

FIXED ANNUITIES

# The Lincoln Leader

AUGUST 18, 2023  
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## Guaranteed minimum rates updated for new fixed and fixed indexed annuity contracts

Effective with new contracts as of September 1<sup>st</sup>

We are pleased to announce that we are increasing several of the guaranteed minimum rates for new fixed and fixed indexed annuity contracts issued September 1, 2023 and later.

**Fixed Account rate:** The Fixed Account guaranteed minimum interest rate is **changing to 1.40%**, an increase for most products. This guarantee provides a floor for Fixed Account renewal rates.

**The Guaranteed Minimum Cash Surrender Value (GMCSV) interest rate:** The GMCSV interest rate is **increasing to 2.75%**. As a reminder, the GMCSV calculation provides a floor for the minimum amount a client can receive if they surrender their contract.

The GMCSV equals 87.5% of the premium, minus any partial surrenders and related premium taxes, accumulated at this minimum rate of return to the date of contract termination (death or annuitization or full surrender).

## Lincoln MYGuarantee<sup>SM</sup> Plus fixed annuity updates effective August 21, 2023

Electronic submissions now required; update to rate lock procedures

Electronic applications will be required when submitting *Lincoln MYGuarantee<sup>SM</sup> Plus* fixed annuity business. Paper applications will no longer be accepted as of August 21, 2023 (exceptions may apply).

We are updating our rate lock procedures to reflect the application received date and other changes.

See the [Announcement flier](#) and the next page for details.

### HEADLINES

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Lincoln Annuity Contact  
Center will be closed  
**September 4, 2023**

## **Lincoln MYGuarantee<sup>SM</sup> Plus updates effective August 21, 2023**

Beginning August 21, 2023, electronic applications will be required to submit *Lincoln MYGuarantee<sup>SM</sup> Plus* fixed annuity business and we are updating our rate lock procedures for this product.

**Electronic applications** make submitting annuity business simple, streamlined and secure. Using electronic applications will help contracts get issued faster and reduce not in good order (NIGO) issues, making it easier to do business with Lincoln.

Electronic applications will be required to submit business.  
**Paper applications will no longer be accepted as of August 21, 2023.**

Even if an agent's firm does not specifically support an order entry platform, financial professionals are able to access the *Lincoln AppAdvantage*<sup>®</sup> electronic application tool (powered by FireLight) by logging into [LincolnFinancial.com](https://LincolnFinancial.com).\*

*Lincoln AppAdvantage*<sup>®</sup> uses thousands of built-in business rules to help guide a producer toward creating an "in good order" application. By using this tool:

- Paperwork requirements are automatically identified,
- Repetitive fields will be auto-populated, and
- Any missing information will be flagged to help ensure your business is in good order.

\*Some firms may restrict the use of *Lincoln AppAdvantage*<sup>®</sup>; in this situation, the link will not be available to representatives of that firm. Other firms may allow access but require a customized link (contact your Lincoln representative for more information). Lincoln Financial Network representatives have access to Lincoln Annuity eApp (powered by FireLight) via AdviceNext Gateway.

### **Updated rate lock procedures**

The new rate lock procedures will use the "Application received date" instead of the "Application signed date" to determine rate lock eligibility. The updated document ([Form FA-05042](#)) outlining the rate lock procedures will be available from the Lincoln Forms Tool on or around August 21, 2023.

In order to lock in rates before a rate change, the electronic application must be received in Annuity New Business by 4:00 pm ET on the business day prior to the effective date of the rate change.

- If the electronic application is received after the cutoff, the contract will receive the new rate.

- **Cash with application:** Cash must be received and the contract must be issued within 7 calendar days from the date the application is received.
- **1035 Exchange/Qualified Trustee-to-Trustee transfer:** A 45-day rate hold will apply to Lincoln-initiated 1035 exchanges and qualified trustee-to-trustee transfers beginning on the date the application is received, and the contract must be issued within 45 calendar days from the date the application is received.
- **Transfer of funds (nonqualified)** from noninsurance accounts to nonqualified annuities are treated as "cash with application;" examples include mutual fund shares, CDs, brokerage accounts, or any other financial institution funds selected in section 2B of the ACORD transfer form (ACORD951). Proceeds must be received and the contract must be issued within 7 calendar days from the application received date.

Contact your Lincoln representative with any questions.

## Variety of indexed account options available with *Lincoln OptiBlend*<sup>®</sup> annuity

### Diversification opportunities within one vehicle

*Lincoln OptiBlend*<sup>®</sup> fixed indexed annuity can help your clients with their accumulation and asset allocation objectives, offering a 1 Year Fixed Account and several indexed accounts. The benchmark indexes for the indexed accounts reflect different asset classes and management strategies, providing diversification opportunities within one product. Review the chart below and view the product Fact Sheets for more information and complete index disclosures.

Index/Inception Date Ticker and link to 3rd party site	Indexed Term and Crediting Method
<b>BlackRock Dynamic Allocation Index (Excess Return)</b> July 30, 2021 <a href="#">BDYALVCX</a>	<ul style="list-style-type: none"> <li>• 1 Year Participation</li> <li>• 2 Year Participation</li> </ul>
<b>Fidelity AIM<sup>®</sup> Dividend Index (Excess Return)</b> July 31, 2019 <a href="#">FIDAIMDN</a>	<ul style="list-style-type: none"> <li>• 1 Year Participation</li> </ul>
<b>S&amp;P 500 Daily Risk Control 5% Index (Excess Return)</b> September 10, 2009 <a href="#">SPXT5UE</a> Choose "excess return"	<ul style="list-style-type: none"> <li>• 1 Year Spread</li> </ul>
<b>S&amp;P 500 Daily Risk Control 10% Index (Excess Return)</b> May 13, 2009 <a href="#">SPXT10UE</a> Choose "excess return"	<ul style="list-style-type: none"> <li>• 1 Year Spread</li> </ul>
<b>S&amp;P 500<sup>®</sup> Index (Price Index)</b> March 4, 1957 <a href="#">SPX</a>	<ul style="list-style-type: none"> <li>• 1 Year Participation</li> <li>• 1 Year Cap</li> <li>• 1 Year Performance Triggered</li> </ul>

Credited earnings are based on the performance of the benchmarking index, but will be determined by the indexed account crediting method; credited earnings are not equal to the actual index performance.

It is not possible to invest directly in an index. Past performance is not an indication of future results.

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Review the Indexed account [Frequently Asked Questions](#) document for more information and view the Fact Sheets for *Lincoln OptiBlend* [5](#), [7](#), and [10](#)-Year surrender charge schedules.

## Market Intel Exchange – As of June 30, 2023

### Inflation, Federal policies, midterm elections & more

Lincoln's quarterly [Market Intel Exchange \(PDF\)](#) (MIE) provides financial professionals and clients timely insights into today's complex markets — and more.

Subscribe to the Market Intel Exchange. This resource is client-approved and delivered quarterly to your inbox – [sign up today!](#)



## Online fixed annuities resource guide

### One stop shop for your new business needs

Our [digital resource guide](#) gives you access to marketing materials, current rates, client illustrations new business forms, with no login required. Another demonstration of the ease of doing business with Lincoln.

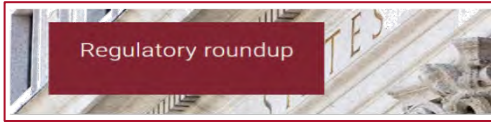
Bookmark this site: <https://www.lincolnfinancial.com/public/microsite/mgaguide#godigital>

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Fixed Annuity Lincoln Leader – August 2023

## 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.

## 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 this 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).

### Recent state adoptions – Oklahoma

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
Florida	1/1/2024	6/30/2024	Prior to solicitation	Prior to solicitation	Yes
Georgia	8/1/2023	1/31/2024	Prior to solicitation	Prior to solicitation	Yes
Illinois	8/1/2023	1/31/2024	Prior to solicitation	Prior to solicitation	Yes
Kansas	1/1/2024	6/30/2024	Prior to solicitation	Prior to solicitation	Yes
<b>Oklahoma</b>	<b>9/1/2023</b>	<b>4/30/2024</b>	<b>Prior to solicitation</b>	<b>9/1/2023*</b>	<b>Yes</b>
Oregon	1/1/2024	6/30/2024	Prior to solicitation	Prior to solicitation	Yes
Tennessee	1/1/2024	6/30/2024	Prior to solicitation	Prior to solicitation	Yes
Washington	1/1/2024	6/30/2024	Prior to solicitation	Prior to solicitation	Yes
Wyoming	7/5/2023	1/4/2024	Prior to solicitation	Prior to solicitation	Yes

\*Product-specific training will be required for all producers as of 9/1/23.

### 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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# 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.