

LIFE SOLUTIONS

The Lincoln Leader

NOVEMBER 13, 2023
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Now Available: DCA 10% Fixed Account Enhanced Interest Rate Program for Lincoln MoneyGuard Market Advantage

Effective November 13, 2023 through June 30, 2024

Reprinted from the October 30, 2023 Lincoln Leader

Market volatility can make clients hesitant to purchase variable universal life products because they feel the “time isn’t right.” Dollar-Cost Averaging (DCA) may be a solution to help them ease into the market and focus on the long-term growth potential of their VUL.

10% Fixed Account Enhanced Current Interest

Lincoln is pleased to offer a 10% Fixed Account enhanced current interest rate on Lincoln MoneyGuard Market Advantage® to help with short-term returns while the client transfers funds into variable investment options using a 12-month Dollar-Cost Averaging (DCA) program. This annual effective rate is paid on the declining balance in the Fixed Account. These fixed rates do not reflect performance of the variable investment options selected by the client.

Fixed Account enhanced rate when electing DCA for a 12-month period¹

Enhanced interest rate²

10%

Program Yield³

5.50%

Applications must be signed, dated and received in good order in the Lincoln Home office between November 13, 2023 and June 30, 2024.

Why dollar cost averaging?

1. Minimizes the effects of market volatility today.
2. Reduces the average unit cost over time because more units are purchased when the price is low and fewer are purchased when the price is high.
3. Focuses on long-term growth potential rather than attempting to time the markets.

The DCA Fixed Account Enhanced Interest Rate program is available on new Lincoln MoneyGuard Market Advantage 2022 and Lincoln MoneyGuard Market Advantage 2/13/23 applications signed between November 13, 2023 and June 30, 2024. For complete details on program eligibility and how to apply, [click here](#) to view the comprehensive Q&A document.

HEADLINES

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Note: Using Dollar Cost Averaging does not assure a profit and does not protect against loss in a declining market. Also, using this method involves continuous investment in securities regardless of fluctuating price levels, so consider the financial ability to continue investment during period of low price levels.

FAQ

For complete details on program eligibility and how to apply, [click here](#) to view the Q&A document.

¹ Subject to eligibility requirements.

² Enhanced interest rate is paid on the declining balance in the Fixed Account, so the amount earned each month will be less.

³ The program yield is based on the initial premium after the completion of the DCA program. The DCA rate does not reflect performance of the variable investment options selected by the client. Results may be lower due to product charges; refer to prospectus for details.

Fixed Account guarantees are subject to the claims-paying ability of the issuing company



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Now Available: Lincoln VUL^{ONE} (2021) – 11/13/23

Effective November 13, 2023

Reprinted from the October 30, 2023 Lincoln Leader

Effective November 13th 2023, Lincoln is making updates to *Lincoln VUL^{ONE} (2021)*, a variable universal life insurance product. *Lincoln VUL^{ONE} (2021) – 11/13/23* replaces *Lincoln VUL^{ONE} (2021) – 05/15/23*.

With this product update, there are no changes to the guarantee premium. Changes are limited to the base account charges and credits. As Lincoln continues to prioritize a disciplined and prudent approach to risk management, the following changes will allow the flexibility to continue to offer competitive level pay guaranteed premiums.

Changes to Base Account Charges and Credits

	<i>Lincoln VUL^{ONE} (2021) – 11/13/23</i>	<i>Lincoln VUL^{ONE} (2021) – 05/15/23</i>
Cost of Insurance	Current: Changes to COI rates	
	Guaranteed Maximum: No Change	Guaranteed Maximum: No Change
Premium Load	Current: 20% in all years	Current: 10% years 1-5 6% years 6-10 3% years 11+
	Guaranteed Maximum: 25% in all years	Guaranteed Maximum: 25% in all years
Mortality & Expense	Current: 1.15% years 1-10 0.45% years 11+	Current: 0.90% years 1-10 0.20% years 11-20 0.00% years 21+
	Guaranteed Maximum: 1.15% years 1-10 0.45% years 11+	Guaranteed Maximum: 1.15% years 1-10 0.45% years 11+
Per \$1000 Charge duration (component of the Admin Fee)	Current Duration: Attained age 121 Guaranteed Duration: Attained age 121	Current Duration: 10 years Guaranteed Duration: 20 years
Persistency Bonus	.01% years 21+	.15% years 21+

Additionally with this product update, Lincoln is discontinuing the following product options for new sales of *Lincoln VUL^{ONE} (2021)*:

- Bonus Rider
- “Premium Reduction Option” (Guaranteed Minimum Death Benefit (GMDB) Option that provides a Lifetime Guaranteed Death benefit with 50% drop at age 90)

Lincoln VUL^{ONE} (2021) – 11/13/23 continues to offer a lifetime guaranteed death benefit with market-driven growth potential, regardless of how the market performs. The Bonus Rider and Premium Reduction Option will no longer be available for sale with *Lincoln VUL^{ONE} (2021)* as of November 13, 2023. Formal Applications received on or after November 13, 2023 will not be eligible for the Bonus Rider or the Premium Reduction Option. For policies previously sold with the Bonus Rider and/or the Premium Reduction Option, Lincoln remains dedicated to honoring our commitments to policyholders, including fulfilling and administering these policy options.

Note: *Lincoln VUL^{ONE} (2021) – 11/13/23* is not eligible for Table Reduction Program (TRP).

↓ [Click here for additional information about the removal of TRP from *Lincoln VUL^{ONE} \(2021\)* and *Lincoln SVUL^{ONE} \(2021\)*.](#)

Prospectus

A prospectus supplement addressing the changes to base account charges and credits for *Lincoln VUL^{ONE} (2021)* will be available once the changes are effective on November 13, 2023.

A prospectus supplement addressing the removal of the Premium Reduction Option and Bonus Rider for *Lincoln VUL^{ONE} (2021)* will be available once it goes effective on November 13, 2023.

Transition Guidelines

Submission Deadline:

There will be no transition period for this change. For states that are approved at rollout, all Formal Applications received on or after November 13, 2023 will receive the *Lincoln VUL^{ONE} (2021) – 11/13/23* product version and be subject to the updated guaranteed charges and credits as outlined in the updated prospectus once it goes effective. All Formal Applications received on or after November 13, 2023 will not be eligible for the Bonus Rider or Premium Reduction Option. For any state not approved at rollout, *Lincoln VUL^{ONE} (2021)* will be closed to new applications until the 11/13/23 product version is approved and available for sale in that state.

- To secure the *Lincoln VUL^{ONE} (2021) – 05/15/23*, formal applications must be signed, dated and received in good order in Lincoln's home office prior to November 13, 2023.
- For cases with the owner listed as "Trust to be Established," formal applications received in the Home Office prior to November 13, 2023 and have been signed by the insured will still qualify as awaiting a trust to be set up is part of the normal course of business. The only paperwork that Lincoln will not require at submission is the executed Certification of Trustee Powers with the trustee/owner's signature. It must be received prior to issue.

Placement Deadline For Old Product Versions

All pending business, or policies already issued, must be placed, or 1035 exchange initiated (where applicable), on or before December 29, 2023. Reminder: Lincoln is closed on December 30-31, 2023. December 29, 2023 is the last business day of the year.

As of January 1, 2024, for any case not placed in force or 1035 initiated by December 29, 2023, the old product version will no longer be available. Only the *Lincoln VUL^{ONE} (2021) - 11/13/23* product version will be available at that time.

Beginning November 13, 2023, New Business will add a **Memo To Agent** requirement with the following verbiage to impacted policies:

- **Placement Deadline for old product versions:** This *Lincoln VUL^{ONE} (2021)* policy was submitted with older rates. All cases in a pending or issued status must be placed, or 1035 exchange initiated (where applicable), on or before December 29, 2023. After December 29, 2023, a revised illustration is required if the above guidelines are not met, and only the *Lincoln VUL^{ONE} - 11/13/23* product version will be available.

Illustrations

Illustrations for *Lincoln VUL^{ONE} (2021) – 11/13/23* will be run on *Lincoln DesignItSM* Illustration System (v63.0). If you have an active internet connection, the software will automatically update to include the new guaranteed charges and credits on Nov. 13, 2023. If you need to download the *Lincoln DesignItSM* Illustration System, it will be available on the Lincoln producer websites or from Field office Technicians.

Reference and Marketing Materials

All impacted materials will be updated and made available on the Lincoln Producer Websites.

Technical Training Guides

- [Lincoln VUL^{ONE} \(2021\) – 11/13/23 Product Guide](#)
- [Rider Reference Guide](#)

Product Comparison

[Lincoln VUL^{ONE} \(2021\) – 11/13/23 vs Lincoln VUL^{ONE} \(2021\) – 5/15/23](#)



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Now Effective: Bonus Rider and Premium Reduction Option Discontinued on Lincoln SVUL^{ONE}

Effective November 13, 2023

Reprinted from the October 30, 2023 Lincoln Leader

Effective November 13, 2023, Lincoln is discontinuing the following product options for *Lincoln SVUL^{ONE} (2021) – 05/15/23*:

- Bonus Rider
- “Premium Reduction Option” (Guaranteed Minimum Death Benefit (GMDB) Option that provides a Lifetime Guaranteed Death benefit with 50% drop at age 90)

Lincoln SVUL^{ONE} (2021) – 05/15/23 remains the currently sold version of *Lincoln SVUL^{ONE} (2021)* and continues to offer a lifetime guaranteed death benefit with market-driven growth potential. The Bonus Rider and Premium Reduction Option will no longer be available for sale with *Lincoln SVUL^{ONE} (2021) – 05/15/23* as of November 13, 2023. For policies previously sold with the Bonus Rider and/or the Premium Reduction Option, Lincoln remains dedicated to honoring our commitments to policyholders, including fulfilling and administering these policy options.

Prospectus

A prospectus supplement addressing the removal of Premium Reduction Option and Bonus Rider for *Lincoln SVUL^{ONE} (2021)* will be available once it goes effective on November 13, 2023.

Transition Guidelines

There will be no transition period for this change. All Formal Applications received on or after November 13, 2023 will not be eligible for the Bonus Rider or Premium Reduction Option.

- **To secure the Bonus Rider or the Premium Reduction Option**, formal applications must have been signed, dated and received in good order in Lincoln’s home office prior to November 13, 2023.
- **For cases with the owner listed as “Trust to be Established,”** formal applications received in the Home Office prior to November 13, 2023 and have been signed by the insured will still qualify as awaiting a trust to be set up is part of the normal course of business. The only paperwork that Lincoln will not require at submission is the executed Certification of Trustee Powers with the trustee/owner’s signature. It must be received prior to issue.

Illustrations

Illustration software will be updated to restrict the Bonus Rider and Premium Reduction Option from being illustrated on *Lincoln SVUL^{ONE} (2021) – 05/15/23*. Please contact your sales representative for assistance running revised illustrations with the Bonus Rider or Premium Reduction option for any Pending Formal applications received prior to 11/13/23.

Illustrations for *Lincoln SVUL^{ONE} (2021) – 05/15/23* will run on *Lincoln DesignItSM* Illustration System (v63.0). If you have an active internet connection, the software will automatically update to include these changes on November 13, 2023. If you need to download the *Lincoln DesignItSM* Illustration System, it will be available on the Lincoln producer websites or from Field office Technicians.



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Table Reduction Program Discontinued on *Lincoln VUL^{ONE}* and *Lincoln SVUL^{ONE}* products

Effective Nov. 13, 2023

Reprinted from the October 16, 2023 Lincoln Leader

Lincoln remains dedicated to our commitments to policyholders, including the lifetime guarantees provided by our variable universal life insurance products, *Lincoln VUL^{ONE}* (2021) and *Lincoln SVUL^{ONE}* (2021). As part of our disciplined approach to financial and risk management, we continue to monitor the external environment and proactively manage our products and the risk they bring to Lincoln to ensure we are operating responsibly. The following change will allow us to continue to offer competitive level guaranteed premiums.

Effective Nov. 13, 2023, Lincoln is discontinuing the Table Reduction Program (TRP) for all *Lincoln VUL^{ONE}* and *SVUL^{ONE}* variable life insurance products. To be eligible for the TRP, the following guidelines will apply:

Submission Deadline: Nov. 10, 2023

All formal applications for *Lincoln VUL^{ONE}* (2021) or *SVUL^{ONE}* (2021) cases must have been received at Lincoln in good order by Friday, Nov. 10, 2023. The TRP will not be available for any *Lincoln VUL^{ONE}* or *SVUL^{ONE}* application received at Lincoln on or after Nov. 13, 2023.

- For any outstanding Trial offer, the formal application must have been received in good order by Nov. 10, 2023.
- For cases with the owner listed as “Trust to be Established,” the formal application must have been signed by the insured and received in good order by Nov. 10, 2023. The only paperwork that Lincoln will not require at submission is the executed Certification of Trustee Powers with the trustee/owner’s signature, which must be received prior to policy issue.

Placement Deadline: Dec. 29, 2023

All *Lincoln VUL^{ONE}* or *SVUL^{ONE}* cases eligible for the TRP must be placed in force, or 1035 exchange initiated, by Dec. 29, 2023. For any case not placed in force or 1035 initiated by Dec. 29, 2023, the TRP offer will no longer be valid.



Contact your dedicated Lincoln Underwriting & New Business team with any additional questions.



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Enhanced Underwriting Program

Lincoln AssetEdge[®] VUL and Lincoln WealthAccumulate[®] 2 IUL



[Download the flyer with everything you need to know](#)

Available for a limited time only

Lincoln is offering an enhanced underwriting program to provide even more value with our accumulation-focused variable (VUL) and indexed (IUL) universal life insurance product solutions.



November is Long-Term Care Month

It's Time to Care About Long-Term Care

Your clients make better LTC protection decisions when they can learn about long-term care options and create a plan that works for their loved ones, care preferences, and financial legacy.

[Visit Lincoln's Long-Term Care Awareness Month \(LTCAM\) website](#) for the latest information on the current long-term care landscape, including regulatory updates and the status of state legislation concerning long-term care.

Data Prefill Expansion

Updated November 13, 2023

We are excited to announce an expansion of our data prefill capabilities starting Nov. 13, 2023. Two new forms have been made available for Lincoln eDelivery, and five new forms have been made available for the eNIGO process. These new forms have been listed below in **bold**.

eDelivery (Available for Lincoln DocuSign only*)

- Disclosure Form for Lincoln (LifeElements) or (TermAccel) Level Term
- Electronic Funds Transfer (EFT) Authorization
- Employer Owned Life Insurance Consent and Notice/Form
- **Good Health Statement**
- **Variable Universal Life Insurance Suitability Supplement**

eNIGO

- Appropriateness Verification Statement
- Authorization for Release of Information (HIPAA)
- Certification for Disclosure Statement - PA
- Client Agent of Record Letter
- Disclosure Form for Lincoln (LifeElements) or (TermAccel) Level Term
- **Electronic Funds Transfer (EFT) Authorization**
- Employer Owned Life Insurance Consent and Notice/Form
- **Good Health Statement**
- Removing Agent of Record Letter
- **Temporary Life Insurance Agreement (including MG)**
- **Utah Producer Replacement Certification**
- **Variable Universal Life Insurance Suitability Supplement**

The extent to which each form is prefilled will depend on the information previously provided to Lincoln. This prefilled information can be updated, if needed. The information that is prefilled on the form is only visible within the signing platform and will not be visible on the copy of the policy from the Pending Website. Prepopulated information can include data such as the policy number, first and last names, date of birth and more.

Review each form carefully to ensure the correct information is prefilled and/or provided by the client.

*Not available for iPipeline DocFast eDelivery



Contact your dedicated Lincoln Underwriting & New Business team with any additional questions.



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New Business Form Updates

November 10, 2023

Massachusetts (MA) VUL Suitability Supplement for MoneyGuard Market Advantage®

MoneyGuard Market Advantage policies for the state of MA will no longer require the “Variable Universal Life Insurance Suitability Supplement” to be submitted. The form has been removed for MoneyGuard from all Lincoln and partner platforms. The “Variable Universal Life Insurance Suitability Supplement” is still required to be submitted for all other life VUL products.

HIV Form Update

HIV forms that reference MIB have been updated with the company’s new name: from MIB, Inc to MIB, LLC. These updated forms have new form numbers, now starting with “LF” and a revision date of 1/23. Wisconsin’s HIV form will have a revision date of 4/23. There is a 30-day transition period from Nov. 13, 2023, where either the old or new version will be accepted.

Lincoln Underwriting Quick Quote Tool Updates

November 13, 2023

Reprinted from the October 16, 2023 Lincoln Life Leader

Beginning November 13, 2023, Lincoln will streamline its quick quote platforms by only offering XRAE Lite for life insurance underwriting quick quotes. XRAE is a multi-carrier platform that’s widely used in the industry among our distribution partners and producers. XRAE Lite is available for simple, specific impairment scenarios and provides a multi-carrier view with no single sign-on (SSO) or log-in required. To access XRAE, visit <https://lincoln.xrae.com> or Lincoln’s Go Digital resource center at LFG.com/GoDigital

With this change, the Spectra quick quote tool will no longer be available after November 10, 2023.



For more complex underwriting quotes, please contact your dedicated Lincoln Underwriting team.

2023 Life Insurance Year-End Guidelines

Individual Life, Executive Benefits and Lincoln MoneyGuard®

Reprinted from the August 28, 2023 Lincoln Life Leader

Lincoln's Underwriting & New Business department is committed to helping you meet your year-end goals and objectives. Our focus is to ensure the maximum amount of your business is placed before the close of business on December 29, 2023.

We encourage you to submit all outstanding requirements for year-end cases as soon as possible. The following guidelines and remaining key dates should be followed to meet these expectations.

Remaining Key Dates and Deadlines

November 23-24 *Company Holiday*

December 7 **Suggested final date to submit all applications and tickets requesting a Tele-App or Phone PHI.**
The completion of the interview is contingent on your client's scheduling availability. As a reminder, the online interview (eInterview) is flexible and can be completed at any time.

December 14 **Suggested final date to submit all full applications and tickets requesting an online interview.**

December 21 All placement-restrictive requirements, including premium, must be received at Lincoln in-good-order to be guaranteed for placement by December 29, 2023.

December 22 **2023 compensation income placement deadline.*** All business placed in-force with premium by December 22, 2023 will be considered as 2023 income. Any business placed after this date, through December 29, 2023, will count as 2023 production but will be treated as 2024 earnings.

December 25 *Company Holiday*

PENDING CASE STATUS

The following *Memo to Agent Requirement* has been added to all pending cases starting October 16, 2023: "IMPORTANT YEAR-END NOTICE: To ensure this policy is placed in-force by year-end, all placement-restrictive requirements, including premium(s), must be received at Lincoln in-good-order by December 21, 2023."

*Important information regarding Internal Replacements: For Lincoln internal replacements, all business must be placed in-force with premium by December 22, 2023 to be considered as 2023 compensation income. Any business placed after this date, through December 29, 2023, will count as 2023 production but will be treated as 2024 earnings.

Always, Go Digital First!



Digital Tools

To help expedite your case from submission to placement

Lincoln will leverage electronic health records (EHR) in lieu of an APS, when possible!

- **eSubmission (via eTicket or eApp)** Helps to ensure that applications/tickets are submitted in-good-order
- **Online client interview (eInterview)** Clients can complete their interview 24/7
- **Automated Underwriting** Creates an opportunity for the lab-free process with real-time offer - further speeding up the process
- **eNIGO** Resolves not-in-good-order form requirements online
- **ePolicy delivery** Offers same day delivery of issued policies with electronic signing capability for the agent and client
- **Pending Case Status** available 24/7 from your Lincoln Producer website or via automated email notifications

Visit www.LFG.com/GoDigital for more information and reference materials

Lincoln's Suite of Digital Capabilities

- Eliminates paperwork
- Increases in-good-order submissions
- Streamlines underwriting decisions, a real-time offer is now available for qualifying clients
- Offers same day delivery of issued policies

Best Practices

Top 3

- Always include special instructions on a cover sheet.
- Include an in-good-order EFT form for **all bank draft cases** and note on the coversheet if the first premium will be drafted. Available for all modes (monthly, quarterly, semi-annual, annual).
- Always make sure the ticket/application information is correct so it will match the client interview information.

FYI

- **1035 Exchange Follow-Up Calls:** Initial calls will be made 2 - 3 business days after the exchange has been initiated. Follow-up calls will be made every 1 - 2 weeks (based on carrier) on initiated cases that are in-good-order.
- **Wire Transfers are not instantaneous.** Please allow a minimum of 4 hours after initiation of a wire to Lincoln before trying to confirm its receipt. More information: [Wire and ACH Instructions](#)
- **Suitability review for VUL** can take time. Send all VUL forms through the outside broker-dealer (OBD) or Lincoln Financial Securities (LFS) representative for suitability review as soon as possible.
- **VUL policies** will be placed in-force within 2 business days from the date in which the final placement restrictive requirement was received in-good-order.

Forms

- Complete application and all forms in their entirety, including the Agent's Report at submission, with correct agent code and agency/broker dealer, to ensure compensation is paid correctly.
- Download and submit the latest version of the application, forms and product illustration.
- Get signatures and dates on all forms. Trust/Corporate owned policies require the trustee/officer to sign with a title.
- The Replacement Notice [Form 33503] must be signed on/or before the application signature date. **For ticket submissions**, the Replacement Form [LF10087] must be signed on/or before the earliest solicitation signature date.

TermAccel
Contacts

Case Processing & Underwriting
TermAccelUWNB@LFG.com
(844) 815-6925

TermAccel Client Interview Team
TermAccelTeleAppTeam@LFG.com
(844) 815-7582

Reference Materials / IGO Best Practices

[Core Life Products](#)

[TermAccel®](#)

[MoneyGuard®](#)



Contact your dedicated Lincoln Underwriting & New Business team with any additional questions.



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RETURN TO HEADLINES

Resource Roundup

Don't miss any of the useful resources shared in this newsletter. Below is a summary of links:

[Article: DCA 10% Fixed Account Enhanced Interest Rate Program for Lincoln MoneyGuard Market Advantage](#)

[FAQ: DCA Program](#)

[Article: Lincoln VUL^{ONE} \(2021\) – 11/13/23](#)

Technical Training Guides:

[Lincoln VUL^{ONE} \(2021\) – 11/13/23](#)

[Product Guide](#)

[Rider Reference Guide](#)

Product Comparison:

[Lincoln VUL^{ONE} \(2021\) – 11/13/23 vs. Lincoln VUL^{ONE} \(2021\) – 5/15/23](#)

[Article: Bonus Rider and Premium Reduction Option Discontinued on Lincoln SVUL^{ONE}](#)

[Article: Table Reduction Program Discontinued on Lincoln VUL^{ONE} and SVUL^{ONE} products \(Reprint\)](#)

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[Lincoln's Long-Term Care Awareness Month \(LTCAM\) website](#)

[XRAE tool](#)

[Article: 2023 Life Insurance Year-End Guidelines](#)

[Go Digital website](#)

[Wire and ACH Instructions](#)

Email links:

Case Processing & Underwriting:

TermAccelUWNB@LFG.com

TermAccel Client Interview Team:

TermAccelTeleAppTeam@LFG.com

In-Good-Order Best Practices:

[Core Life Products](#)

[TermAccel[®]](#)

[MoneyGuard[®]](#)

State Approvals

Last Updated 11/13/2023

[View State Availability Grids](#)

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[View the Index of Articles](#) for past issues of the Lincoln Life Leader or visit the Lincoln Leader archive page on your producer websites.

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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Important Information:

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Policies sold in New York are issued by Lincoln Life & Annuity Company of New York, Syracuse, NY, and distributed by Lincoln Financial Distributors, Inc., a broker-dealer.

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. Limitations and exclusions may apply.

With variable products, policy values will fluctuate and are subject to market risk and to possible loss of principal.

Lincoln variable universal life insurance is sold by prospectuses. Carefully consider the investment objectives, risks, and charges and expenses of the policy and its underlying investment options. This and other important information can be found in the prospectus for the variable universal life policy and the prospectus for the underlying investment options. Prospectuses are available upon request and should be read carefully before investing or sending money. For current prospectuses, please call 800-444-2363 or go to www.LincolnFinancial.com.

It is possible coverage will expire when either no premiums are paid following the initial premium, or subsequent premiums are insufficient to continue coverage.

Only registered representatives can sell variable products.