

# Lincoln MoneyGuard<sup>®</sup> II

Reimbursement for Long-Term Care expenses offered  
through a flexible premium life insurance policy

Prepared for: Valued Client  
In the State of: NC  
On: 12/20/2017  
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**This material was prepared to show the operation of an insurance product issued by The Lincoln National Life Insurance Company, based on the options, features and assumptions you or your financial advisor specified. This projection, and the options, features or assumptions on which it is based, is not intended to be, and should not be, viewed as specific investment advice or any suggestion or recommendation by The Lincoln National Life Insurance Company or any of its employees for you or your investment situation. A financial advisor can provide you with investment advice for your investment situation. The Lincoln National Life Insurance Company, its respective employees, representatives, and/or insurance agents do not provide tax, accounting, or legal advice.**

**For use by a licensed agent/representative with the proposed insured/owner/applicant.**

## Understanding Your Projection of Values

**Year:** The policy year beginning with the effective date of the policy.

**Age:** The insured's age at the beginning of the policy year shown.

**Surrender Value:** The amount you will receive for fully surrendering the contract. The amount shown is the value on the last day of the policy year. Surrender charges will apply in the event that the cash surrender value is greater than the Return of Premium Benefit. The initial surrender charge decreases, eventually reaching zero at the end of year 10.

**Return of Premium Provision (ROP):** The amount available upon surrender of the contract after all premiums are paid. This amount varies based on the return of premium choice selected.

**Death Benefit:** The amount payable upon death. The amount shown is the value on the last day of the policy year. The Death Benefit may be higher than the Specified Amount due to the Minimum Required Death Benefit provision, please see the contract for details.

**Long-Term Care Benefit Limits:** The amount available for reimbursement of costs incurred for Qualified Long-Term Care expenses.

## Things to Know

This is a Projection of Values for Lincoln MoneyGuard® II which is a Flexible Premium Adjustable Life (Universal Life) Insurance policy issued by The Lincoln National Life Insurance Company, Fort Wayne, IN on Policy Form ICC13LN880, with a Long-Term Care Acceleration of Benefits Rider (LABR) on Rider Form ICC13LR881, a Long-Term Care Extension of Benefits Rider (LEBR) on Rider Form ICC13LR882, and a Value Protection Rider on Rider Form ICC15LR880 Rev.

THIS IS A LIFE INSURANCE POLICY PROJECTION OF VALUES AND NOT A CONTRACT. ACTUAL RESULTS MAY VARY FROM THE VALUES SHOWN IN THIS PROJECTION OF VALUES. POLICY LIMITATIONS AND EXCLUSIONS ARE DESCRIBED IN THE OUTLINE OF COVERAGE THAT ACCOMPANIES THIS PROJECTION OF VALUES. GUARANTEES ARE SUBJECT TO THE FINANCIAL STRENGTH OF THE LINCOLN NATIONAL LIFE INSURANCE COMPANY.

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### Life Insurance Cost Indices

Life insurance cost indices are based on the guaranteed amount payable on death.

Based on guaranteed 2.00% interest rate and guaranteed charges, Surrender Cost for 10-Year would be \$41.32 and Surrender Cost for 20-Year would be \$37.10. Net Payment for 10-Year would be \$81.20 and Net Payment for 20-Year would be \$53.12.

An explanation of the intended use of these indices is provided in the life insurance buyer's guide. These indices are useful only for the comparison of relative costs of two or more similar policies. The planned annual premium less annual charges for riders is used for the basic policy premium in calculating the indices above.

**For:** Valued Client  
**Age:** 60  
**Underwriting Class:** Male, Couples Discount  
**Minimum LTC Duration:** 6 Years



**Lincoln MoneyGuard® II provides expense reimbursement for Qualified Long-Term Care expenses including:**

- Adult day care
- Home health care
- Hospice services
- Nursing home care services
- Assisted living
- Alternative care services

Single Premium Amount	<b>\$100,000</b>	This projection of values assumes premiums are paid as shown. The premium amount is received on the policy effective date.
Long-Term Care Benefit Limits:		
Initial Monthly	<b>\$5,452</b>	These are the initial amounts available for expense reimbursement for Qualified Long-Term Care Services, subject to rider terms and conditions.
Initial Annual	<b>\$65,419</b>	
Initial Total	<b>\$423,154</b>	
Inflation Option	<b>3% Compound</b>	The inflation option will automatically increase the monthly rider(s) amounts by 3% annually. Increased benefit amounts are shown in the LTC Benefit column on page 4 herein.
Minimum Long-Term Care Benefit Duration	<b>6 years</b>	Reimbursements for Qualified Long-Term Care Services, are available, based on the selected rider(s): Long-Term Care Acceleration of Benefits Rider (LABR): 2 years Long-Term Care Extension of Benefits Rider (LEBR): 4 years
Deductible Period	<b>None</b>	There is no deductible period. Benefits are payable on the first day of care for eligible claims.
Initial Specified Amount	<b>\$130,837</b>	The Specified Amount is set at issue. Long-Term Care reimbursements, excluding the benefits received due to inflation, reduce the Specified Amount on a dollar-for-dollar basis.
Initial Residual Death Benefit	<b>\$6,541</b>	The minimum death benefit if Long-Term Care reimbursements have reduced the Specified Amount.
Return of Premium	<b>\$80,000</b>	If the policy is surrendered prior to total planned premiums being paid, the surrender value to be paid is the cash value minus any applicable surrender charge. Once total planned premiums are paid, the Return of Premium Benefit is available.
LTC Acceleration of Benefits Rider Charge *	<b>\$197.82/mth</b>	LABR Base charge is \$22.24 per month for 10 years. LABR Inflation charge is \$175.58 per month for 10 years.
LTC Extension of Benefits Rider Charge *	<b>\$209.21/mth</b>	LEBR Base charge is \$89.10 per month for 10 years. LEBR Inflation charge is \$120.11 per month for 10 years.
		* These are not additional premiums; the LTC Rider Charges are deducted from the Gross Cash Value.

*This Projection of Values is not complete without all pages.*

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For: Valued Client  
 Age: 60  
 Underwriting Class: Male, Couples Discount  
 Minimum LTC Duration: 6 Years



**ALL VALUES AND BENEFITS SHOWN ARE GUARANTEED<sup>(1)</sup>**

Policy Year	Age	Planned Premium	Surrender Value(3)	Death Benefit Amount	IRR(4)	Long-Term Care Reimbursement Benefit Limits (2)			
						3% Compound Interest			
						Total	Annual	Monthly	IRR(5)
1	60	100,000	80,000	168,800	68.8%	423,154	65,419	5,452	64.5%
2	61	0	80,000	164,000	28.1%	435,848	67,381	5,615	43.5%
3	62	0	80,000	160,000	17.0%	448,924	69,402	5,784	33.7%
4	63	0	80,000	156,000	11.8%	462,391	71,485	5,957	27.9%
5	64	0	80,000	151,200	8.6%	476,263	73,629	6,136	23.9%
6	65	0	80,000	148,000	6.8%	490,551	75,838	6,320	21.1%
7	66	0	80,000	144,000	5.4%	505,267	78,113	6,509	19.0%
8	67	0	80,000	140,800	4.4%	520,426	80,457	6,705	17.3%
9	68	0	80,000	136,800	3.5%	536,038	82,870	6,906	15.9%
10	69	0	80,000	133,600	2.9%	552,119	85,356	7,113	14.8%
11	70	0	80,000	130,837	2.5%	568,683	87,917	7,326	13.9%
12	71	0	80,000	130,837	2.3%	585,744	90,555	7,546	13.1%
13	72	0	80,000	130,837	2.1%	603,316	93,271	7,773	12.4%
14	73	0	80,000	130,837	1.9%	621,416	96,069	8,006	11.8%
15	74	0	80,000	130,837	1.8%	640,058	98,951	8,246	11.2%
16	75	0	80,000	130,837	1.7%	659,259	101,920	8,493	10.8%
17	76	0	80,000	130,837	1.6%	679,037	104,977	8,748	10.4%
18	77	0	80,000	130,837	1.5%	699,409	108,127	9,011	10.0%
19	78	0	80,000	130,837	1.4%	720,391	111,371	9,281	9.6%
20	79	0	80,000	130,837	1.4%	742,003	114,712	9,559	9.3%
21	80	0	80,000	130,837	1.3%	764,263	118,153	9,846	9.1%
22	81	0	80,000	130,837	1.2%	787,191	121,698	10,141	8.8%
23	82	0	80,000	130,837	1.2%	810,806	125,349	10,446	8.6%
24	83	0	80,000	130,837	1.1%	835,131	129,109	10,759	8.4%
25	84	0	80,000	130,837	1.1%	860,184	132,982	11,082	8.2%
26	85	0	80,000	130,837	1.0%	885,990	136,972	11,414	8.0%
27	86	0	80,000	130,837	1.0%	912,569	141,081	11,757	7.8%
28	87	0	80,000	130,837	1.0%	939,947	145,313	12,109	7.6%
29	88	0	80,000	130,837	0.9%	968,145	149,673	12,473	7.5%
30	89	0	80,000	130,837	0.9%	997,190	154,163	12,847	7.3%
31	90	0	80,000	130,837	0.9%	1,027,105	158,788	13,232	7.2%
32	91	0	80,000	130,837	0.8%	1,057,918	163,551	13,629	7.1%
33	92	0	80,000	130,837	0.8%	1,089,656	168,458	14,038	7.0%
34	93	0	80,000	130,837	0.8%	1,122,345	173,512	14,459	6.9%
35	94	0	80,000	130,837	0.8%	1,156,016	178,717	14,893	6.8%
40	99	0	80,000	130,837	0.7%	1,340,139	207,182	17,265	6.3%
45	104	0	80,000	130,837	0.6%	1,553,588	240,181	20,015	5.9%
50	109	0	80,000	130,837	0.5%	1,801,035	278,435	23,203	5.7%
55	114	0	80,000	130,837		2,087,893	322,783	26,899	
60	119	0	80,000	130,837		2,420,440	374,194	31,183	

(1) Projection values based on guaranteed maximum policy charges and guaranteed minimum credited rate. No-Lapse Protection provided by the Value Protection Rider. This projection assumes all planned premiums paid on due date.

(2) Total benefit limits for reimbursement of Qualified Long-Term Care Services. These values assume the monthly maximum is used for the entire duration selected and the Long-Term Care value will continue to increase on each policy anniversary as a result of the inflation option chosen. The monthly benefit shown is the amount available for the first 12 months of care.

(3) Surrender Value is the greater of the Policy Value less Surrender Charge or the Return of Premium Benefit, if available.

(4) Internal Rate of Return on the Death Benefit Amount. IRR column is blank in years where IRR calculation is unavailable.

(5) Internal Rate of Return on the Total LTC Benefits. IRR column is blank in years where IRR calculation is unavailable.

***This Projection of Values is not complete without all pages.***

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**For:** Valued Client  
**Age:** 60  
**Underwriting Class:** Male, Couples Discount  
**Minimum LTC Duration:** 6 Years



## Tax Status

The Lincoln *MoneyGuard*® II Death Benefit is generally received by the beneficiary income tax-free under Section 101(a) (1) of the Internal Revenue Code (IRC) and the Long-Term Care benefits paid are not taxed as income under IRC Section 104(a) (3). The owner will pay no current income taxes on interest earnings credited to the policy's Cash Value.

Based on our understanding of applicable law, the projected policy is a Modified Endowment Contract (MEC) as defined in section 7702A of the Internal Revenue Code. Distributions from a MEC may be subject to income tax, and an additional 10% federal income tax penalty applies to taxable distributions received before the policy owner reaches age 59 1/2.

The Pension Protection Act of 2006 (PPA) changed the tax treatment of your MoneyGuard policy effective January 1, 2010. Based on our understanding and analysis of the PPA:

- Qualified Long-Term Care Rider charges will continue to be treated as distributions from your policy, but Lincoln will not report the distributions as taxable (even if your policy is a MEC).
- Qualified Long-Term Care Rider charges will reduce the investment in the contract (cost basis), but not below zero, as the charges are taken from your policy.
- Once the investment in the contract has been reduced to zero, distributions for Qualified Long-Term Care Rider charges will come from any gain in the contract (but will still not be reported as taxable distributions). You will receive a 1099R form for the charges, but the charges are not reported as taxable.

Please note that the state income tax laws in certain states may not conform to the federal income tax treatment of the Qualified Long-Term Care Rider charges described above. In such states, the charges may be treated as taxable distributions from the policy for state income tax purposes. However, the federal income tax treatment described above will continue to apply to such charges.

It is important to remember that these rider charges now and in the future impact the policy's cost basis. In the event any other financial transaction is requested, such as a request to exercise the Return of Premium Provision, the cost basis is used in determining if that transaction creates a taxable event. As previously noted, the cost basis is reduced as a result of these rider charges. Any Return of Premium Benefit paid upon full surrender of the policy is treated, for Federal income tax purposes, as being funded in part by a refund of the charges taken from the Long-Term Care Acceleration of Benefits Rider and the Long-Term Care Extension of Benefits Rider (if applicable), and in part by the value of the underlying policy. The full surrender of the policy may result in a taxable event and the owner should consult his/her personal tax advisor regarding this and other applicable tax matters.

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## Return of Premium Benefit Disclosure

The Return of Premium Benefit does not apply until all planned premiums have been paid.

**This projection of values is neither a contract nor an offer to contract. A full description of the policy provisions and limitations is included in the policy itself and any applicable riders.**

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The applicant certifies the following: 1) I have received a copy of this Projection of Values, 2) I have reviewed the Modified Endowment Contract disclosure statement above and understand that the proposed plan of insurance would be a Modified Endowment Contract subject to special tax treatment, 3) I have been advised to consult with my own tax advisor regarding the tax effects of the projected policy, its valuation, as well as the potential tax impact on surrender under the Return of Premium Provision and 4) I have received a copy of an Outline of Coverage.

Applicant: \_\_\_\_\_

Date: \_\_\_\_\_

The agent certifies the following: 1) I certify that this Projection of Values has been presented to the applicant and that I have made no statements that are inconsistent with the Projection of Values and 2) I certify that I have presented to the applicant an Outline of Coverage.

Licensed Agent/Representative: \_\_\_\_\_ Date: \_\_\_\_\_

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## New Business Data



The following are all initial values and do not reflect any future changes.

Product: Lincoln *MoneyGuard*® II (2017)  
Name: Valued Client  
State: NC  
Gender: Male  
Age: 60  
Underwriting Class: Couples Discount  
  
Death Benefit Option: Level  
MEC: Yes  
Initial Specified Amount: \$130,837  
Planned Premium: \$100,000  
Payment Mode: Annual  
Lump Sum Deposit: \$0  
Solve Type: Face Solve

LABR: 2 Years  
Inflation Option: 3%  
  
LEBR: 4 Years  
Inflation Option: 3%  
  
Value Protection Rider: Basic  
ROP Threshold: \$100,000.00  
  
Planned Policy Changes: No  
  
Business ID:

<u>Year</u>	<u>Total Premiums</u>
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1	100,000.00
2	0

Software version:  
LFD-D v39.0 B  
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TP: 10,000.15  
7P: 10,519.43  
CP: \$100,001.50  
Monthly NLP: \$1,050.95

**You must include the New Business Data Sheet when submitting the Projection of Values to the Home Office.**

# Lincoln MoneyGuard® II

For: Valued Client  
Age: 60  
Underwriting Class: Male, Couples Discount  
Minimum LTC Duration: 6 Years (2 Years LABR , 4 Years LEBR)  
LTC Inflation Option: 3% Compound  
ROP Type: Basic (Option 1)



## Premium Options

LTC Duration	Initial Max Monthly Benefit	Initial Total LTC Benefits	Specified Amount
6 Years	\$5,452	\$423,154	\$130,837

Premium Options	Modal Premium	Total Planned Premium
1 Year	100,000	100,000
2 Years	51,220	102,440
3 Years	34,973	104,919
4 Years	26,859	107,436
5 Years	21,998	109,990
6 Years	18,764	112,584
7 Years	16,459	115,213
8 Years	14,736	117,888
9 Years	13,400	120,600
10 Years	12,334	123,340

This is a supplemental report for Lincoln MoneyGuard® II which is a Flexible Premium Adjustable Life (Universal Life) Insurance policy issued by **The Lincoln National Life Insurance Company, Fort Wayne, IN** on Policy Form ICC13LN880 with a Long-Term Care Acceleration of Benefits Rider (LABR) on Rider Form ICC13LR881, a Long-Term Care Extension of Benefits Rider (LEBR) on Rider Form ICC13LR882 and a Value Protection Rider on Rider Form ICC15LR880 Rev. This supplemental report is based on guaranteed elements. For a complete description of the benefits, costs, exclusions, limitations and conditions of Lincoln MoneyGuard® II, including other important information, please refer to the attached projection of values and Outline of Coverage. Benefits provided are subject to medical underwriting. The insurance policy and riders have exclusions and limitations; please contact The Lincoln National Life Insurance Company for costs and complete details.

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