

FIXED ANNUITIES

The Lincoln Leader

FEBRUARY 16, 2024
VOLUME 17, ISSUE 2

Market Intel Exchange

Market data and insights from Lincoln and industry asset management partners

This [Market Intel Exchange \(PDF\)](#) covers key themes including interest rates, the economy and the 2024 election.



View more information and sign up for updates [here](#).

The views expressed in the Market Intel Exchange are those of the select asset managers only and not necessarily of any Lincoln Financial Group affiliate or the broker-dealer, or any affiliates. These views are not based on any particularized financial situation, or need, and are not intended to be, and should not be construed as, a forecast, research, investment advice or a recommendation for any specific strategy, product or service from any of the participating investment managers.

What's the cost of waiting?

It's easy to see the risks of unpredictable rates - but if clients wait to invest they may pay a big price in the hidden risk of lost opportunity. View our [new flyer](#) to learn more.

Online fixed annuities resource guide

One stop shop for your marketing and new business needs

Our [digital resource guide](#) gives you access to marketing materials, current rates, client illustrations and new business forms, with no login required.

Another demonstration of the ease of doing business with Lincoln.

HEADLINES

[Market Intel Exchange](#)

[Cost of waiting](#)

[Digital resource guide](#)

[Holiday hours](#)

[New blog post](#)

[Online account management](#)

[APV and Fair Market Value client letter mailings](#)

[Updated web content for the 2023 tax season](#)

[Tax form information](#)

[February forms release](#)

[NAIC training required – VT \(new\)](#)

[Contact information](#)

[Check out our current rates](#) or [run an illustration](#) (no login required).

Individual Annuity Contact Center: Holiday hours

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

- President's Day: February 19th – closed

Topsy-turvy markets? Steady, consistent protection may be your missing asset class

New blog post, by Stephen Turer, SVP Head of Insurance Solutions



Between bond market shocks and a tidal-wave flight to cash, consider focusing on carefully-tailored risk management for resilient client portfolios (and resilient clients). [Read more here.](#)

Explore all of our blogs

Get ideas and insights to help you solve a range of client income needs through holistic planning. See conversation tips, guidance on meeting clients' income needs today, and suggestions on sharpening your practice management skills with [these timely posts](#) from Lincoln Financial's experts.

Promote online account management

Take advantage of online features – have your clients register for access

Encourage your clients to register at LincolnFinancial.com for secure access to their accounts. Clients can take advantage of these features online for most Lincoln annuity accounts:

- Sign-up to receive statements and confirmations electronically
- Track account values
- Initiate withdrawals
- Monitor account activity
- Review and update beneficiaries
- Reallocate eligible interest accounts
- Calculate and request the required minimum distribution
- Update address of record and resident state
- Obtain service forms
- View indexed account interest crediting details

Note: All options may not be available for some older contracts; some functions are subject to firm approvals.

Actuarial Present Value and/or Fair Market Value RMD letters mailed

Also available online

Each year, Lincoln mails letters to clients of Required Minimum Distribution age advising them of the Actuarial Present Value and/or Fair Market Value of their annuity contract. The Actuarial Present Value and/or Fair Market Value is used to calculate their Required Minimum Distribution. Letters have been mailed and are also available on our website.

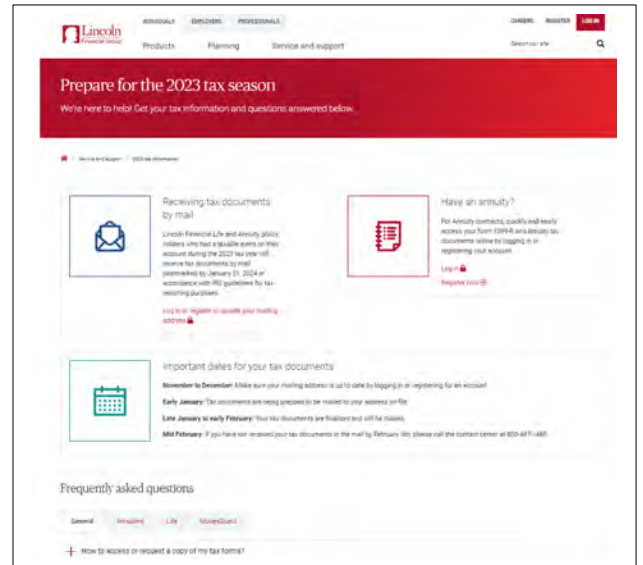
Updated web content helps clients prepare for the 2023 tax season

Available on LincolnFinancial.com

Lincoln has updated the information it provides to clients about various commonly asked tax questions received by Lincoln at this time of year. Common topics include:

- **Receiving tax documents by mail** – Contract holders can get information about when 2023 tax forms are mailed
- **Annuity tax documents** – Contract holders can get information about form 1099-R and other annuity tax documents online by logging in to or registering their secure account
- **Important dates** – Dates to be aware of for various tax documents are listed conveniently all in one place
- **Frequently asked questions** – Includes commonly asked questions that Lincoln receives during tax time, for various business lines

To visit the Tax Center on LincolnFinancial.com, [click here](#).



1099-R information – 2023 tax forms mailed and are available online

Lincoln receives many client calls for forms during tax season

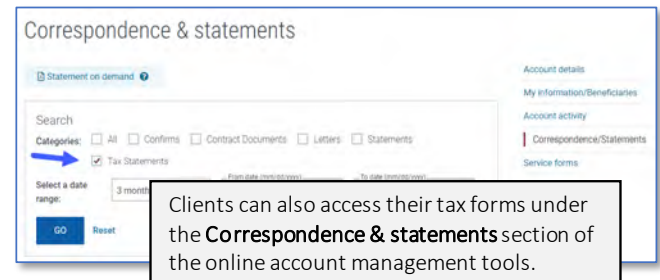
The most common reasons a client might receive a 1099-R include:

- Taking a distribution from their annuity contract (1099-R Box 7, Distribution Code 1, 2 or 7);
- 1035 exchanges (1099-R Box 7, Distribution Code 6); or
- A direct rollover (1099-R Box 7, Distribution Code G).

A client should consult their tax advisor to determine if the tax applies to the distribution Lincoln is reporting.

Available online – Clients can also access their tax forms under the Correspondence & statements section of the online account management tools.

For questions – Contact the Lincoln Call Center or check out our [tax form information page](#). For more information on the form itself, go to www.irs.gov and view the instructions for 1099-R.



February Forms Release

Updated forms; standard transition rules apply

Form #	Name of Form	Comment
25698	Annuity Request	Miscellaneous updates including: listing W-4P only; language updated related to home and mobile telephone
28896	Roth IRA Conversion Request	
32136FIA	i4LIFE® Indexed Advantage Change Request	
AN11745	Annuity Distribution Request - Nonqualified IRA ROTHSEP SARSEP	
AN11745SCAD	Special Circumstance Annuity Distribution Request - Nonqualified IRA ROTHSEP SARSEP	
AN11745SEP	Substantially Equal Periodic Payment	

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.lincolnfinancial.com) > 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 – Utah, Vermont

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
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
Utah	7/1/2024	6/30/2025	Prior to solicitation	Prior to solicitation	Yes
Vermont	7/5/2024	1/4/2025	Prior to solicitation	Prior to solicitation	Yes
Washington	1/1/2024	6/30/2024	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.lincolnfinancial.com) > 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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LCN-6377664-020724



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.**