



LINCOLN LEADER

MoneyGuard[®] Series Version
05/19/08

Key Headlines

- *MoneyGuard*[®] Reserve Flex Return of Premium (ROP) Now Available
- *MoneyGuard*[®] Reserve is now available in Minnesota
- New *MoneyGuard*[®] Reserve – How to Complete the ticket
- Updates to State Insurance Licensing and Training Requirements

State Availability

[Click here](#) for the current life product state availability charts.

[Click here](#) to view the life forms approval chart

Information Compiled By:
**Individual Markets, Product
& Distribution Support**

***MoneyGuard*[®] Reserve Flex Return of Premium (ROP) Now Available!**

Effective May 19, 2008, the Flex Return of Premium Rider (ROPR) is available for sale with *MoneyGuard*[®] Reserve 5-pay and 7-pay annual premium scenarios. This includes all states except: Utah, Vermont, Washington, Minnesota, New York and Pennsylvania.

The single premium version of the rider is included automatically at policy issue. The Flex ROPR must be elected at the time of application and is available only with the 5-pay or 7-pay annual premium scenarios.

While the *MoneyGuard*[®] Reserve Flex Return of Premium Rider functions in much the same way as the single premium version of the rider, it was designed for a very different marketplace. The Flex ROPR is designed for executives and business owners up to age 60 that would like a strong universal life insurance contract with long-term care protection and flexibility at retirement. It is also for younger working individuals who do not have the ability to make a large single premium payment.

New Terminology

Return of Premium Threshold - This equals the sum of all premiums paid shown on the Policy's Schedule Page.

Key Differences

The key difference between the flexible premium rider and the single premium rider versions of the rider is when the Return of Premium (ROP) benefit becomes available.

- The ROP value on the single premium version is available as soon as the single premium is deposited.
- With flexible premium cases sold with the ROPR, the benefit becomes available once all planned premium payments are received and the ROP Threshold is met. The surrender value is payable until the ROP Threshold is met.

Firm Availability

As of May 19, 2008, Flex ROP will be available in Bank of America, LFA, Smith Barney and Morgan Stanley. The rider is pending approval in AG Edwards/Wachovia, NPH, UBS, US Bank and Wells Fargo. The flexible premium structure is not currently available in Edward Jones or Merrill Lynch.

System Availability

Flex ROP will be included in the May 19, 2008 Lincoln Sales Platform illustration update.

MoneyGuard® Reserve is Now Available in Minnesota!

Lincoln is excited to introduce *MoneyGuard®* Reserve in the state of Minnesota. Policies will be issued by The Lincoln National Life Insurance Company.

Availability

Effective Monday, May 19, 2008, *MoneyGuard®* Reserve with Streamlined Underwriting is available in Minnesota.

Important Product Differences

The Minnesota version of the product is fundamentally the same as the nationwide version. It features the Return of Premium Ride (ROP), Convalescent Care Benefits Rider (CCBR) and the Extension of Benefits Rider (EOBR).

The primary difference in the Minnesota version of this product includes:

Nonforfeiture:

Nonforfeiture for lapse only is included in both the Convalescent Care Benefits Rider and the Extension of Benefits Rider, but will not be available until the policy and rider(s) have been in force for three years.

Reference Materials

- ***Click here*** to view the on-line version of the *MoneyGuard®* Reserve Product Reference Guide.
- ***Click here*** to view the *MoneyGuard®* Reserve specimen contract.

Underwriting and New Business Update

With the approval of *MoneyGuard®* Reserve, the Streamlined Underwriting Process will be adopted in Minnesota. This process will reduce the processing time to as little as six to eight days.

This will be accomplished by:

- Reducing the point of sale paperwork for the retail representative
- Utilizing a Pre-Qualifying tool (8 pre-screening questions)
- Replacing all previous underwriting requirements with a Personal History Interview
- Collecting all signatures (except 1035 exchange business and replacement forms) upon delivery
- Employing an Accept or Decline underwriting philosophy

A rollout package for the new streamlined underwriting process is available on-line. Click on the item below to view each item and to get familiar with the process.

- A streamlined underwriting [process overview](#)
- A [step-by-step outline](#) of the streamlined process
- Sample copy of the *MoneyGuard*[®] Reserve ticket
- Annotated [How To Fill Out a *MoneyGuard*[®] Reserve ticket](#)
- The [prequalifying tool](#)
- A sample [Temporary Insurance Agreement](#) (TIA) to be used when collecting the premium

Minnesota *MoneyGuard*[®] Licensing & Contracting Requirements

- Licensing: Minnesota Life and Health license
- Appointment: Minnesota Life and Health appointment (The appointment will be with The Lincoln National Life Insurance Company)
- Long Term Care Training Requirement effective 2/1/08:

Initial pre-sale hours:

Resident producer: Completion of the Minnesota approved 8 hour course “MN Eligibility and the LTC Partnership Program”.

Non-resident producer: Completion of the Minnesota approved 8 hour course or completion of an 8 hour NAIC LTC course approved in another state.

Ongoing Requirement:

Resident and non-resident producers must complete an additional 4 hour approved Long Term Care course every two (2) years from the date the last course was taken.

Minnesota Transition Rules

MoneyGuard[®] Reserve replaces *MoneyGuard*[®], *MoneyGuard*[®] Flex I and *MoneyGuard*[®] Flex II in Minnesota.

There is a standard 60-day transition period effective **May 19, 2008**, which means formal applications must be signed and dated by **Friday, July 18, 2008**. The applications must be received in good order in the Hartford home office by **Friday, August 1, 2008** to be eligible.

For firms using the TeleApp process, fully completed tickets, MIB and HIPAA forms must be received in the Hartford TeleApp unit by **Friday, July 18, 2008**. Paper applications must be completed and received in good order in the Hartford home office by **Friday, August 15, 2008**.

Forms

Minnesota will use the nationwide version of the forms. The forms can be found in the Lincoln Forms Tool on the website.

Marketing Materials

The *MoneyGuard*[®] Reserve Advisor Materials may be used with Minnesota. For a list of all available materials logon to the Lincoln producer website, and view *MoneyGuard*[®] Reserve.

NEW - *MoneyGuard*[®] Reserve How to Complete the Ticket

A 4-page document containing tips and instructions on how to complete the *MoneyGuard*[®] Reserve ticket is now available through the Lincoln Forms Tool. Even though the ticket is only one page, there are still opportunities for errors. Information contained in "How to Complete the *MoneyGuard*[®] Reserve Ticket" can help lessen the number of tickets deemed "NIGO" (Not In Good Order).

MoneyGuard Reserve Point Of Sale Forms		
Required Forms		
<input checked="" type="checkbox"/>	MG07057	MoneyGuard Reserve - How to Complete the Ticket New Required
<input checked="" type="checkbox"/>	LF06245	MoneyGuard Reserve Ticket Required
<input checked="" type="checkbox"/>	33499	Outline of Coverage Required
<input checked="" type="checkbox"/>	MG-2349-07	PHI Instructions Required
<input checked="" type="checkbox"/>	MG-2347-07	Pre-Qualifying Tool Required
<input checked="" type="checkbox"/>	LFD0610-2218	Pre-Sale Checklist Required
<input checked="" type="checkbox"/>	GB06714	Privacy Practice Notice Required
<input checked="" type="checkbox"/>	B44	Temporary Insurance Agreement (TIA) Required

Note: the instructions are marked "required"; however, the instructions are for training purposes only and should not be submitted with the ticket.

Updates to State Insurance Licensing and Training Requirements

Many states have adopted Long-Term Care training requirements applicable to the Lincoln *MoneyGuard*[®] Suite of product(s) with various effective dates. Attached is the recently updated State Insurance Licensing and Training Requirements grid. Training must be completed by the applicable target date in each state.

Each producer is individually responsible for fulfilling the applicable state insurance licensing and training requirements to transact *MoneyGuard*[®] business in different states. Individual firms may have additional requirements that must also be met.

A copy of the training certificate within the state for which the course was taken must be sent and received by Lincoln Producer Solutions before authority to sell the *MoneyGuard*[®] product can be granted (in that particular state).

Please send the CE certificates via e-mail, fax or mail to:

E-Mail: Contracting@LFG.com
Fax: (603)-226-5311
Mail: Lincoln Financial Group <i>Attention: Distribution Gateway</i> P.O. Box 515 Concord, NH 03302-0515

Reminder: You must be logged into your Lincoln Producer site prior to linking to the hot links contained in this document. For some secure documents an additional login screen may be required – please use your normal login ID and Password if this screen is required.

Questions & Comments

Please contact Jennifer DiPoppo if you have any Administrative/ Operational announcements that you would like to include in the Lincoln Leader.

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Insurance products are issued by The Lincoln National Life Insurance Company, Fort Wayne, IN, and affiliates. The Lincoln National Life Insurance Company is not authorized nor does it solicit business in the state of New York. Policies sold in New York are issued by Lincoln Life & Annuity Company of New York, Syracuse, NY.

Contractual obligations are backed by the claims-paying ability of the issuing insurance company.

MoneyGuard[®] Reserve is issued on Policy Form LN850 (8/05), Return of Premium Rider on Form LR850 (8/05), Convalescent Care Benefits Rider on Form LR851 (8/05), and Extension of Benefits Rider on Form LR852 (8/05) and state variations by The Lincoln National Life Insurance Company, Fort Wayne, IN. Products and features subject to state availability. Guarantees backed by the financial strength of the insurer.

MoneyGuard[®] Reserve in New York is issued on Policy Form LN850 (8/05), Return of Premium Rider on Form LR850 (8/05), Convalescent Care Benefits Rider on Form LR851 (8/05), Extension of Benefits Rider on Form LR852 (8/05), Terminal Illness Accelerated Death Benefit Rider LR853 (8/05), Endorsement for Right to Purchase a Long-Term Care Policy LR856 (8/05), Non-forfeiture Benefit Rider LR855 (8/05) by Lincoln Life and Annuity Company of New York, Syracuse, NY. Guarantees backed by the financial strength of the insurer.

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