

The Lincoln National Life Insurance Company (“Lincoln/Company”) issues fixed indexed annuity contracts on the issue date following Individual Annuity Operation’s (Annuity New Business) receipt of all premium(s) and paperwork in good order. “Good order” means that all required forms are properly completed and signed and the agent is properly licensed and appointed. Paperwork not in good order (“NIGO”) will result in delays.

### **Rate Hold Requirements**

- To “lock-in” rates before a rate change, the electronic application submit date or the paper application signed date must be prior to the effective date of the rate change, received in Annuity New Business within **10 calendar days** from the submit date (or signed date) (by 4pm ET on the last day) and funded within the rate hold based on the source of funds. The ACORD transfer form (ACORD951) is not subject to the 10-calendar day received requirement.
- Applications received in Annuity New Business after 10 calendar days from the application submit date or signed date will begin the rate hold period using the rates in effect on the date the application is received.
- If the contract is issued prior to the rate hold expiration date, the contract will receive the greater of the rate hold rates or the current rates when the contract is issued. If the contract is issued after the rate hold expiration date, the current rates in effect when the contract is issued would apply.
- **Cash:** By 4pm ET on the **10<sup>th</sup> calendar day** from the submit date (or signed date) the premium must be received in Annuity New Business and the paperwork must be in good order to receive the rate hold rates.
- **1035 Exchange/Qualified Trustee-to-Trustee transfer:** A **60 calendar day** rate hold applies to Lincoln-initiated 1035 exchanges and qualified trustee-to-trustee transfers beginning on the application submit date (or signed date). By 4pm ET on the 60<sup>th</sup> calendar day from the submit date (or signed date) the premium must be received in Annuity New Business and the paperwork must be in good order to receive the rate hold interest rate.

A 60-calendar day rate hold will also apply to qualified employer funds (401(k); 403(b); defined benefit plans etc.) rolling over to an IRA regardless of whether Lincoln or the client initiates the transfer if the funds are endorsed or made payable directly to Lincoln. If the client initiates the transfer and the proceeds are not endorsed or made payable to Lincoln, the case will receive a 10-calendar day rate hold like Cash.

- **Non-insurance account transfers to nonqualified annuities:** By 4pm ET on the 10<sup>th</sup> calendar day from the submit date (or signed date) the premium must be received in Annuity New Business and the paperwork must be in good order to receive the rate hold rates. Examples of non-insurance accounts include mutual fund shares, CDs, brokerage accounts, or any other financial institution funds selected in section 2B of the ACORD transfer form (ACORD951).

### **IMPORTANT INFORMATION**

- If you cancel a contract within the free-look period, Lincoln reserves the right to not accept another application for a new fixed indexed deferred annuity for a period of six months.
- If licensing and appointment approval is pending, Lincoln will not extend the rate hold dates.
- **Requests for future funding:** Indicating a maturity date or specific date for liquidation on the ACORD951 form is considered a request for that future transfer date. The transfer request will be initiated the business day prior to the listed date unless another date was requested. Lincoln is only able to hold a future transfer request for **30 calendar days**. If the request is longer than 30 calendar days, Lincoln will require a newly signed ACORD951 form with a date that is within 30 calendar days.
- **Wire transfers:** Indicate on the application ‘payment via wire’ and include the ABA routing number for the originating bank account, the bank name and dollar amount being wired.
- There is no rate hold on the index value and no interest is credited between the date the premium is received and the date the contract is issued.