

As we move through 2021 at Lincoln, we continue our commitment to offering competitive solutions and streamlined processes.

### PRICING UPDATE---TERM

We're pleased to announce **pricing** updates effective 6/14/2021 to:

#### ***Lincoln TermAccel® Level Term (2019)***

The following core cells, all term durations, will rank in the top 3 compared to key competitors:

- **Face amounts of \$500k - \$1M**, premiums will be top 3 for most cells, ages 40–60

#### ***Lincoln LifeElements® Level Term (2019)***

The following core cells, all term durations, will rank in the top 3 compared to key competitors:

- **Face amounts \$1M and above:**
  - Premiums will be top 3 for nearly all cells, ages 41+
  - Premiums will be #1 for a large majority of cells, ages 45+
- **Face amounts of \$500k - \$999k**, premiums will be top 3 for most cells, ages 55+

Along with these pricing updates, the monthly modal factor has been reduced. This results in a 1.7% decrease for monthly premiums, in addition to any other rate changes.

[Click here for more details.](#)

[Access our TermAccel digital resource guide.](#)

[See our Large Case Know How!](#)

### PRODUCT UPDATES

***MoneyGuard Market Advantage® is approved in Montana!***

The next generation in long-term care expense planning, MoneyGuard Market Advantage®, will be available to new sales in the state of Montana on June 14, 2021.

#### ***Lincoln MoneyGuard® changes in Washington State***

Effective June 14, 2021, Lincoln will require the following for new sales in the state of Washington for MoneyGuard® III and MoneyGuard Market Advantage®:

- For policies with issue ages below 60, the minimum initial premium due at-issue will need to be at least \$7,500.

No other states are impacted by this change.

[Click here for more details.](#)

#### ***Reminder: MoneyGuard® Product Updates – June 14, 2021***

As I previously shared, effective June 14, 2021, we will be introducing the **Flexible Care Cash Amendment** to the Transitional Care Assistance Benefit on Lincoln **MoneyGuard® III**. This amendment provides clients additional benefit flexibility with access to receipt-free cash to help cover informal care needs at home including the opportunity for a spouse to provide the care.

Additionally, **Lincoln MoneyGuard® III**, **Lincoln MoneyGuard® II** and **Lincoln MoneyGuard® II NY** will update rates to address the recent 7702 regulatory updates. These are not pricing changes and long-term care benefits will remain the same after the updates.

[Click here for more details.](#)

## PROCESS UPDATES

### Update to Lincoln's long-term care claims process

Effective July 2021, we will be contracting with an industry leading long-term care firm, The Helper Bees, to streamline our long-term care claims adjudication process.

### Professional Advantage Program

**Effective June 1, 2021**, we expanded this program to **include Lincoln LifeElements® Level Term**, and we decreased the **annual income requirement** to a **minimum of \$100,000**, from the previous minimum of \$200,000. As a reminder, there is no minimum net worth requirement for clients applying through this program.

[See the Advantage.](#)

### Digital Billing and Payment for Term Life Policyholders

Lincoln is committed to enhancing the customer experience and we are excited to provide an easier, faster way for our **Term policy holders to receive and pay their premium bills online**. To help meet customer needs, Lincoln is rolling out these two digital enhancements:

**eBill**— customers can elect to receive their Term life insurance premium bills electronically starting June 14<sup>th</sup>

**ePay**— customers will have the option to pay their Term life insurance premiums online coming in July

[Click here](#) to learn how they can set up their account and communication preferences.

[Click here for more details.](#)

### Update to Quick Quotes and Trial Application Guidelines

Lincoln's Underwriting & New Business team is committed to providing excellent service for our partners and consumers. To ensure our teams remain focused on formal applications while maintaining our Service Level Agreements through the summer months, **effective June 21, 2021** we are making the following updates to our Quick Quote and Trial (Informal) Application Guidelines for all life insurance products including Term, UL, IUL and VUL (excluding Lincoln MoneyGuard). These guidelines will remain in effect until further notice.

**Quick Quote Requests:** The **Spectra** or **XRAE** Quick Quote (QQ) tools must be used, rather than sending a request to the dedicated team QQ email address

> If a QQ is not able to be generated from Spectra or XRAE, the tool will "Refer to Underwriter" (RTU) and auto-generate an email directly to the dedicated team QQ email address

#### **QQ Service Level Agreement expectations:**

- **Spectra or XRAE QQ:** Available online with 24/7 access and immediate results
- **For QQ through Spectra or XRAE that result in a RTU status:** 2-3 business days
- **For QQ requests that do not first come through Spectra or XRAE:** 7 business days

To access Spectra, XRAE, and other resources including a NEW Spectra Field Underwriting Guide, visit our [Quoting](#) page on [LFG.com/GoDigital](https://lfg.com/GoDigital).

**Trial (Informal) Applications:** The minimum face amount requirement for all term and permanent business will be **increased to \$2 million**; Service Level Agreement turnaround time will **remain at 7 business days**.

[Click here for more details.](#)

## KEY REMINDERS

1. Lincoln is currently offering an [Enhanced Underwriting Upgrade Program](#) to provide even more value with our suite of Lincoln VULONE product solutions.
2. On May 10, 2021, [Lincoln revised our COVID-19 temporary underwriting guidelines](#), including our Table Reduction Program (TRP) availability and increased Internal Retention Limits
3. Be sure to check out our [Challenge Accepted campaign and platform](#)

## UPCOMING EVENT

**The Washington Update with Andy Friedman hosted by Lincoln Financial Distributors**  
[Register here](#) to join us on Thursday, June 17<sup>th</sup> at 2pm!

### IMPORTANT INFORMATION:

#### Issuers:

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

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

**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.

**Distributor:** Lincoln Financial Distributors, Inc., a broker-dealer.

**Policies:** MoneyGuard Market Advantage®, a variable universal life insurance on policy form ICC20-MGV892/20-MGV892 with a Long-Term Care Benefits Rider (LTCBR) on Rider Form ICC20LTCBR-892/LTCBR-892, and a Value Protection Rider on Form ICC20VPR-892/VPR-892.

Lincoln *MoneyGuard*® III, universal life insurance on policy form ICC19-MG890/19-MG890 with the following riders: Value Protection Endorsement (VPE) on form ICC19END-10534/END-10534; Terminal Illness Acceleration of Death Benefit Rider (TIR) on form ICC19TIR-891/TIR-891; Long-Term Care Benefits Rider (LTCBR) on form ICC19LTCBR-890/LTCBR-890. For use in all states except CA and NY.

Lincoln *MoneyGuard*® II, universal life insurance on Policy Form LN880 with the following riders: Value Protection Rider (VPR) on form LR880 Rev; Long-Term Care Acceleration of Benefits Rider (LABR) on form LR881; optional Long-Term Care Extension of Benefits Rider (LEBR) on form LR882. Only available in CA.

Lincoln *MoneyGuard*® II NY, universal life insurance on policy form LN880a with the following riders: Value Protection Rider (VPR) on form LR880a Rev; Long-Term Care Acceleration of Benefits Rider (LABR) on form LR881a; Long-Term Care Extension of Benefits Rider (LEBR) on form LR882a; Terminal Illness Acceleration of Death Benefit Rider (TIR) on form LR883a; Nonforfeiture Benefit Rider (NBR) on form LR885a. Only available in New York.

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