

LIFE SOLUTIONS

# The Lincoln Leader

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## Year-End is Here!

### Important reminder to ensure placement by Dec. 31, 2021

Lincoln's Underwriting & New Business department is committed to helping you meet your year-end goals and objectives. Our focus is to ensure the maximum amount of your business is placed before the close of business on Dec. 31, 2021.



All placement-restrictive requirements, including premium, must be received at Lincoln in-good-order today to be guaranteed for placement by Dec. 31, 2021.

NOTE: Any case eligible for the [Lincoln VUL<sup>ONE</sup> Suite Enhanced Underwriting Program](#) (one-class underwriting upgrade) or the [Lincoln MoneyGuard Market Advantage<sup>®</sup> Expanded Couples Discount Program](#) must be placed inforce, or 1035 exchange initiated, by Dec. 31, 2021.

### Reminders

- All business placed inforce with premium Dec. 24 - 31, 2021, will count as 2021 production but will be treated as 2022 earnings.
- Use Lincoln's digital capabilities to help get your case placed:
  - **eNIGO**: resolve not-in-good-order form requirements more quickly and efficiently with electronic signatures.
  - **ePolicy delivery**: offers mobile-friendly, secure online policy review with electronic signing for the agent and client for same day delivery of issued policies.
  - **Pending Case Status**: Access up-to-date status on pending cases from your Lincoln Producer website or in Automated Email Notifications.
  - Visit [www.LFG.com/GoDigital](http://www.LFG.com/GoDigital) for more information and reference materials.
- Include in-good-order EFT forms for **all bank draft cases** and note on the coversheet if the first premium will be drafted. Available for all modes, including monthly, quarterly, semi-annual and annual payments.
- **Wire Transfers are not instantaneous**. Please allow a minimum of 4 hours after initiation of a wire to Lincoln before trying to confirm its receipt. For more information, view: [Wire and ACH Instructions](#).
- VUL policies will be placed inforce within 2 business days from the date in which the final placement restrictive requirement was received in-good-order.

### HEADLINES

[Year-End is Here!](#)[Long-Term Care Claims Update](#)[Notice: Policy Owners Impacted by Severe Weather in Kentucky](#)[Lincoln VUL Dollar Cost Averaging Fixed Account Enhanced Interest Rate Program \(reprint\)](#)[Per Diem Limit for 2022 \(reprint\)](#)[Coming Soon – Lincoln Life Insurance Unified Product Application 2022 \(reprint\)](#)

## Long-Term Care Claims Update

### Coming soon

We are pleased to announce that we have partnered with a third-party, LTCG, to handle the long-term care claims process, including notice of claim, eligibility decision, invoice management and recertification.

Lincoln strives to continuously improve the experience and by partnering with LTCG, Insureds and their families will benefit from:



**Simpler client experience** – LTCG will handle the claims process, focusing on reducing customer effort and helping customers appropriately manage their benefits.



**Robust online functionality** – LTCG has functionality that will allow our customers to submit and track their claim status online.

No action is needed from you or your clients at this time. If you have any questions, please contact our Customer Contact Center at 800-487-1485.

## Notice: Policy Owners Impacted by Severe Weather in Kentucky

Lincoln Financial Group® (Lincoln) recognizes the hardships many of our policy owners and agents have experienced related to severe weather and tornadoes in Kentucky. As the severe weather may have impacted the timeliness of payments and submission of paperwork, we will work with our policy owners, agents and brokers, on a case-by-case basis, to ensure their Lincoln insurance coverage will remain in force and not lapse due to nonpayment of premium.

If you were impacted by severe weather and tornadoes, please contact us at the phone number listed below with any questions you may have with your coverages:

- Individual Life Insurance: 1-800-487-1485

## Lincoln VUL Dollar Cost Averaging Fixed Account Enhanced Interest Rate Program

**Extension effective Jan. 1, 2022**

***Reprinted from the Dec. 13, 2021, Lincoln Life Leader***

Lincoln is pleased to extend the VUL Dollar Cost Averaging Fixed Account Enhanced Interest Rate Program through Jun. 30, 2022. This program includes an enhanced current interest rate to help with short-term returns while the client transfers funds into variable investment options using a 12-month Dollar Cost Averaging (DCA) program.

The enhanced program applies to all currently available Lincoln VUL products. The enhanced current interest rate will be determined as follows:

1. There are no changes to the current enhanced interest rates through Dec. 31, 2021.
  - a. New formal applications signed, dated, and received in-good-order in Lincoln's home office on or before **Dec. 31, 2021**, are eligible.
2. Effective Jan. 1, 2022, the current enhanced interest rates will be extended, and they will remain as follows.
  - a. Accumulation Products: *Lincoln AssetEdge*® VUL and *Lincoln AssetEdge*® Exec VUL will continue to receive an **8% enhanced current interest rate**.
  - b. Lifetime Guarantee Products: *Lincoln VUL<sup>ONE</sup>* and *Lincoln SVUL<sup>ONE</sup>* will continue to receive a **2% enhanced current interest rate**.
  - c. **New** formal applications signed, dated, and received in-good-order beginning **Jan. 1, 2022**, through **Jun. 30, 2022**, are eligible.

The DCA Fixed Account Enhanced annual effective rate is paid on the declining balance in the Fixed Account so the amount of interest earned will be less. These fixed rates do not reflect performance of the variable investment options selected by the client. For more information please see this [fact sheet](#).

Neither dollar cost averaging nor portfolio rebalancing assures a profit or protects against loss in declining markets. Because dollar cost averaging involves continuous investment regardless of changing price levels, clients should consider their ability to continue purchasing through periods of all price levels.

## Per Diem Limit for 2022

***Reprinted from the Dec. 13, 2021, Lincoln Life Leader***

The Per Diem Limit is the maximum daily benefit used for determining certain benefits under the *Lincoln LifeEnhance*® Accelerated Benefits Rider and *Lincoln LifeAssure*® Accelerated Benefits Rider. Lincoln will use the limit in effect at the beginning of each Benefit Period for the entire Benefit Period. The Internal Revenue Service establishes this limit annually on Jan. 1st. The [Per Diem Limit](#) for 2022 will be \$390 which is a decrease of \$10 from the 2021 rate.


## Coming Soon – Lincoln Life Insurance Unified Product Application 2022

### New and updated forms launching Feb. 14, 2022

*Reprinted from the Dec. 13, 2021, Lincoln Life Leader*

Beginning Feb. 14, 2022, Underwriting & New Business will implement an updated application package for all life insurance products and submission methods. We are excited to share with you a preview of these new and updated forms, which you can access via our [Overview of Key Changes](#) document. This document provides a comprehensive overview of each form and the changes made throughout the application.

This updated application package has been designed, based on feedback from our partners and consumers, to enhance the user experience of completing and applying for a policy, improve clarity and readability of the forms, and reduce overall turnaround times by increasing efficiencies within case processing and underwriting. Keep an eye out for additional information as we get closer to launch in February!



UNDERWRITING & NEW BUSINESS

### Lincoln Life Insurance Unified Product Application 2022

#### Overview of Key Changes

Beginning February 14, 2022, Lincoln Underwriting & New Business will launch an updated application package for all life insurance products and submission methods. This updated application package has been designed to enhance the user experience of completing and applying for a policy, improve clarity and readability of the forms, and reduce overall turnaround times by increasing efficiencies within case processing and underwriting.

#### What you need to know

**The updated application package will be used for:**

- All Term, Universal Life (UL), Indexed UL and Variable UL products\*
- All ages and all face amounts
- All submission methods (Traditional full application, eApp and Ticket)
  - Lincoln TermAccel will remain a fully electronic process with eTicket submissions only and required eDelivery
- The application package will automatically update on the Lincoln Forms Tool, or wherever you access Lincoln's forms.

#### Transition Guidelines

**Electronic Submissions**

- Beginning February 14, 2022, the new application packet will be available on electronic submission platforms, for states that have approved the new forms.
- For states that have not approved the new application packet as of February 14, 2022, the old forms will remain on the electronic platform. Upon the state approval of the new forms, the new application packet will be made available.

**Traditional LinkXpress Ticket Submissions**

- Effective on or after February 14, 2022, only the new ticket will be accepted.
- If an old LinkXpress ticket is submitted on or after February 14, 2022, the agent will be contacted for any missing information required for the new ticket.

**Traditional Full Application Submissions**

- There will be a 90-day transition period beginning February 14, 2022, in which Lincoln will accept either the current application or the new application for all states that have approved the new application.
- For states that have not approved the new application as of February 14, 2022, the 90-day transition will begin when the new application is approved.

Continue reading to learn more about the exciting changes we've made to our forms!

\*Not for use in New York or with Lincoln MoneyGuard® products.  
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### [2022 Life Insurance Application Package Updates: Overview of Key Changes](#)

# State Approvals

Updates since Dec. 13, 2021

**No Change**

[View State Availability Grids](#)

Products and features are subject to availability and may vary by state.

Contractual obligations and Guarantees are subject to the claims-paying ability of the issuing company:

- The Lincoln National Life Insurance Company of Fort Wayne, IN; or
- Lincoln Life & Annuity Company of New York of Syracuse, NY.

Variable products distributed by Lincoln Financial Distributors, Inc., Members of Lincoln Financial Group.

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The Lincoln National Life Insurance Company does not solicit business in the state of New York, nor is it authorized to do so.

Variable insurance products are sold by prospectus. Consider the investment objectives, risks, charges, and expenses of the variable product and its underlying investment options carefully before investing. The prospectus contains this and other information about the variable product and its underlying investment options. Please review the prospectus available online for additional information. Read it carefully before investing.

**Only registered representatives can sell variable products.**

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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