

LIFE SOLUTIONS

# The Lincoln Leader

SEPTEMBER 30, 2024

VOLUME 22, ISSUE 20

## Online 1099 Tax Statements and Email Notification

### Beginning September 30, 2024

Lincoln is excited to offer its annuity and life insurance policy owners the ability to access 1099 tax statements online and opt-in to go paperless and receive an annual email notification when their tax statement(s) are ready to view online, instead of receiving their 1099 tax documents via mail.

[Click here to learn more about this new functionality and see step-by-step instructions on how it works](#)

Thank you for helping Lincoln customers go paperless and utilize our secure, digital self-service options!



### 1) Access 1099 Tax Statements Online

What's New

Registered customers can **view, download or print 1099 tax statements from the last seven years** within their LincolnFinancial.com online account.

Important Details

1. Tax statements for the previous year will be available online by January 31, as required by law.
2. Customers will be unable to access their tax forms online if:
  - They are not registered for a LincolnFinancial.com online account, or
  - They were terminated due to policy surrender or lapse due to non-premium payment.
3. Financial Professionals can view, download or print tax statements on behalf of a customer.
4. The seven-year date range only applies to tax statements, not to any other type of correspondence or statements.

### Headlines

[Online 1099 Tax Statements and Email Notification](#)

[Professional Advantage Program is now Lab Free Pro+](#)

[Introducing New Ready to Sell Tool “Producer Status Dashboard” \(Reprint\)](#)

[Start Accessing Your Client Correspondence Online Today! \(Reprint\)](#)

[Life Insurance Awareness Month \(Reprint\)](#)

[Maximizing the Moments that Matter \(Reprint\)](#)

[2024 Life Insurance Year-end Guidelines \(Reprint\)](#)

[Lincoln Financial to work with policy owners impacted by Hurricane Francine in Louisiana](#)

[Resource Roundup](#)



## 2) Opt-In to Go Paperless

### What's New

Registered customers can **opt-in to go paperless and receive an annual email notification when their tax statement(s) are ready to view online**, instead of receiving their 1099 tax documents via mail.

### Important Details

1. Customers must opt-in to receive an annual email notification when their tax statement(s) are ready to view online.
2. Any changes made to a customer's tax statement delivery preferences in January may not be applied for the current year but will apply as soon as tax forms are available for the following year.
3. Financial Professionals cannot opt-in on behalf of a client.
4. Initially, this functionality will be delayed for customers in Utah.

### PDF

[Download the pdf to learn more about this new functionality and see step-by-step instructions on how it works](#)

## Professional Advantage Program is now Lab Free Pro+

### Issuing a Lincoln life insurance policy up to \$40 million with no exams or labs

At Lincoln, our Industry Leading Underwriting team constantly looks for ways to increase competitiveness and simplify the customer experience. **Lab Free Pro+** is a simplified life insurance offering that requires no exams or labs for our professional clients who have had a recent complete physical, meeting our specified criteria.

**Lab Free Pro+** is available with *Lincoln LifeElements*® Level Term, indexed universal and variable universal products as well as survivorship versions<sup>1</sup> without rider restrictions.

### What you need to know



**It's easy.** No medical exams or lab work



**It's Competitive.** Personal or business insurance coverage up to \$40 million face amount can be considered if the applicant had a complete detailed exam conducted by a physician within the last 12 months.



**It's Inclusive.** Spouses may also participate

### To be considered for Lab Free Pro+:

- all [eligibility requirements](#) must be met, and
- a Cover Letter to the underwriter must be included indicating the following: "Lab Free Pro+ case — exam and vitals not required."

### PDF

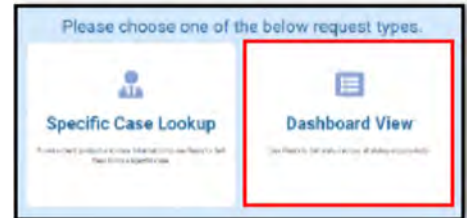
[Download the article pdf](#)

# Introducing New Ready to Sell Tool “Producer Status Dashboard”

Available September 16, 2024

Reprinted from the September 17, 2024, Lincoln Leader

Lincoln’s **Ready to Sell Tool** is a self-service, sales prep platform that can check a producer’s status, registration, licensing, appointments, contracting, and more! The tool is designed to help reduce Not in Good Order (NIGO) issues and avoid requirement roadblocks before the sales process begins.



The tool now features a Producer Status Dashboard, which includes helpful icons for viewing a Financial Professional’s overall readiness to sell across all states and products.

- Your resident jurisdiction is at the top of the list and highlighted in yellow.
- All other available states are highlighted in blue.
- ✓ A green check indicates you can sell all products in that product type in that state.
- ✗ A red X indicates you are not ready to sell any of the product types in that state.
- ! A grey exclamation point indicates you are ready to sell some, but not all, of the products in that product type in that state.

Click on the icons to see a detailed view of what products are included in that product type and your readiness status for each product.

Jurisdiction	Fixed Annuity	Fixed Life	Fixed - Indexed Annuity	Indexed	Long Term Care	Variable Annuity	Variable Life
Alaska	✗	✓	✗	✓	!	✗	✗
Alabama	✗	✗	✗	✗	✗	✗	✗
Arkansas	✗	✓	✗	✓	!	✗	✗
Arizona	✗	✓	✗	✓	✓	✗	✓

All licenses Lincoln has on file will be displayed in the Producer Status Dashboard Summary View. To add another license, please email [LicensingStatus@lfg.com](mailto:LicensingStatus@lfg.com).

Check out this [Overview and FAQs](#) or the updated [Financial Professional/Firm Training Video](#) to learn more!

PDF [Download this article pdf](#)

# Start Accessing Your Client Correspondence Online Today!

## Reprinted from the September 17, 2024, Lincoln Leader

Did you know that Lincoln provides access to view and print client correspondence directly from Lincoln's producer website? Your online account provides 24/7 secure and convenient access to these correspondence documents, as well as up-to-date resources, tools and more.

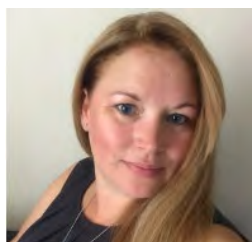
Starting this month, Lincoln will begin to transition away from mailing printed copies of certain correspondence letters. Doing so will streamline the communications you receive while enabling you to access these documents online, as they are needed. Additionally, this reduces the risk of unauthorized access of client data during transit by only being available to authorized individuals.

We encourage you to view and download the following correspondence documents from your online account, as they are needed:

- Owner Correspondence
  - Notification of Stopped Draft
  - Paid-Up Insurance
- Annual/Quarterly Statement of Account (SOA)

Please contact your Lincoln representative or visit our [Login/Registration](#) help page for more information on registering for a Lincoln account.

## Life Insurance Awareness Month



### Blog: What I learned about life ... and death.

People always share about the happiest times in their life, but the moments that matter most may not have a happy ending. See how helping clients prepare for those events can make all the difference.

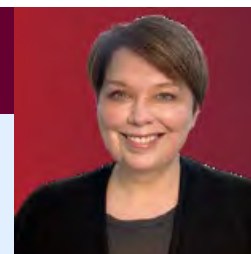
[Read the blog by Kristi Rackliff](#)  
AVP Competitive Solutions



Jared Nepa

### Maximizing the Moments that Matter Growing your business with next-gen clients

As part of Life Insurance (September) and Long-Term Care Awareness (November) Months, Lincoln is pleased to present a three-part virtual event series featuring Jared Nepa, Senior Vice President, Head of Life and *MoneyGuard*® Distribution and Suzanne Schmitt, Managing Director of Next Chapter Innovation, on the value of understanding – and maximizing – moments that matter to keep current clients satisfied, consolidate existing households, and grow through clients' next-gen families.



Suzanne Schmitt

Event dates: 9/25, 10/16, 11/6

Get a [sneak peek](#)

[Register for the three-part series](#)

# 2024 Life Insurance Year-end Guidelines

## Individual Life, Executive Benefits and Lincoln MoneyGuard®

### Reprinted from the July 29, 2024, Lincoln Leader

Lincoln Underwriting and New Business is committed to helping you meet your year-end goals and objectives. To ensure the maximum amount of your business is placed before the close of business on Dec. 31, 2024, we encourage you to submit all outstanding requirements for year-end cases as soon as possible. The following guidelines and key dates should be followed to meet these expectations.

	Lincoln VUL <sup>ONE</sup> and Lincoln SVUL <sup>ONE</sup> ONLY	Life, MoneyGuard, Executive Benefits
<b>Lincoln VUL<sup>ONE</sup> and Lincoln SVUL<sup>ONE</sup> application submission deadline.</b> All applications or tickets must be submitted to Lincoln by Aug. 9, 2024, and be placed by Dec. 31, 2024. For any pending VUL <sup>ONE</sup> or SVUL <sup>ONE</sup> case not placed by the deadline, the client must select a different product, or the case will be cancelled.	August 9 NO EXCEPTIONS	N/A
<b>Incoming 1035 exchange - overnight mailing requests.</b> For any incoming 1035 exchange, the surrendering carrier will be provided with Lincoln's FedEx account number and requested to overnight the check to Lincoln.	August 9	October 4
<b>1035 exchange submission deadline.</b> Submit 1035 exchange applications and/or tickets to allow time for underwriting and receipt of 1035 exchange funds. Lincoln will leverage electronic methods to submit 1035 paperwork to surrendering carriers, when available.	August 9	Suggested by November 1
<b>1035 exchange initiation deadline.</b> After the Underwriting offer has been made and all issue-restrictive requirements are in-good-order, the exchange will be initiated, and the surrendering carrier will be requested to overnight the check to Lincoln. Completion of the 1035 exchange is subject to losing carrier turn-around times.	September 27 NO EXCEPTIONS	Suggested by November 8
<b>Company Holiday   November 28-29</b>		
<b>Suggested final date to submit all applications and tickets requesting a Tele-App or Phone PHI.</b> The completion of the interview is contingent on your client's scheduling availability. Online interview (eInterview) is flexible and can be completed at any time.	N/A	December 6
<b>Suggested final date to submit all full applications and tickets requesting an online interview (eInterview).</b>	N/A	December 13
<b>All placement-restrictive requirements, including premium, must be received at Lincoln in-good-order to be guaranteed for placement by Dec. 31, 2024.</b>	4:00pm ET December 31	December 20
<b>2024 compensation income placement deadline*</b> All business placed in-force with premium by Dec. 20, 2024, will be considered as 2024 income. Any business placed after this date, through Dec. 31, 2024, will count as 2024 production but will be treated as 2025 earnings.	December 20	December 20
<b>Company Holiday   December 25</b>		
<b>2024 PLACEMENT DEADLINE: IMPORTANT for variable universal life (VUL) policies:</b> All placement-restrictive requirements, including premium, must be received in-good-order no later than 4:00pm ET for placement on Dec. 31, 2024. If premium is received after 4:00pm ET, any pending case will place for 2025 production. For any pending non-1035 Lincoln VUL <sup>ONE</sup> or SVUL <sup>ONE</sup> case not placed by Dec. 31, 2024, the client must select a different product, or the case will be cancelled.	4:00pm ET December 31 <b>NO EXCEPTIONS</b>	December 31

\*Important information regarding Internal Replacements: For Lincoln internal replacements, all business must be placed in-force with premium by Dec. 20, 2024, to be considered as 2024 compensation income. Any business placed after this date, through Dec. 31, 2024, will count as 2024 production but will be treated as 2025 earnings.

# Always, Go Digital First!

## PENDING CASE STATUS:

A year-end placement reminder, *Memo to Agent Requirement*, will be added to all pending *VUL<sup>ONE</sup>* and *SVUL<sup>ONE</sup>* cases starting August 2024 and to all other policies in Q4 2024.

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

## Lincoln's Suite of Digital Capabilities

- Eliminates paperwork
- Increases in-good-order submissions
- Streamlines underwriting decisions
- Offers same day delivery of issued policies

Reference Materials  
IGO Best Practices

[Core Life](#)  
[TermAccel<sup>®</sup>](#)  
[MoneyGuard<sup>®</sup>](#)

PDF

[Return to Headlines](#)



## DIGITAL TOOLS

To help expedite your case from submission to placement

**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, further speeding up the process

**eNIGO** Resolves not-in-good-order form requirements online

**Two -Way Communications** Allows requirements to be satisfied and underwriting offers to be accepted via the Pending Website

**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](http://www.LFG.com/GoDigital) for more information and reference materials

## 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. More information about carriers' 1035 processes: [1035 Exchange Carrier Information](#)
- **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) 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.

### Automated Underwriting

- If a policy qualifies for automated underwriting (AU), (ages 18-60 up to \$2.5M), please do not order labs in advance. Lincoln's AU process will determine if labs are needed.

# Lincoln Financial to work with policy owners impacted by Hurricane Francine in Louisiana

Lincoln Financial (Lincoln) recognizes the hardships many of our policy owners and agents have experienced related to Hurricane Francine in Louisiana. As the severe weather may have impacted the timeliness of payments and submission of paperwork, we will work with our policy owners, agents and brokers, on a case-by-case basis, to ensure their Lincoln insurance coverage will remain in force and not lapse due to nonpayment of premium.

If you were impacted by Hurricane Francine, please contact us at the phone number listed below with any questions you may have with your coverages:



**Individual Life Insurance: 1-800-487-1485**

## Resource Roundup

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

**Article:** [Online 1099 Tax Statements and Email Notification](#)

[Video for financial professionals](#)

**Article:** [Professional Advantage Program is now Lab Free Pro+](#)

**Flier:** [Lab Free Pro+](#)

**Article:** [Introducing New Ready to Sell Tool “Producer Status Dashboard”](#)

**Flier/Q&A:** [Ready to Sell Tool](#)

**Life Insurance Awareness Month**  
**Blog:** [What I learned about life ... and death](#)

**Maximizing the Moments that Matter**

[Video](#)

[Register](#) for the three-part series

**Article:** [2024 Life Insurance Year-end Guidelines](#)

[1035 Exchange Carrier Information](#)

[Wire and ACH Instructions](#)

**Reference Materials:**

[Core Life](#)

[TermAccel®](#)

[MoneyGuard®](#)

<p><b>State approvals</b></p> <p>Last Updated 9/30/2024</p> <p><a href="#" style="color: white; text-decoration: underline;">View State Availability Grids</a></p>	<p><b>Go Digital</b></p> <p>Check out your one-stop shop for all Lincoln digital capability resources!</p> <p><a href="#" style="color: white; text-decoration: underline;">GoDigital website</a></p>	<p><b>Market Intel Exchange</b></p> <p>Market data and insights from Lincoln and industry asset management partners</p> <p><a href="#" style="color: white; text-decoration: underline;">Market Intel Exchange (PDF)</a></p>	<p><b>Explore our blogs</b></p> <p>Help solve a range of client income needs through holistic planning.</p> <p><a href="#" style="color: white; text-decoration: underline;">See the latest blog.</a></p>	<p><b>Find an article</b></p> <p><a href="#" style="color: white; text-decoration: underline;">View the Index of Articles</a></p> <p>or visit the <a href="#" style="color: white; text-decoration: underline;">Lincoln Leader archive page</a> (must be logged in to LFD.com)</p>
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**Important Information:**

Lincoln life insurance policies are issued by The Lincoln National Life Insurance Company, Fort Wayne, IN, and distributed by Lincoln Financial Distributors, Inc., a broker-dealer. **The Lincoln National Life Insurance Company does not solicit business in the state of New York, nor is it authorized to do so.**

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 insurance products are sold by prospectuses. Carefully consider the investment objectives, risks, and charges and expenses of the product 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 <http://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.**

**For financial professional use only. Not for use with the public.**

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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