way to electronically submit annuity business by using thousands of built-in business rules to help guide a producer toward creating an “in good order” application. By using this tool:

- Paperwork requirements are automatically identified,
- Repetitive fields will be auto-populated, and,
- Any missing information will be flagged to help ensure your business is in good order.



*Some firms may restrict the use of *Lincoln AppAdvantage*®; in this situation, the link will not be available to representatives of that firm. Other firms may allow access but require a customized link (contact your Lincoln representative for more information). Lincoln Financial Network representatives have access to Lincoln Annuity eApp (powered by FireLight) via AdviceNext Gateway.

Individual Annuity Contact Center: Holiday hours

The Lincoln Individual Annuities Customer Contact Center (for financial professionals and clients) will observe the upcoming holiday hours:

- Thanksgiving Day: November 23rd – closed
- **Day after Thanksgiving: November 24th – OPEN, 8:00 am – 1:00 pm ET**
- Christmas: December 25th – closed

The Lincoln Leader contains product and business implementation information for Lincoln fixed, fixed indexed and income annuities. Products and features are subject to state and firm availability. Check with your Lincoln representative for availability.

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

HEADLINES

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Year-end 2023 business cut-off dates

Year-end processing dates for individual annuities



Listed below are some important cut-off dates regarding year-end processing of 2023 Good Order business. Please keep in mind that transactions processed after the deadline will be completed on a best-efforts basis with no guarantees as to the tax year in which they will be reported.

All annuity business mail (applications, checks, financial request, etc.) must be received in good order in the appropriate location by 4:00 p.m. ET by the date specified below. The dates shown do not represent 2023 compensation payout. The contract must issue in 2023 in order to earn 2023 production credit with Lincoln. Important dates to remember:

- **All fixed, fixed indexed and income annuities: December 20, 2023**
 - This cut-off date applies to all applications; however, for "Applications without money," this date is for rate locks only. *New standard rate lock procedures apply after November 13, 2023.*
 - This date does not pertain to Lincoln production credit or the issue date.
 - Contact the appropriate New Business Case Coordinator with any questions regarding new business.

Requests in good order received on or before the following dates will ensure 2023 tax reporting:

- **Withdrawals, internal transfers, surrenders, loans, one-time RMDs: December 22, 2023**
- **Automatic Withdrawal Service (AWS) for RMDs: December 1, 2023**

Updated rate lock procedures for fixed indexed annuities

Reminder: updates to rate lock procedures for cash with application

Beginning November 13, 2023, rate lock procedures for cash fixed indexed annuity business will be updated to 7 calendar days from when the application is signed, a change from 14 days. The updated document (Form FA-05000) is now available on the Lincoln Forms Tool.

Rates eligible for a rate hold include the contract's fixed account interest rate and indexed account rates. There is no rate hold on the index value. The applicable index value is determined on the date the contract is issued.

- **Cash with application:** Cash must be received and the contract must be issued within 7 calendar days from the date the application is signed.
- **Transfer of funds (nonqualified):** Funds from noninsurance accounts to nonqualified annuities are treated as cash with application, such as mutual fund shares, CDs, brokerage accounts, or any other financial institution funds selected in section 2B of the ACORD transfer form (ACORD951). Proceeds must be received and the contract must be issued within 7 calendar days from the date the application is signed.

There are no changes to 1035 exchange rate lock procedures. A 60-day rate hold will apply to Lincoln-initiated 1035 exchanges and qualified trustee-to-trustee transfers beginning on the date the application is signed.

Reminder: Lincoln MYGuaranteeSM Plus requires electronic submissions

Electronic applications are required to submit Lincoln MYGuaranteeSM Plus fixed annuity business; paper applications are no longer accepted. Using electronic applications will help contracts get issued faster and reduce not in good order (NIGO) issues, making it easier to do business with Lincoln.



For help with electronic applications, contact your Lincoln representative today.

Reallocation notice changes for fixed indexed annuities

Updated reallocation notice for contracts with an anniversary date on or after November 13

For contract anniversaries on or after November 13th the account details and reallocation renewal rates will no longer be displayed on reallocation notices. Renewal rates can be found on Lincoln's secure website for both clients and financial professionals.

Once logged in, clients and financial professionals can access their renewal rates and reallocate their account by selecting account reallocation under account management. If the client does not want to make changes, no further action is needed. In order for account values to be reallocated, the reallocation request must be completed within 25 calendar days (NOT business days) after the contract anniversary. The renewal rates will only be displayed online for the client during the active reallocation 25-day window.

Two ways to initiate a reallocation – when the contract's reallocation window is open, clients can complete this transaction by:

- Logging into their account at www.LincolnFinancial.com and selecting Account Reallocation under Account Management.
- Calling us with the new allocation request at 888-916-4900 over a recorded line.

Note: Transaction authorization is required to reallocate online or over the phone. If this authorization is outstanding, visit www.LincolnFinancial.com and click on "Contacts, Forms & Claims" to obtain the Transaction Authorization form for annuities.

Online reallocation – Lincoln's secure account management tool provides the ability to complete a reallocation online by following the simple steps outlined on the screens. Besides making reallocation changes online, clients can also view their account performance and access all their correspondence and statements. The renewal rates in the example below are hypothetical and for illustrative purposes only.

The screenshot displays the 'Account reallocation' interface. At the top, there are three numbered steps: 1. Set amounts, 2. Confirm selections, and 3. Reallocations submitted. Below the steps, there is a navigation menu on the right with options: Account details, My information/Beneficiaries, Account activity, Account management, Withdrawals, Account reallocation (highlighted), Correspondence/Statements, Interest credited details, and Service forms. The main content area contains a table with the following data:

ACCOUNT NAME	RENEWAL RATE	ELIGIBLE FOR REALLOCATION	REALLOCATION %
INDEXED ACCOUNTS			
1YR S&P 500 Performance Triggered	7.25%	\$0.00	0 %
1YR S&P 500 Participation	40.00%	\$0.00	0 %
1YR S&P 500 Cap	8.00%	\$108,250.00	0 %
1YR Fidelity AIM Dividend Participation	136.00%	\$0.00	0 %
1Y BlackRock DynamicAlloc Participation	151.00%	\$0.00	0 %
1Y BlackRock DynamicAlloc Par Plus ^{††}	197.00%	\$0.00	0 %
FIXED ACCOUNTS			
Fixed	3.80%	\$0.00	0 %
TOTAL		\$108,250.00	0%

Below the table, it states: 'Reallocation percent must equal 100%.' There are two red arrows pointing to the 'Account reallocation' menu item and the 'REALLOCATION %' column header.

Ready to Sell Lookup

Validating licensing and contracting requirements has never been easier!

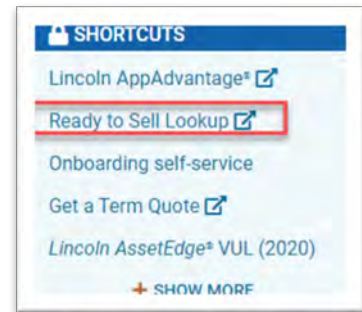
Ready to Sell Lookup is a self-service, sales prep tool that can check a producer’s status, registration, licensing, appointments, contracting and more. Ready to Sell Lookup is available by logging in to LincolnFinancial.com.

The tool is designed for back-office users and financial professionals who are contracted with Lincoln and have an active agent code. It is especially useful for those who are:

- New to working with Lincoln
- Selling a new line of business or product
- Selling in a new state
- Selling hybrid products with multiple authority types

The tool is designed to help reduce Not in Good Order (NIGO) issues and avoid requirement roadblocks before the sales process begins.

Where to learn more: [Overview](#) [FAQ](#) [Training Video](#)



November Forms Release

Standard transition rules, state and product variations apply

Form Number	Name	Comments
AN10915-FLEXP	<i>Lincoln FlexAdvantage</i> Supplement - Primerica	Indexed account updates
AN10915-OBAS	<i>Lincoln Optiblend</i> 5, 7 &10 Supplement - Allstate	
AN11863ID-B	Disclosure Statement for <i>Lincoln OptiBlend</i> - ID	Disclosures updated with additional indexed account details
AN12052ID-B	Disclosure Statement for <i>Lincoln FlexAdvantage</i> - ID	
AN12131ID-C	Disclosure Statement for <i>Lincoln Set 5 II</i> - ID	
AN12127ID-C	Disclosure Statement for <i>Lincoln Covered Choice</i> 5 II - ID	
AN12129ID-C	Disclosure Statement for <i>Lincoln Covered Choice Advisory</i> 5 II - ID	
AN11548ID-C	Disclosure Statement for <i>Lincoln Core Capital</i> - ID	
AN11862ID-B	Disclosure Statement for <i>Lincoln Covered Choice</i> - ID	
AN11864ID-B	Disclosure Statement for <i>Lincoln Covered Choice Advisory</i> - ID	
AN11863NJ-E	Disclosure Statement for <i>Lincoln OptiBlend</i> - NJ	
AN12052NJ-D	Disclosure Statement for <i>Lincoln FlexAdvantage</i> - NJ	
AN12131NJ-C	Disclosure Statement for <i>Lincoln Set 5 II</i> - NJ	
AN12127NJ-C	Disclosure Statement for <i>Lincoln Covered Choice</i> 5 II - NJ	
AN12129NJ-C	Disclosure Statement for <i>Lincoln Covered Choice Advisory</i> 5 II - NJ	
AN11548NJ-D	Disclosure Statement for <i>Lincoln Core Capital</i> - NJ	
AN11862NJ-C	Disclosure Statement for <i>Lincoln Covered Choice</i> - NJ	
AN11864NJ-C	Disclosure Statement for <i>Lincoln Covered Choice Advisory</i> - NJ	
25698	Annuity Request	AIR updates
FA-05000	Rate Lock Procedures for Fixed Indexed Annuities	CWA 7 days signed date
AN11745	Annuity Distribution Request	Miscellaneous updates
AN11745AWS	Annuity Automatic Withdrawal Service Election	
AN07242	Lincoln Fixed, Fixed Indexed and Income Annuities Incoming Wire Instructions	
AN12097	Advisory Fee Authorization Agreement	
AN10243	Certification of Trust Beneficiary	

NAIC Annuity Transactions Model Reg – training required

Many states now require additional training; other states anticipated to follow

The NAIC has amended the Annuity Transactions Model Regulation to align with the best interest standard of care for annuity sales. As part of this Model Regulation, producers will need to complete additional training. Refer to the Frequently Asked Questions document found by logging in to [LINCOLNFINANCIAL.COM](https://www.lincolnsouthwest.com/guidelines-and-education/compliance-guidelines) > GUIDELINES AND EDUCATION > COMPLIANCE GUIDELINES for more information.

Producer training requirements for states who have adopted this NAIC Model

- **New annuity producers** are required to complete a four-credit training course that covers the new requirements.
- **Existing producers** who have previously completed a four-credit training are required to complete a new one-credit training course (a new four-credit course will also meet the requirement). Completion of this training is required within six months after the effective date of the Model Regulation in each state.
- **All producers:** Product-specific training will continue to be a requirement for new and existing producers prior to solicitation of an annuity product.

Note: Where Lincoln is conducting the suitability review, the ACORD 660 form or “Appendix A”, (“Insurance Agent (Producer) Disclosure For Annuities”) is required with the application in states that have adopted the new NAIC Model Regulation. If this form is missing from applications received after the effective date of that state’s adoption, the business will be deemed not in good order (NIGO).

Recent state adoptions – Oklahoma

The following states have recently adopted the revised NAIC Suitability in Annuity Transactions Model Regulation. Producers soliciting annuities in these states will need to complete the general annuity and product-specific training by the deadlines shown. State-specific requirements follow:

State	Effective Date	General annuity deadline if licensed prior to effective date	General annuity deadline if NOT licensed prior to effective date	Product-specific (carrier training) deadline	Reciprocal
Florida	1/1/2024	6/30/2024	Prior to solicitation	Prior to solicitation	Yes
Georgia	8/1/2023	1/31/2024	Prior to solicitation	Prior to solicitation	Yes
Illinois	8/1/2023	1/31/2024	Prior to solicitation	Prior to solicitation	Yes
Kansas	1/1/2024	6/30/2024	Prior to solicitation	Prior to solicitation	Yes
Oklahoma	9/1/2023	4/30/2024	Prior to solicitation	9/1/2023*	Yes
Oregon	1/1/2024	6/30/2024	Prior to solicitation	Prior to solicitation	Yes
Tennessee	1/1/2024	6/30/2024	Prior to solicitation	Prior to solicitation	Yes
Washington	1/1/2024	6/30/2024	Prior to solicitation	Prior to solicitation	Yes
Wyoming	7/5/2023	1/4/2024	Prior to solicitation	Prior to solicitation	Yes

*Product-specific training will be required for all producers as of 9/1/23.

Future state adoptions

View the complete Annuity Education Requirements 50-state chart by logging onto: [LINCOLNFINANCIAL.COM](https://www.lincolnsouthwest.com/guidelines-and-education/compliance-guidelines) > GUIDELINES AND EDUCATION > COMPLIANCE GUIDELINES.

Looking for an article?

The Index of Articles for past issues of the Fixed Annuity Lincoln Leader can be found on the Lincoln Leader archive page of producer websites.

Products and features subject to [state availability](#).

Certain products are only available in select distribution channels. Check your selling agreement for availability.

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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Affiliates are separately responsible for their own financial and contractual obligations.

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LCN-6092829-111323



Fixed annuity contact information

Sales Desk

Product questions/ Sales ideas/
Illustrations/ Website training
Operating hours: 8:00 a.m. – 6:00 p.m. ET

Annuity Sales Desk *Agent Use Only*

Sales Desk: 888-895-4830, Option 2
FixedAnnuitySales@LFD.com

Producer Solutions

Appointments/ Contracting/
Compensation
Operating hours: 8:00 a.m. – 6:00 p.m. ET

Appointments/Contracting

Call Center: 800-238-6252, Option 1, Option 2
New Contracting Paperwork Submission:
Contracting@LFG.com
Fax: 603-226-5311

NAIC Training Questions:
AskAnnuityNAIC@LFG.com

Appointment Status Updates:
LicensingStatus@LFG.com

Compensation

Call Center: 800-238-6252, Option 1, Option 1
Commissions@LFG.com

New Business and Post-Issue

Operating hours: 8:30 a.m. – 5:00 p.m. ET

FAX Numbers

New business: 260-455-0271 (fax)
Post-Issue: 260-455-0263 (fax)

Pre-Issue Good Order (GO) Team

Contact the appropriate New Business Case Coordinator

Forms Submission (*must have an attachment*)
AnnuityForms@LFG.com

Overnight Servicing Address

Lincoln Financial Group
Individual Annuity Operations
1301 S Harrison St., Ft. Wayne, IN 46802-3425

Servicing Address

Lincoln Financial Group
P.O. Box 2348
Fort Wayne, IN 46801-2348

Contact Centers

For agent/client use
Operating hours: 8:00 a.m. – 6:00 p.m. ET

Fixed and Fixed Indexed Annuity

888-916-4900

Lincoln Insured Income, Lincoln Deferred Income Solutions, Lincoln SmartIncome and annuitization:
800-487-1485 x8529

Lincoln Long-Term Care: 877-534-4636

Lincoln fixed, fixed indexed and income annuities are issued by The Lincoln National Life Insurance Company (Lincoln), Fort Wayne, IN. **The Lincoln National Life Insurance Company 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.**

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