

Lincoln *MoneyGuard*® II NY

Lincoln Financial announces new product to the *MoneyGuard* Solutions Suite

As part of our long-standing commitment to provide you and your clients with our strongest long-term care solutions, we are constantly reviewing and enhancing our product lineup.

As a result, we are pleased to announce the launch of Lincoln *MoneyGuard* II NY, which provides a 0-day elimination period on all services allowing clients to access long-term care benefits sooner. The introduction of a new couples discount, compound inflation option and guaranteed return of premium on all payment options adds additional simplicity and flexibility. In addition, Lincoln *MoneyGuard* II NY will be expanding our payment options and return of premium to provide clients with more choices.

Lincoln *MoneyGuard* II NY complies with the 2017 Commissioner's Standard Ordinary (CSO) mortality table adopted by the NAIC.

What we are doing

Added simplicity	More flexibility
Reduced barriers <ul style="list-style-type: none"> Guaranteed return of premium available on single pay and flex pay premium options. 	0-day elimination <ul style="list-style-type: none"> Once qualified, no waiting period for any covered services.
Couples discount <ul style="list-style-type: none"> You and your partner get a discount just for being together; available on the Long-Term Care Extension of Benefits Rider (LEBR) only. 	Additional compound inflation option <ul style="list-style-type: none"> 3% or 5% compound inflation available on the LEBR.
Duration options <ul style="list-style-type: none"> Both riders are available to all ages (40–79): Long-Term Care Acceleration of Benefits Rider (LABR) and Long-Term Care Extension of Benefits Rider (LEBR). 	Flex pay options <ul style="list-style-type: none"> Flexible premiums available to be paid up to the greater of 10 years or age 65; could be lower for higher issue ages.
Benefits abroad <ul style="list-style-type: none"> International benefits are available for care received in a nursing home or assisted living facility. 	Terminal Illness Rider (TIR) <ul style="list-style-type: none"> Lump sum between 25% to 75% of the specified amount if diagnosed as terminally ill.
No-Lapse Protection <ul style="list-style-type: none"> Policy design includes a No-Lapse Premium Test using a Monthly No-Lapse Premium. 	Residual Death Benefit <ul style="list-style-type: none"> If your death benefit has been exhausted to pay for long-term care expenses, your beneficiaries still receive a residual death benefit.

Why we are doing it

This product launch allows us to comply with the new industry requirement that became effective for all life insurance policies sold on or after January 1, 2020 – the use of new 2017 CSO Mortality Table.

Insurance products issued by:
Lincoln Life & Annuity Company of New York

For use with financial professionals only. Not for use with the public.

How this change impacts your business

Enhanced application process

Lincoln *MoneyGuard*® II NY will leverage the enhanced application submission process introduced nationwide in 2018. There will be new forms to replace the ticket. The new forms package will create a more efficient application process and a better client experience by reducing the redundancy of questions asked during the interview process.

The new forms include:

- Application Part I
- Medical LTC Supplement
- Application Part II

There will also be a customized experience to complete forms. Based on preference, clients can choose to complete the Medical LTC Supplement and Part II Application over the phone with a Lincoln representative, or by completing the paper forms with their agent.

New York Regulation 187

Effective February 1, 2020, financial professionals are required to complete case-specific suitability reviews along with two pre-sale training courses prior to soliciting new business or servicing existing business in New York. The trainings include:

1. New York Regulation 187 Best Interest training
2. Carrier specific product training

Lincoln's product training module for *MoneyGuard* II NY will be made available in mid-December through approved vendors.



Contact your Lincoln *MoneyGuard*® representative for more information.

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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Order code: MG-WWHW-FLI003



Important information:

Issuer: Lincoln Life & Annuity Company of New York, Syracuse, NY

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. The insurance policy and riders have limitations, exclusions, and reductions. Check state availability. Long-term care benefit riders may not cover all costs associated with long-term care costs incurred by the insured during the coverage period. Accelerated death benefits may be taxable and may affect public assistance eligibility.

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

Policy: Lincoln *MoneyGuard*® II NY, Policy, policy issued by Lincoln Life & Annuity Company of New York, Syracuse, NY, 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.

All financial professionals need to ensure they are appropriately credentialed and licensed prior to soliciting business and submitting an application.

Lincoln *MoneyGuard*® II NY is a universal life insurance policy with optional long-term care riders.

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