

# Lincoln *MoneyGuard*® II (2020)

Lincoln Financial announces pricing update to *MoneyGuard*® II in California.

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As a leader in the hybrid long-term care marketplace, Lincoln continues its commitment to be a provider of responsibly and competitively priced long-term care hybrid solutions.

Effective November 11, 2019, Lincoln Financial will implement pricing updates to the Lincoln *MoneyGuard*® II product with the launch of Lincoln *MoneyGuard*® II (2020). This is a change to rates only. There are no changes to the product structure, contract language, forms, compensation, or types of benefits provided.

This update will comply with the Principle-Based Reserving (PBR) requirements and 2017 Commissioner's Standard Ordinary (CSO) mortality table adopted by the NAIC.

Following a transition period, Lincoln *MoneyGuard*® II (2020) will replace currently sold Lincoln *MoneyGuard*® II (2019) in California.

## What we are doing

Due in large part to the Principle-Based Reserving (PBR)/2017 CSO Mortality Table regulatory changes and the significant headwinds presented by the current interest rate environment, we will be making pricing adjustments leading to a cost increase:

- The weighted average increase is about 7% between ages 50 to 70.
- Overall, the pricing change ranges in this core market is between 0% to 15% depending on several factors including age, gender, marital status and funding schedule.

## Why we are doing it

This update allows us to comply with the two new industry requirements that became effective for all life insurance policies sold on or after January 1, 2020 – the use of new 2017 CSO Mortality Table and with Principle-Based Reserving (PBR).

Lincoln Financial Group has a long-standing commitment to helping you protect client wealth from long-term care expenses with innovative solutions appropriately priced for market conditions.

## How this change impacts your business

- For applications to qualify for the current *MoneyGuard*® II (2019) pricing, a projection of values and the completed Part 1 must be signed, dated and received in good order by Lincoln's home office by Friday, November 15, 2019.
- For pending or issued *MoneyGuard*® II (2019) business, after November 15, 2019, Lincoln will accept requests with a revised projection of values to change to *MoneyGuard*® II (2020) pricing.
- For placed business, normal internal replacement guidelines apply. Rewrites will not be accepted.
- As of November 11, 2019, *Lincoln DesignIt*™ and *WinFlex* will be updated to reflect the new rates. During the transition period, both current and new rates can be run.

Insurance products issued by:  
The Lincoln National Life Insurance Company

## Standard *MoneyGuard* rules apply during this transition

- Ensure that you are appropriately credentialed. Clients of advisors who are not properly credentialed to solicit business when the paperwork is submitted will be subject to the premium rates in effect on the date when the advisor becomes properly credentialed and resubmits the paperwork.
- Remember that once an application is submitted, the Personal History Interview (PHI) must be completed within 60 days of submission. In addition, the case must be placed within 90 days of the PHI (or within the non-PBR/2017 CSO deadline below). If these conditions are not met, the case will be closed out. If a case is reopened, a new Part 1 must be submitted, and the case will be subject to the product available at that time.

Any non-PBR/2017 CSO compliant products must be placed in force with premium by 12/31/19. To help ensure policy placement, Lincoln suggests all premium(s) and delivery requirements be received in good order by **December 27, 2019.**



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: MGR-WWHW-FLI001**



### Important Information

**Issuer:** The Lincoln National Life Insurance Company, Fort Wayne, IN

**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.

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, universal life insurance policy form LN880/ICC13LN880 with the Value Protection Rider (VPR) on form LR880 and state variations/ICC15LR880 Rev, Long-Term Care Acceleration of Benefits Rider (LABR) on form LR881/ICC13LR881, and optional Long-Term Care Extension of Benefits Rider (LEBR) on form LR882/ICC13LR882.

Only available in California.

**For agent or broker use only. Not for use with the public.**