

LIFE SOLUTIONS

The Lincoln Leader

FEBRUARY 26, 2024
VOLUME 22, ISSUE 5

Product Update: *Lincoln WealthAccumulate*[®] 2 IUL (2020) Indexed Universal Life Portfolio Rate Updates (Reprint)

Caps & Spreads, Dollar Cost Average (DCA), Fixed and Holding Account

Reprinted from February 12, 2024 Lincoln Leader

Throughout Q1 2024, we are taking the following actions. Future policy performance may be affected by these changes.

Caps, participation rates, and spreads

Now effective (as of Feb. 15, 2024)	Effective March 15, 2024
We are increasing caps, participation rates, and spreads on certain indexed accounts for a select group of products.	We are decreasing caps, participation rates, and spreads on certain indexed accounts for a select group of previously sold products.

DCA, fixed, and holding account crediting rates

Effective March 11, 2024

We are **increasing** the Dollar Cost Average (DCA), fixed, and holding account crediting rates for a select group of products.

HEADLINES

[Indexed Universal Life Portfolio Rate Updates \(Reprint\)](#)

[Product Update: *Lincoln WealthAccumulate*[®] 2 IUL \(2020\) \(Reprint\)](#)

[Update to *MoneyGuard*[®] Cancel Date Guidelines](#)

[New Security Feature: Multi-Factor Authentication \(Reprint\)](#)

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Now effective: Increased Indexed Account Caps and Spreads

Effective with new segments opened on or after February 15, 2024, changes affect the following products:

Currently Sold Products

Lincoln WealthAccumulate[®] 2 IUL (2020) - 2/13/23
Lincoln WealthPreserve[®] 2 IUL (2020) - 2/13/23
Lincoln WealthPreserve[®] 2 Survivorship IUL (2022) - 2/13/23
Lincoln AssetEdge[®] VUL (2022)

Previously Sold Products

Lincoln WealthAccumulate[®] 2 IUL (2020)
Lincoln WealthAccumulate[®] 2 IUL (2020)- 5/10/21
Lincoln WealthPreserve[®] 2 IUL (2020)
Lincoln WealthPreserve[®] 2 IUL (2020) - 5/10/21
Lincoln WealthPreserve[®] 2 Survivorship IUL (2022)



Download Lincoln's [Indexed Universal Life Portfolio Rate Updates](#) to see the updated rates.

Decreased Indexed Account Caps and Spreads

Effective with new segments opened on or after March 15, 2024, changes affect the following products:

Previously Sold Products

<i>Lincoln Protector</i> [®] IUL	<i>Lincoln WealthPreserve</i> [®] Survivorship IUL (2014) ¹
<i>Lincoln LifeReserve</i> [®] IUL	<i>Lincoln WealthAccumulate</i> [®] IUL (2018)
<i>Lincoln LifeElements</i> [®] IUL	<i>Lincoln WealthAccumulate</i> [®] IUL (2019)
<i>Lincoln Accumulator</i> [®] IUL (2011) ¹	<i>Lincoln WealthAccumulate</i> [®] IUL (2019) – 9/16/19
<i>Lincoln Accumulator</i> [®] IUL (2014) ¹	<i>Lincoln AssetEdge</i> [®] VUL (2019)

¹Includes the NY version of this product.



Download Lincoln's [Indexed Universal Life Portfolio Rate Updates](#) to see the updated rates.

Increase to Current Fixed, Holding Account and DCA Rates

Effective March 11, 2024, these changes affect the following products:

- Current Fixed and Holding: 3.50% (from 2.00%); *except where noted*
- Current DCA: 4.50% (from 3.00%)

Currently Sold Products:

Lincoln WealthAccumulate[®] 2 (2020) - 2/13/23
Lincoln WealthPreserve[®] 2 (2020) - 2/13/23
Lincoln WealthPreserve[®] 2 SIUL (2022) - 2/13/23²
Lincoln WealthAccumulate[®] 2 IUL (2020)
Lincoln WealthPreserve[®] 2 (2020)

Previously Sold Products:

Lincoln WealthAccumulate[®] 2 (2020) - 5/10/21
Lincoln WealthPreserve[®] 2 (2020) - 5/10/21
Lincoln WealthPreserve[®] 2 SIUL (2022)²

²*Lincoln WealthPreserve*[®] 2 SIUL (2022) - 2/13/23 and *Lincoln WealthPreserve*[®] 2 SIUL (2022) have a 2.25% crediting rate on the Fixed and Holding Account and is increasing to 3.75%; all other products have a 2.00% crediting rate and is increasing to 3.50%.

Illustration Software Updates

If you have an active internet connection, the *Lincoln DesignIt*SM Illustration System (64.0), and the *Lincoln Inforce Platform* (v40.0) automatically updated on February 12, 2024, to reflect the IUL Caps & Spreads, and Crediting Rate Updates. If you need to download software, it is available on the Lincoln producer websites or from Field Office Technicians.

Reference Material

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.

[FAQ](#)

Provides talking points to help answer questions you may receive from customers.

[Indexed UL Rates – Current](#)

Provides Indexed UL rates for currently sold products effective with new segments opened on or after February 15, 2024.



[Download this article pdf](#)

Product Update: *Lincoln WealthAccumulate*[®] 2 IUL (2020)

Now available

Reprinted from the February 12th Lincoln Leader

Lincoln is proud to offer one of the largest life insurance portfolios in our industry. And with such we pride ourselves on recognizing consumer trends and acting on them. We have recently seen a growing consumer trend for products offering greater performance-driven accumulation, and are refining and enhancing our Indexed UL portfolio to remain poised to meet the needs of the future.

Effective February 12, 2024, Lincoln introduced the *updated Lincoln WealthAccumulate*[®] 2 IUL (2020). This accumulation focused IUL provides clients with options to help solve their income needs. *Lincoln WealthAccumulate*[®] 2 IUL (2020) – 02/12/24 replaces the existing *Lincoln WealthAccumulate*[®] 2 IUL (2020) – 04/17/23.

Pricing Summary

Compared to *Lincoln WealthAccumulate*[®] 2 IUL (2020) – 4/17/23, solving for maximum indexed loan distributions

For males and females, solving for maximum distributions at 5.69% using the Fidelity with Fixed Bonus Indexed Account:

Distributions increase 16% on average
(Average increase is 17% for Ages 40+)

The positive returns in this example are hypothetical and are not guaranteed. The example provides the average increase in distributions across males and females of varying ages and underwriting classes, solving for maximum distributions at 5.69% using the Fidelity with Fixed Bonus Indexed Account.

What's New

As of February 12, 2024, the following updates are effective for *Lincoln WealthAccumulate*[®] 2 (2020) IUL - 02/12/24. Where noted, updates apply to currently sold *Lincoln WealthAccumulate*[®] 2 (2020) IUL - 04/17/23.

- **Increase to Caps and Participation Rates***
- **Increase to Current Fixed, Holding and DCA Account Rates***
(Current Fixed and Holding: 3.50%; Current DCA: 4.50%)
- **Addition of 4 Indexed Loan Accounts***
(Indexed Loan Accounts mirror Non-loaned Indexed Accounts)
- **Decrease to Current Policy Value Charge**
(Decreasing to 0%)
- **Changes to Current Premium Load**
9% in first 20 policy years; 5% thereafter
(from 12% years 1-5; 5% years 6+)
- **Extended Current Cost of Insurance duration to age 121** (from age 100)
- **Increase to Current Cost of Insurance Rates**
- **Increase to Guaranteed Policy Loan Charge Rate** 5.25% (from 5%)
- **The *Lincoln Enhanced Value*[®] Rider (LEVR) will have one Return of Premium option of 85%.**
(The 100% and 93% Return of Premium options will be removed from the currently sold product as of Feb. 12, 2024)*

*indicates updates that also apply to the currently sold *Lincoln WealthAccumulate*[®] 2 IUL (2020) – 04/17/23.

Increase to Caps and Participation Rates and Additional Indexed Loan Accounts

Effective February 12, 2024, Lincoln increased certain caps and participation rates on *Lincoln WealthAccumulate*[®] 2 (2020) IUL, which may improve future policy performance. The changes apply only to newly created indexed account segments for *Lincoln WealthAccumulate*[®] 2 (2020) IUL - 02/12/24. The rates also apply to newly created indexed account segments for currently sold *Lincoln WealthAccumulate*[®] 2 (2020) IUL - 04/17/23, *except where indicated in green*. The Illustration software was updated effective February 12, 2024, reflecting the increased participation rates.

Lincoln WealthAccumulate® 2 IUL (2020) Indexed Accounts		Existing Rate¹	New Rate²
Fidelity AIM® Dividend – Fixed Bonus 0% Floor	Account Value Enhancement	1.00%	1.00%
	Participation Rate	155.00%	170.00%
Fidelity AIM® Dividend 0% Floor	Participation Rate	195.00%	210.00%
S&P 500® Multiplier 0% Floor 2% Asset Based Charge deducted when segment opens	Cap	9.50%	9.50%
	Index Credit Enhancement (<i>multiplier</i>)	50.00%	50.00%
	Participation Rate	100.00%	100.00%
S&P 500® Traditional 0% Floor	Cap	10.00%	10.50%
	Participation Rate	101.00%	101.00%
S&P 500® Fixed Bonus 0.25% Floor	Cap	9.00%	9.50%
	Account Value Enhancement	0.25%	0.25%
	Participation Rate	100.00%	100.00%
S&P 500® Performance Trigger 0% Floor	Performance Trigger Rate	7.50%	7.50%

Lincoln WealthAccumulate® 2 IUL (2020) Indexed Loan Accounts³		Existing Rate¹	New Rate²
NEW Fidelity AIM® Dividend Indexed Loan Account– Fixed Bonus 0% Floor	Account Value Enhancement	1.00%	1.00%
	Participation Rate	155.00% ⁴	170.00%
Fidelity AIM® Dividend Indexed Loan Account 0% Floor	Participation Rate	195.00% ⁴	210.00%
NEW S&P 500® Multiplier Indexed Loan Account 0% Floor 2% Asset Based Charge deducted when segment opens	Cap	9.50%	9.50%
	Index Credit Enhancement (<i>multiplier</i>)	50.00%	50.00%
	Participation Rate	100.00%	100.00%
S&P 500® Traditional Indexed Loan Account 0% Floor	Cap	10.00% ⁴	10.50%
	Participation Rate	101.00%	101.00%
NEW S&P 500® Fixed Bonus Indexed Loan Account 0.25% Floor	Cap	9.00% ⁴	9.50%
	Account Value Enhancement	0.25%	0.25%
	Participation Rate	100.00%	100.00%
NEW S&P 500® Performance Trigger Indexed Loan Account 0% Floor	Performance Trigger Rate	7.50%	7.50%

¹ Applies to index segments created on or before January 15, 2024.

² Applies to index segments created on or after February 15, 2024.

³ These accounts are only available for use with Indexed loans.

⁴ Indexed Loan Accounts for the currently sold *Lincoln WealthAccumulate® 2 (2020) IUL - 04/17/23*, will use the existing rate.

Availability and Transition Guidelines

New business applications will be accepted on February 12, 2024 in states where *Lincoln WealthAccumulate*® 2 IUL (2020) – 02/12/24 has been approved. For states approved at rollout the transition period will begin February 12, 2024 and ends on March 13, 2024.

Applications for the *Lincoln WealthAccumulate*® 2 IUL (2020) – 04/17/23 must be signed, dated and received in good order in Lincoln’s home office by the end of the transition period to qualify.

- **New applications received during the transition period with the *Lincoln Enhanced Value*® Rider (LEVR) selected will only allow the 85% Return of Premium option.** The 100% and 93% Return of Premium options will be discontinued as of February 12, 2024
- **For cases with the owner listed as “Trust to be Established”**, formal applications received in the Home Office by the end of the transition period and have been signed by the insured will still qualify as awaiting a trust to be set up is part of the normal course of business. The only paperwork that Lincoln will not require at submission is the executed Certification of Trustee Powers with the trustee/owner’s signature. It must be received prior to issue.
- **For *LincXpress*® Ticket Cases**, a complete ticket and required solicitation forms must be received in good order in Lincoln’s home office by the end of the transition period to qualify.
- **For pending business or policies already issued**, Lincoln will accept a written request and a revised illustration to change to *Lincoln WealthAccumulate*® 2 IUL (2020) – 02/12/24.
- **For policies already placed**, normal internal replacement guidelines apply. Rewrites will not be allowed.
- **For states approved after rollout**, the transition period will be communicated with the availability date.


Illustration Software Updates

If you have an active internet connection, the *Lincoln DesignIt*™ Illustration System (64.0) automatically updated on February 12, 2024, to reflect the participation rate changes. If you need to download software, it is available on the Lincoln producer websites or from Field Office Technicians.

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.

Side by side comparison Lincoln WealthAccumulate® 2 IUL (2020) – 02/12/24 versus Lincoln WealthAccumulate® 2 IUL (2020) – 04/17/23	Technical Resources Product Reference Guide Specimen Contract
Client Resources Client Guide Fact Sheet with SVEE Fact Sheet Strengthen Your Retirement Portfolio Case Study Lincoln WealthAccumulate 2 IUL (2020) Rates at a Glance	

 [Download this article pdf](#)

Update to MoneyGuard® Cancel Date Guidelines

Effective March 11, 2024

To help increase efficiencies, reduce turnaround times and optimize Underwriting outcomes, **beginning March 11, 2024, the Lincoln MoneyGuard® cancel date guidelines will be updated to permit an application to remain open for 60-days following the interview completion date.** This is a change from the current 90-day cancel date and will now align the MoneyGuard process with Lincoln’s core life insurance guidelines.

For cases with a 1035 exchange, the 1035 must be initiated within 60-days of the interview completion. Lincoln will continue to allow for a cancel date extension to complete the 1035 exchange.

Please reach out to your dedicated Lincoln MoneyGuard New Business team with any questions.

New Security Feature: Multi-Factor Authentication For Lincoln MoneyGuard® Online Personal History Interviews

Reprinted from the February 12, 2024 Lincoln Leader

Lincoln is committed to ensuring the security and privacy of our website users. That is why starting Feb. 12, 2024, multi-factor authentication will be required for subsequent logins to the Lincoln MoneyGuard® Online Personal History Interview. Multi-factor authentication adds an extra layer of security to your client’s account to help prevent unauthorized access and to protect their personal information.


How it works:

1. **When users log in to the online Personal History Interview for the first time**, the client will now be asked to provide a number to use for secondary verification in addition to the last four of their social security number (SSN), as they do today. The client will not be able to start the interview without providing a phone number.
2. **If the client Saves and Exits the interview or closes out unexpectedly**, when they access the interview platform again, Lincoln will use the phone number that was provided to send a 6-digit code which the client will use to access the platform.

The screenshot shows the 'Phone Registration' screen. It includes a 'Help' icon in the top right corner. The main text reads: 'Thank you for your Lincoln MoneyGuard® application. Please provide your phone number to verify your identity for future sign in.' Below this, there are radio buttons for 'Mobile' (selected) and 'Landline'. A dropdown menu for 'Country code' is set to the United States. A text input field contains '+1 Mobile number (333) 333-3333'. A note below the field states: 'You may use a mobile or landline, but we recommend using your personal mobile number. This number will be used to call or text you upon future logins to verify your identity.' At the bottom, there is a text input field with the placeholder '+1 Confirm your phone number' and a 'CONTINUE' button.

The screenshot shows the 'Verify your identity' screen. It includes a 'Help' icon in the top right corner. The main text reads: 'We have texted you at:'. Below this, there is a text input field containing 'XXXXXX1796'. Another text input field is labeled 'Enter 6-digit code'. Below that, a timer indicates 'Enter one-time pin within 04:58 min'. At the bottom, there is a 'CONTINUE' button and a link that says 'Didn't receive code? Resend or get a call after 02:58 min'.

Flier For full details on how the multi-factor authentication process works, please review this [informational flier](#).

 [Download this article pdf](#)

Empowering generations: Talk life insurance this Black History Month

New blog post by Stafford Thompson, Jr., senior vice president, head of Life and Executive Benefits Business Management



As we celebrate the visionaries and world changers who paved the way this Black History Month, Black consumers should consider how they can pave the way for themselves, their families and the generations to come. While this might not be the most common message you'll hear in February, Black History Month is the perfect time to consider all the things life insurance can do to create and transfer wealth in the Black community.

[Read more here](#)

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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](#).

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Market Intel Exchange

Market data and insights from Lincoln and industry asset management partners

As of 1/31/2024

State Report
Global Report
Market Outlook by Sector
Equity Market
Fixed Income
Alternative Investments
Management

Responsible products provided by:
The Lincoln National Life Insurance Company
Lincoln Life & Annuity Company of New York

1/29/2024 10:00 AM EST

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Resource Roundup

Don't miss any of the useful resources shared in this newsletter. Below is a summary of links:

[Article: Indexed Universal Life Portfolio Rate Updates](#)

[Flier: Indexed Universal Life Portfolio Rate Updates](#)

[FAQ: Indexed Universal Life Portfolio Rate Updates](#)

[Article: New Security Feature: Multi-Factor Authentication](#)

[Flier: Multi-Factor Authentication](#)

[Article: Product Update: Lincoln WealthAccumulate® 2 IUL \(2020\)](#)

[Side by side comparison: Lincoln WealthAccumulate® 2 IUL \(2020\) –02/12/24 Lincoln WealthAccumulate® 2 IUL \(2020\) –04/17/23](#)

[Product Reference Guide: Lincoln WealthAccumulate® 2 IUL](#)

[Specimen Contract: Lincoln WealthAccumulate® 2 IUL](#)

[Client Guide: Lincoln WealthAccumulate® 2 IUL](#)

[Fact Sheet: Lincoln WealthAccumulate® 2 IUL](#)

[Fact Sheet: Lincoln WealthAccumulate® 2 IUL with SVEE](#)

[Case Study: Strengthen Your Retirement Portfolio](#)

[Rates-at-a- Glance: Lincoln WealthAccumulate 2 IUL \(2020\)](#)

[Blog: Empowering generations: Talk life insurance this Black History Month](#)

[Explore The Informed Professionals Blogs](#)

[PDF: Market Intel Exchange \(PDF\)](#)

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Go Digital

Be sure to check out the [GoDigital website](#) your one-stop shop for all Lincoln digital capability resources!

State Approvals

Last Updated
2/12/2024

[View State Availability Grids](#)

Looking for an article?

[View the Index of Articles](#) for past issues of the Lincoln Life Leader or visit the Lincoln Leader archive page on your producer websites.

Important Information:

Lincoln life insurance policies are issued by The Lincoln National Life Insurance Company, Fort Wayne, IN, and 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.**

Policies sold in New York are issued by Lincoln Life & Annuity Company of New York, Syracuse, NY, and distributed by Lincoln Financial Distributors, Inc., a broker-dealer.

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.

Products, riders, and features are subject to state availability. Limitations and exclusions may apply.

With variable products, policy values will fluctuate and are subject to market risk and to possible loss of principal.

Lincoln variable universal life insurance is sold by prospectuses. Carefully consider the investment objectives, risks, and charges and expenses of the policy and its underlying investment options. This and other important information can be found in the prospectus for the variable universal life policy and the prospectus for the underlying investment options. Prospectuses are available upon request and should be read carefully before investing or sending money. For current prospectuses, please call 800-444-2363 or go to www.LincolnFinancial.com.

It is possible coverage will expire when either no premiums are paid following the initial premium, or subsequent premiums are insufficient to continue coverage.

Only registered representatives can sell variable products.

For Financial Professional use only. Not for use with the public.

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-6413117-022024

