

Lincoln *MoneyGuard*® Reserve

Submission deadline is Friday, November 15, 2019

As part of our commitment to providing transparency, we want to notify our partners that after November 15, 2019, Lincoln will not have an approved MoneyGuard product available in the state of New York. We are actively working with the state to get our 2017 Commissioners Standard Ordinary (CSO) Table product approved as soon as possible. Lincoln is dedicated to continuing our business in New York.

Due to the delay in product availability, we are putting in place an **in good order** application deadline for all Lincoln *MoneyGuard*® Reserve submissions. All applications must be received in good order by Lincoln's back office by Friday, November 15, 2019. Our **in good order** requirement is put in place to help you and your clients meet the December 31, 2019 placement deadline. Submission guidelines are provided below.

Lincoln is committed to helping you meet your year-end goals. We look forward to sharing additional updates as they become available.

Submission Guidelines

- For applications to qualify for the current *MoneyGuard*® Reserve, the completed ticket, Projection of Values and all other required point-of-sale forms must be signed, dated, and received in good order by Lincoln's home office **by Friday, November 15, 2019**.
 - New York point-of-sale forms include: *MoneyGuard*® Ticket, Projection of Values, Replacement of Life Insurance or Annuities, Long-Term Care Insurance Personal Worksheet, Confirmation of Personal Worksheet Financial Information Opt Out (if applicable), Receipt of Required Notice(s) Acknowledgment Form, Authorization for Release of Information (HIPAA)
- For **pending business** where the PHI has not been scheduled, all submission paperwork must be in good order **by Friday, November 15, 2019**.
- Please note, effective October 1, 2019, Lincoln is no longer accepting external 1035 exchange applications for Lincoln *MoneyGuard* Reserve.
- For **New York Replacement business** (non 1035), it is imperative that all required forms and point-of-sale forms must be signed, dated, and received in good order by Lincoln's home office by November 15, 2019.
 - Additional point-of-sale forms needed for New York Replacement business include: Appendix 11: Definition of Replacement, Authorization to Disclose Policy Information, and Appendix 10C: Important Notice Regarding Replacement
- Ensure that you are appropriately credentialed. Clients of advisors who are not properly credentialed to solicit business when the paperwork is submitted will be subject to premium rates in effect on the date when the advisor becomes properly credentialed and resubmits the paperwork.

Any non-2017 CSO compliant products must be placed in force with premium by December 31, 2019. To help ensure policy placement, Lincoln suggests all premium(s) and delivery requirements be received in good-order by December 27, 2019.

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Issuer: Lincoln Life & Annuity Company of New York, Syracuse, NY

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

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.

Long-term care benefit riders may not cover all costs associated with long-term care costs incurred by the insured during the coverage period. Accelerated death benefits may be taxable and may affect public assistance eligibility.

Distributor: Lincoln Financial Distributors, Inc., a broker-dealer

Policy: Lincoln MoneyGuard® Reserve, universal life insurance policy form LN850 (8/05) Rev with a Convalescent Care Benefits Rider on Rider Form LR851 (8/05), an Extension of Benefits Rider on Rider Form LR852 (8/05), a Return of Premium Rider on Rider Form LR850 (10/07), a Terminal Illness Accelerated Death Benefit Rider on Rider Form LR853 (8/05), a Right to Purchase a Long-Term Care Policy on Endorsement Form LR856 (8/05), and a Nonforfeiture Benefit Rider on Rider Form LR855 (8/05).

Only available in NY.

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