

FIXED ANNUITIES

# The Lincoln Leader

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## Guaranteed minimum rates updated for new fixed and fixed indexed annuity contracts

New guaranteed rates effective September 1<sup>st</sup>

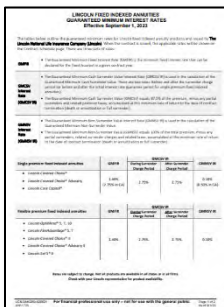
Several of the guaranteed minimum rates have increased for new fixed and fixed indexed annuities:

**Fixed Account rate:** The Fixed Account guaranteed minimum interest rate is now **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 now **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 the GMCSV interest rate, to the date of contract termination (death or annuitization or full surrender).



Product Category	Product	Guaranteed Minimum Interest Rate
Fixed Account Interest Rates	Lincoln Fixed Account	1.40%
	Lincoln Fixed Account (Roth)	1.40%
	Lincoln Fixed Account (Estate)	1.40%
	Lincoln Fixed Account (Trust)	1.40%
Guaranteed Minimum Cash Surrender Value (GMCSV) Interest Rates	Lincoln Fixed Indexed Annuity	2.75%
	Lincoln Fixed Indexed Annuity (Roth)	2.75%
	Lincoln Fixed Indexed Annuity (Estate)	2.75%
	Lincoln Fixed Indexed Annuity (Trust)	2.75%

For further information and product-specific rates refer to the Guaranteed Minimum Interest Rates Chart (download [Form AN11725](#) or access the Chart from the Lincoln Forms Tool).

## HEADLINES

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Check out our [current rates](#), [find forms](#) or [run an illustration](#) (no login required)

## Submit Applications Electronically – Save Time, Reduce NIGOs

Reminder: ACORD eForm integrated with 1035YellowPages carrier look-up tool

*Lincoln AppAdvantage*® electronic application tool (powered by FireLight) provides a way to electronically submit annuity business by using thousands of built-in business rules to help you create an “in good order” application.

*Lincoln AppAdvantage*® also helps reduce NIGOs (“not in good order”) during the replacement process by providing carrier information supplied by the 1035YellowPages carrier look-up tool within the ACORD eForm.

Once the applicable ceding carrier is selected, this tool populates the ACORD eForm with the ceding carrier’s phone and fax numbers, and address, and indicates the ceding carrier’s signature requirements for the transfer forms.

- If the ceding carrier does allow electronic signatures, the signing process will be the same for the transfer forms as it is for the rest of the electronically signed application package.
- If the carrier does not allow for electronic signatures, the “Transfer Instruction Form” is generated – this form outlines the next steps.

The screenshot shows the ACORD 1035 EXCHANGE / ROLLOVER / TRANSFER eFORM interface. At the top, it says "Transfer/Exchange eForm" and "Page 1". Below that, the ACORD logo is followed by "1035 EXCHANGE / ROLLOVER / TRANSFER eFORM". The form includes fields for "Name of Receiving Company" (Lincoln Financial Group), "Business Address", "Mailing Address" (Lincoln Life, PO Box 2348, Fort Wayne, IN 46801-2348), and "Overnight Address" (Lincoln Life, Attention: New Business Operations, 1800 South Carson Street, Fort Wayne, IN 46803-3308). There is a section for "Is this an Internal Exchange?" with "Yes" and "No" radio buttons. Below that, there are instructions: "Must click button below and follow these steps: 1. Type Full Surrendering Carrier Name in Ceding Company window. 2. Select the correct servicing address for policy being surrendered and take note of signature requirements." A green box highlights the "SURRENDERING CARRIER INFORMATION" section. A green callout box says "Follow these instructions to use the integrated 1035 Yellow Pages look-up". Another green callout box says "Click here to initiate the look-up process".

The carrier look-up tool within the ACORD eForm

provides the Financial Professional with what is needed to forward the paperwork to the surrendering carrier and helps ensure that the initial replacement request is submitted “in good order.”

Talk to your Lincoln representative for more information.\*

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

## 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>

The screenshot shows a banner for the "Fixed annuities resource guide". At the top left is the Lincoln Financial Group logo. Below it is a dark red box with the text "Fixed annuities resource guide". To the right of this box is a photo of a woman and a man looking at a tablet. Below the photo, it says "Access marketing material, current rates, run a client illustration & get new business forms - no login required! For fewer NIGOs, submit business electronically." At the bottom, there are five links: "Run an illustration", "Get forms", "All product rate sheet", "All product rate sheet, including CA rates", and "Lincoln Leader news".

## How are indexed account credited earnings determined?

Also, make note of the updated links for the S&P 500 Daily Risk Control indexes

Lincoln fixed indexed annuities can help your clients with their accumulation objectives, offering a Fixed Account and several indexed account options. The benchmark indexes for the indexed accounts may reflect different asset classes and management strategies. Lincoln fixed indexed annuities offer several different indexes as the benchmark for the indexed account earnings. These indexes include the following (not all indexes are used in every product):

Index/Inception Date		Ticker and link to 3rd party site
BlackRock Dynamic Allocation Index (Excess Return)	July 30, 2021	<a href="#">BDYALVCX</a>
Fidelity AIM® Dividend Index (Excess Return)	July 31, 2019	<a href="#">FIDAIMDN</a>
S&P 500 Daily Risk Control 5% Index (Excess Return)	September 10, 2009	Updated link <a href="#">SPXT5UE</a> Choose “excess return”
S&P 500 Daily Risk Control 7.5% Index (Excess Return)	May 03, 2013	Updated link <a href="#">SPXRC7E</a> Choose “excess return”
S&P 500 Daily Risk Control 10% Index (Excess Return)	May 13, 2009	Updated link <a href="#">SPXT10UE</a> Choose “excess return”
S&P 500 Index (Price Return)	March 4, 1957	<a href="#">SPX</a>

These links are provided as a service to you, and will take you to a third-party site not affiliated with Lincoln Financial Distributors, Inc. Please review the site’s terms and conditions of use as applicable prior to distributing any material on the site. Lincoln Financial Distributors is not responsible for the content and does not guarantee the accuracy of any information or material contained therein.

### Determining the indexed account credited earnings

#### 1. Look at the BENCHMARK INDEX return

For example, let’s look at the S&P 500 Index, and the S&P 500 Daily Risk Control (DRC) Indexes. The DRC indexes use a rules-based asset allocation process to continually rebalance the weightings of the portfolio between asset classes. The goal of a volatility-controlled strategy is to limit the volatility – the size of the ups and downs of portfolio returns over time. The index returns may look like this and are for illustrative purposes only:

Index* Return	S&P 500	S&P 500 DRC 5%	S&P 500 DRC 7.5%	S&P 500 DRC 10%
	20.0%	7.0%	11.5%	16.0%

So the starting point (the benchmark index return) for determining the credited earnings may be very different, as shown above. However, if there is a negative index return, the end result will be the same for all accounts - there will be no impact on the account values. Fixed indexed annuities offer the power of protection.

\*The S&P 500® Index is a Price Index (dividends excluded), while the others are Excess Return Indexes.

Credited earnings should not be expected to equal actual index performance. Past performance is not an indication of future results.

#### 2. Apply the CREDITING METHOD and the applicable DECLARED INDEXED ACCOUNT RATE

- With a **Participation** method, a client will participate in a certain percentage of the index return (the Participation Rate would apply).
- With a **Cap**, the client has the potential to earn *up to* the Indexed Account Cap.
- With a **Spread**, the client will be credited with any earnings *greater than the* Indexed Account Spread.
- With the **Performance Triggered** method, the index return only has to stay level or be positive for the Specified Rate to be credited.

The indexed account rates are declared for each new indexed term and are subject to a minimum guaranteed rate or maximum guaranteed spread.

Review the product-specific Fact Sheets for the applicable indexed accounts/indexes and index disclosures.

**The power of protection:** Even if the index return is negative, for all indexed account methods, the indexed account will never show a decrease in account value. Refer to [the Power of protection](#) flier for more information.

## 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.

## 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 [Q2 2023 Key Facts flier](#).

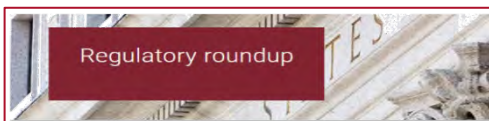
The flier offers information on Lincoln’s:

- Key facts and rankings
- Key financials
- Financial strength ratings
- Awards and recognition
- General account assets



## 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.lincolnsouthwest.com/naic) > 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.lincolnsouthwest.com/naic) > 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.