

FIXED ANNUITIES

# The Lincoln Leader

JUNE 23, 2023  
VOLUME 16, ISSUE 6

## 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 [Q1 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

### HEADLINES

[Key facts flier](#)

[Fixed annuity resource guide](#)

[Resolving NIGOs](#)

[Illustrations help educate clients](#)

[Updated Annuity Suitability Form](#)

– [“How to guide” available](#)

[Regulatory Round-up](#)

[NAIC training required: new states](#)

[Contact information](#)

Lincoln Annuity Contact Center will be closed:

- Tuesday, July 4, 2023

Check out our [Fixed annuities resource guide](#).

[Get](#) current **rates**, run an **illustration**, and access **marketing material** and new business **forms** - no login required!

## Resolving NIGOs

Incomplete or incorrect application submissions may be deemed “NIGO” (Not in Good Order).

Lincoln Annuity New Business will always try to resolve any issues by working with the servicing agent or representative. Lincoln strives to be as flexible as possible in resolving NIGOs via recorded line or email. The majority of NIGOs dealing with missing information may be resolved over a recorded line.

View the [Types of NIGOs and ways to resolve them](#).

Note: Not all items may be accepted on a recorded line; contact your Lincoln representative or New Business Case Coordinator for specific inquiries.

## Illustrations demonstrate the power of protection offered by fixed annuities

Our award-winning illustrations are great educational tools

The illustration emphasizes the concepts of wealth protection and growth potential.

### Illustration summary page

The illustration starts with a colorful summary page that presents the product features and benefits in an easy-to-understand, personalized format. This summary page reinforces the reasons someone may wish to buy an annuity.

### Hypothetical account information

Different scenarios show how the interest accounts work during different time periods. These pages demonstrate that there is no “best” interest scenario in all market conditions.

1 Year XYZ Participation		
Index Return	Your Interest Credited Rate	Account Value
		\$15,000
2.54%	5.46%	\$15,819
9.14%	19.65%	\$18,928
-0.94%	0.00%	\$18,928
6.54%	14.06%	\$21,589
11.60%	24.94%	\$26,972
-5.59%	0.00%	\$26,972
14.02%	30.15%	\$35,104
1.08%	2.31%	\$35,915
9.14%	19.65%	\$42,974
-0.94%	0.00%	\$42,974

**Lincoln OptiBlend® 7 fixed indexed annuity**

**Summary of your benefits**

**ADDRESSING YOUR NEEDS**

- Principal protection**: Protect your Account Value from down markets. Interest credited will never be less than 0%.
- Growth potential**: Grow your Account Value based on your allocations in the Fixed Account and/or indexed account(s).
- Flexibility**: Reallocate your money across the buckets as your needs change.

**YOUR PREMIUM**

**\$100,000**

You can allocate your premium among different buckets. No matter what bucket(s) you choose, you have the confidence of knowing you will not experience loss from down markets. You can reallocate at the end of each term.

**YOUR ALLOCATION**

Rate as of June 01, 2023

Allocation	Participation Rate	Interest Rate
Fixed Account	15%	Initial Interest Rate: 4.35%
1 Year BlackRock Dynamic Allocation Participation	15%	Participation Rate: 215.00%
1 Year Fidelity AIM Dividend Participation	15%	Participation Rate: 190.00%
1 Year S&P 500 10% Daily Risk Control Spread	15%	Spread: 0.25%

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### Demonstrate the power of protection

In years where there is a negative percent change in the index value, the “Hypothetical account details” pages demonstrate how a fixed indexed annuity provides protection from market loss.

Contact your Lincoln representative for a customized illustration or create it yourself from the [Fixed Annuity Resource Center](#).

Remember: The purpose of an illustration is to demonstrate how the annuity contract works using examples of how interest is calculated and credited to each of the interest accounts selected. Hypothetical values are shown for illustrative purposes and are not guaranteed.

## Updated Annuity Suitability Form

Now available

The Annuity Suitability Form (AN07091) is required when Lincoln conducts the suitability review. The new form (5/23, May23) is used for all states except NY and FL (which have state-specific suitability forms). The updated form incorporates several changes to help decrease NIGO (not in good order) issues.

Please note: The new suitability form (along with the Acord 660 form) will be required in states where the new NAIC Model Regulation has been adopted.

### \*\*Reminders:

- Please note that the NY Suitability Form (AN07091NY) was also revised to include changes consistent with the multi-state form.
- The suitability form needs to be fully completed before a determination can be made regarding suitability.
- **For replacements**, a full current statement of each policy/annuity being replaced needs to be provided with the completed Replacement Comparison Section.
- The Acord 660 form (“Insurance Agent (Producer) Disclosure For Annuities”) is required if selling in states that have adopted the new NAIC Model Regulation. Please note that MN will have a state-specific disclosure form (AN12548), similar to the Acord 660.

The revised “How To Complete the Annuity Suitability Form” Guide is available from the [Lincoln Forms Tool](#) (AN11545) and the Life and Annuity Compliance Guidelines page of producer websites. This guide provides helpful information for completing the Annuity Suitability Form.



### Lincoln Annuities

### How to Complete the Annuity Suitability Form

**Overview:** The How to Complete Guide for the Annuity Suitability Form (Form number AN07091– current version 5/23, May23) was created to assist the producer in determining the suitability of their recommendation to the client. There are separate guides for NY and FL that correspond to the suitability forms specific to those states. The current version of the suitability forms can be found on the Lincoln Forms Tool.



Regulatory roundup

### Check out Lincoln’s Regulatory Roundup

Your source for timely, comprehensive and simplified regulatory updates.

[Bookmark this resource](#) center to stay informed of current legislative changes and requirements and impending proposals—so you can optimize your business. Recent updates include SECURE 2.0 Act and Actuarial Guideline 49-A.

## 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 for more information.

### Producer training requirements for states who have adopted the 2020 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).

### Current state adoptions – Florida, Kansas, Oregon and Washington

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
Alaska	1/15/2023	7/14/2023	Prior to solicitation	Prior to solicitation	Yes
<b>Florida</b>	<b>1/1/2024</b>	<b>6/30/2024</b>	<b>Prior to solicitation</b>	<b>Prior to solicitation</b>	<b>Yes</b>
Georgia	8/1/2023	1/31/2024	Prior to solicitation	Prior to solicitation	Yes
Hawaii	1/1/2023	6/30/2023	Prior to solicitation	Prior to solicitation	Yes
Illinois	8/1/2023	1/31/2024	Prior to solicitation	Prior to solicitation	Yes
<b>Kansas</b>	<b>1/1/2024</b>	<b>6/30/2024</b>	<b>Prior to solicitation</b>	<b>Prior to solicitation</b>	<b>Yes</b>
Minnesota	1/1/2023	6/30/2023	Prior to solicitation	Prior to solicitation	Yes
North Carolina	1/1/2023	6/30/2023	Prior to solicitation	Prior to solicitation	Yes
<b>Oregon</b>	<b>1/1/2024</b>	<b>6/30/2024</b>	<b>Prior to solicitation</b>	<b>Prior to solicitation</b>	<b>Yes</b>
South Dakota	1/1/2023	6/30/2023	1/1/2023	1/1/2023	Yes
Tennessee	1/1/2024	6/30/2024	Prior to solicitation	Prior to solicitation	Yes
<b>Washington</b>	<b>1/1/2024</b>	<b>6/30/2024</b>	<b>Prior to solicitation</b>	<b>Prior to solicitation</b>	<b>Yes</b>
West Virginia	6/8/2023	12/7/2023	Prior to solicitation	Prior to solicitation	Yes
Wyoming	7/5/2023	1/4/2024	Prior to solicitation	Prior to solicitation	Yes

### 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.

## 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-5730862-060923



# 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

Lincoln fixed, fixed indexed and income annuities are issued by The Lincoln National Life Insurance Company (Lincoln), 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. Contractual obligations are subject to the claims-paying ability of The Lincoln National Life Insurance Company.**

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.