

FIXED ANNUITIES

# The Lincoln Leader

MARCH 8, 2024  
VOLUME 17, ISSUE 3

## Enhancements to the indexed account line-up for Lincoln fixed indexed annuities

Effective for contracts issued on or after March 18, 2024

Lincoln is pleased to announce an additional indexed account option for new fixed indexed annuity contracts designed to provide growth potential in up, flat, and even down markets. Effective for most new contracts issued on or after March 18th, clients can allocate premium to a new account:

➔ 1 Year S&P 500 Dual Trigger

[See the new Dual Trigger flyer here!](#)

## Additional indexed account updates

Updates to *Lincoln OptiBlend*® contracts issued on or after March 18, 2024

- The 1 Year S&P 500 10% Daily Risk Control Trigger will be an option on new contracts.
- The 1 Year S&P 500 10% Daily Risk Control Spread account will no longer be available.

[See the new Daily Risk Control Trigger flyer here!](#)

### Transition Guidelines:

Effective March 18, 2024, the 1 Year S&P 500 10% Daily Risk Control Spread account will no longer be available for new *Lincoln OptiBlend*® contracts. To allocate money to this account, both paper and electronic applications must be signed, dated, received in good order, and funded by 4pm ET on Friday, March 15, 2024. If funds are not received by the deadline, new allocation instructions must be provided and can be accepted on a recorded line.

Note: Lincoln's forms and electronic submission platforms will be updated with the index changes on March 18, 2024.

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## New Indexed Account: 1 Year S&P 500 Dual Trigger

Provides growth potential in up, flat or down markets

### How it works:

1. The dual trigger rate is credited to the account if the S&P 500 Index is up or remains flat over a one-year indexed term.
2. If the index is negative by less than the value of the dual trigger rate, the difference is credited.
3. If the index change is negative by the value of the dual trigger rate or more, the account is protected from loss, but no interest is credited.

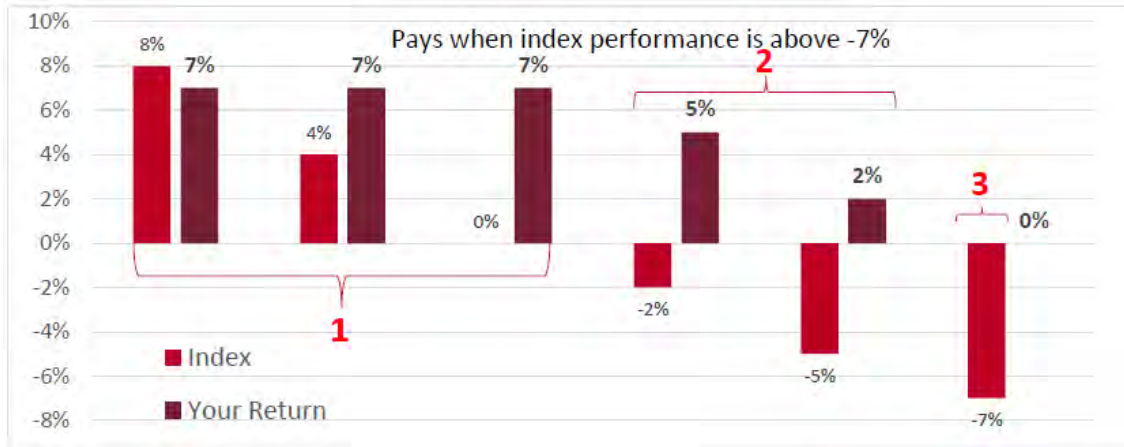


Figure shows how the account performs during different market scenarios, assuming a 7% dual trigger rate. The actual rate will be determined at contract issue and is declared annually by the issuing company at its discretion. Subsequent interest rates may be higher or lower than the initial one and may be different from those used for new contracts.

## New Indexed Account: 1 Year S&P 500 10% Daily Risk Control Trigger

Provides growth potential in up or flat markets

### How it works:

1. The performance trigger rate is credited to the account if the S&P 500 Daily Risk Control 10% Index is up or remains flat over a one-year indexed term.
2. If the index change is negative, the account is protected from loss, but no interest is credited.

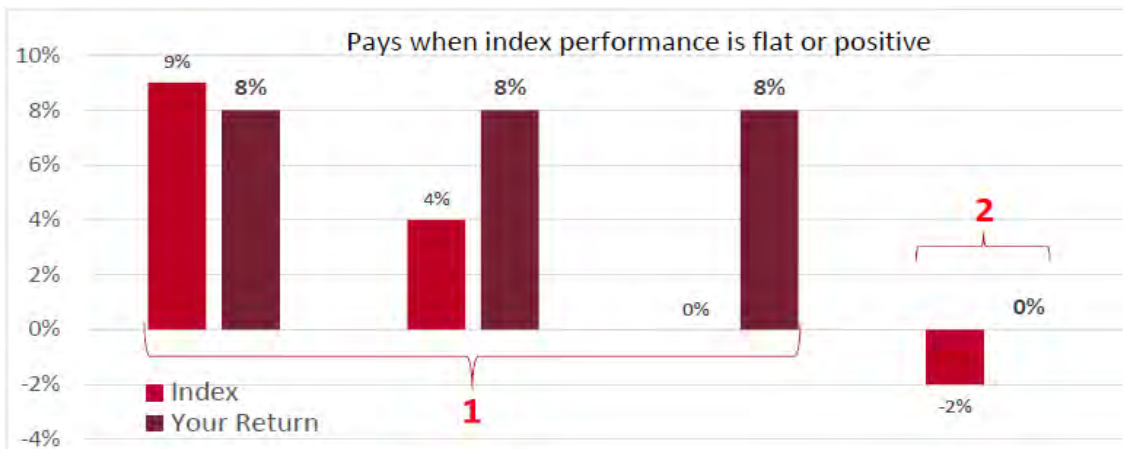


Figure shows how the account performs during different market scenarios, assuming an 8% rate. The actual rate will be determined at contract issue and is declared annually by the issuing company at its discretion. Subsequent interest rates may be higher or lower than the initial one and may be different from those used for new contracts.

Available indexed accounts for new contracts issued on or after March 18, 2024:

### *Lincoln OptiBlend<sup>®</sup> fixed indexed annuity*

- 1 Year S&P 500 Dual Trigger
- 1 Year S&P 500 Performance Triggered
- 1 Year S&P 500 10% Daily Risk Control Trigger
- 1 Year S&P 500 Cap
- 1 Year S&P 500 5% Daily Risk Control ER Spread
- 1 Year S&P 500 Participation
- 1 Year & 2 Year BlackRock Dynamic Allocation Participation
- 1 Year Fidelity AIM Dividend Participation

### *Lincoln FlexAdvantage<sup>®</sup> fixed indexed annuity*

- 1 Year S&P 500 Dual Trigger
- 1 Year S&P 500 Performance Triggered
- 1 Year S&P 500 Cap
- 1 Year S&P 500 Participation
- 1 Year BlackRock Dynamic Allocation Participation
- 1 Year Fidelity AIM Dividend Participation

Review the product Fact Sheets for more information and complete index disclosures. Not available in all states or in all firms. Illustrations will reflect the indexed account updates as of March 18, 2024.

Access our [fixed annuity resource guide](#) for marketing materials, current rates, client illustrations and new business forms – 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:

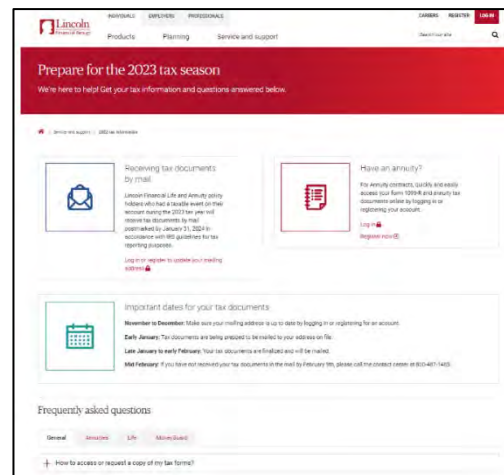
- Good Friday: March 29, 2024 – closed

## 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](#).

## 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.

## Why Lincoln? Review some key facts about the company

### Updated flier highlights Lincoln's strength

Familiarize yourself with Lincoln's solid balance sheet and strong credit agency ratings by viewing the [Q4 2023 Key Facts flier](#).

The flier offers information on Lincoln's:

- Key facts and rankings
- Key financials
- Financial strength ratings
- Awards and recognition
- General account assets



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

Lincoln receives many client calls for forms during tax season

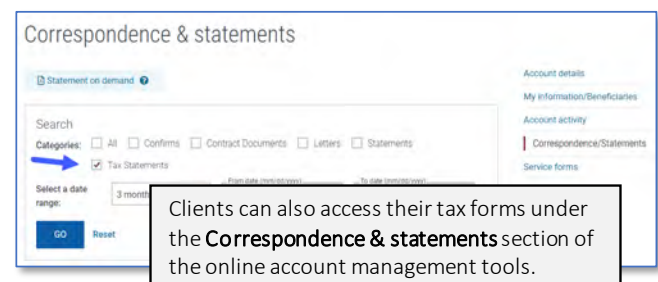
The most common reasons a client might receive a 1099-R include:

- 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](http://www.irs.gov) and view the instructions for 1099-R.



## IRA Contribution Information

### Form 5498 Tax Reporting and 2023 Tax Year Deadline

Form 5498 is used to report regular and rollover contributions to IRAs, including Traditional IRAs and Roth IRAs, and is for informational purposes only. It does not need to be filed with the client's tax return. Per IRS regulations, Lincoln must mail the Form 5498 no later than May 31<sup>st</sup> of the year following the contribution year.

Since clients can make a 2023 tax year IRA contribution until the IRS tax filing deadline for that tax year, Lincoln does not send out the 2022 Form 5498s until May 2023. Note: Trustee-to-Trustee transfers are not reported via a Form 1099-R or a Form 5498.

- Reminder: IRA Contributions for the 2023 Tax Year must be postmarked by April 15, 2024. Be sure to clearly indicate the contribution tax year on the check.

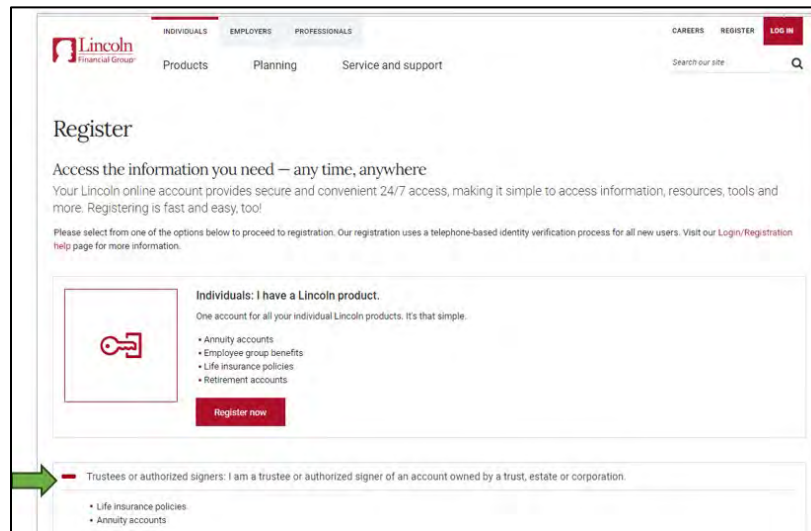
# Simplified registration process for estates and trusts

## Reduced steps and personal information required to create an account

Lincoln has simplified the registration process on LincolnFinancial.com for authorized signers of Annuity accounts that are owned by a trust or estate. We are pleased to introduce a process with fewer total steps and minimal use of personally identifiable information. This new streamlined process is now live.

### Here is a snapshot of what’s changed:

- The authorized signer will no longer have to identify their product type to access the appropriate registration request flow.
- There will be one registration request link on LincolnFinancial.com.



- Each trustee or authorized signer’s identity will still be verified through their phone number to send an authentication code.

The URL to bookmark for trust or estate registration requests is <https://regl.lincolnfinancial.com/ent-ui-regn-ent-ty/index.html#/>.

If you have bookmarked any previous LincolnFinancial.com trust or estate registration URLs, please replace it with the new URL. We are pleased to share this new modernized approach to our registration process. If you have questions or need assistance, please contact 888-916-4900.

## March Forms

### Updated forms available March 18, 2024; standard transition rules apply

Form #	Name of Form	
AN10915-FLEXP	Flex Advantage Supplement - Primerica	Updated index accounts
AN10915-FLEX	Flex Advantage Supplement	
AN10915-LS2	Lincoln Set 5 II Supplement	
AN10915-OB	Optiblend 5, 7 &10 Supplement	
AN10915-OBAS	Optiblend 5, 7 &10 Supplement - Allstate	
AN10915-CC	Covered Choice Supplement	
AN10915-CCAS	Covered Choice Supplement - Allstate	
AN10915-CCA	Covered Choice Advisory Supplement	
AN10915-CC2	Covered Choice II Supplement	
AN10915-CCA2	Covered Choice Advisory II Supplement	
AN10915-FLEXP	Flex Advantage Supplement - Primerica	
AN10915-FLEX	Flex Advantage Supplement	
AN10915-LS2	Lincoln Set 5 II Supplement	
AN11725	Lincoln Fixed Indexed Annuities Guaranteed Minimum Interest Rates	

## 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) > 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 – Indiana, New Hampshire

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
<b>Indiana</b>	<b>7/1/2024</b>	<b>12/31/2024</b>	<b>Prior to solicitation</b>	<b>Prior to solicitation</b>	<b>Yes</b>
Kansas	1/1/2024	6/30/2024	Prior to solicitation	Prior to solicitation	Yes
<b>New Hampshire</b>	<b>2/16/2024</b>	<b>8/15/2024</b>	<b>Prior to solicitation</b>	<b>Prior to solicitation</b>	<b>Yes</b>
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) > 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-6450877-030424



# 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](mailto: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](mailto:Contracting@LFG.com)  
Fax: 603-226-5311

**NAIC Training Questions:**  
[AskAnnuityNAIC@LFG.com](mailto:AskAnnuityNAIC@LFG.com)

**Appointment Status Updates:**  
[LicensingStatus@LFG.com](mailto:LicensingStatus@LFG.com)

## Compensation

Call Center: 800-238-6252, Option 1, Option 1  
[Commissions@LFG.com](mailto: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](mailto: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

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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.**