

# MoneyGuard Fixed Advantage<sup>®</sup>

Universal life insurance policy with a long-term care rider for qualified long-term care expenses

Prepared for:  
**Valued Client**  
in Michigan on 4/9/2023

Prepared by:  
**Jack Lenenberg**  
**LTC Partner**  
**312 Maxwell Rd.**  
**Suite 400**  
**Alpharetta, GA 30009**  
**Phone: (800) 891-5824**

30+ years' expertise in providing long-term care solutions.

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.

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 professional 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 professional 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.

**The Lincoln National Life Insurance Company,  
Fort Wayne, IN**

## Financial strength<sup>1</sup>

### The Lincoln National Life Insurance Company



1. These ratings apply only to the claims-paying ability as of November 9, 2022. All ratings are subject to revision or withdrawal at any time by the rating agencies. The ratings are not recommendations to buy, sell or hold our securities. For more information on ratings, including rating agency outlooks, see [LincolnFinancial.com/investor](http://LincolnFinancial.com/investor).

Lincoln Financial Group is the marketing name for Lincoln National Corporation and its affiliates. Affiliates are separately responsible for their own financial and contractual obligations.

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

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

**LONG-TERM CARE  
PLANNING**

Projection of  
Values

# Product overview

**MoneyGuard Fixed Advantage® is a powerful solution designed to provide:**



## Guaranteed, income tax-free long-term care benefits<sup>1</sup>

Protect your income, legacy and loved ones with a dedicated, tax-efficient funding source for long-term care expenses.<sup>2</sup>



## Flexibility

Access a broad range of covered services with no elimination period to support changing care needs, including in-home care, cash benefits to compensate caregivers or family members, and have the option to pass on benefits.



## Care resources & services

Benefit from dedicated support from a company with decades of claims-paying expertise to make the process as seamless as possible for you and/or your caregiver.



## Legacy protection

Leave a meaningful legacy, if care is not needed, through an income tax-free death benefit.<sup>3</sup>

*MoneyGuard Fixed Advantage®* is a universal life insurance policy with a long-term care (LTC) rider for qualified long-term care expenses.

<sup>1</sup>. Assuming all premiums are paid on-time, no post-issue loans, withdrawals increases or decreases.


<sup>2</sup>. LTC reimbursements are generally paid income tax-free under Internal Revenue Code Section 104(a)(3).

<sup>3</sup>. Beneficiaries may receive an income tax-free death benefit under IRC Section 101(a)(1).

This is a Projection of Values for Lincoln *MoneyGuard Fixed Advantage®* which is an Individual Flexible Premium Adjustable Life Insurance policy issued by The Lincoln National Life Insurance Company, Fort Wayne, IN on Policy Form **ICC19-MG890**, with a Long-Term Care Benefits Rider (LTCBR) on Rider Form **ICC19LTCBR-890**, a Terminal Illness Acceleration of Death Benefit Rider on Form **ICC19TIR-891**, a Benefit Transfer Rider on Form **ICC21BTR-894**, and a Value Protection Endorsement on Form **ICC19END-10534**.

# Summary of your benefits

Valued Client, 65 year-old Female in Michigan with a "Couples Discount" underwriting class and 6-year minimum LTC duration




Your  
**PLANNED  
PREMIUM**

\$10,000

initial annual premium

The premium shown, from ages 65 to 74, depicts the total premium, equal to \$100,000.<sup>1</sup>



Your  
**LTC BENEFITS<sup>2</sup>**  
if you need care

Year 1

\$3,089

maximum monthly  
LTC benefit

Age 80

\$4,813


maximum monthly  
LTC benefit

\$2,406 available for  
Flex Care Cash<sup>3</sup>

3% Compound Inflation

**What is Flex Care Cash?**

Access cash to compensate caregivers, including spouses or family members.



Your beneficiaries receive  
**DEATH BENEFITS<sup>4</sup>**  
if you don't need care

Year 1

\$74,136

death benefit

Age 80

\$100,000

death benefit

**What happens to my specified amount of death benefit if I need care?**

Long-term care reimbursements reduce the \$74,136 specified amount of death benefit on a dollar-for-dollar basis. Minimum death benefit is the \$3,706 Residual Death Benefit.

**Your return of premium option selected is 70%.<sup>5</sup>**

Our O-day elimination period gives you access to your benefits sooner without incurring out-of-pocket costs, once qualified.

1. Assuming all premiums are paid on-time as illustrated, no post-issue loans, withdrawals increases or decreases.  
 2. LTC reimbursements are generally paid income tax-free under Internal Revenue Code Section 104(a)(3).  
 3. Subject to Per Diem LTC Limit in effect at that time.  
 4. Beneficiaries may receive an income tax-free death benefit under IRC Section 101(a)(1).  
 5. The return of premium option must be chosen at purchase and cannot be changed.

# Your guaranteed values

Valued Client, 65 year-old Female in Michigan with a "Couples Discount" underwriting class and 6-year minimum LTC duration

## ALL VALUES AND BENEFITS SHOWN ARE GUARANTEED(1)

End of Year	Age	Planned Premium	Surrender Value(3)	Death Benefit Amount	IRR(4)	Long-Term Care Reimbursement Benefits Limits (2) 3% Compound Inflation			
						Total	Annual	Monthly	IRR(5)
1	65	10,000	7,000	74,136	641.4%	239,771	37,068	3,089	281.4%
2	66	10,000	14,000	74,136	126.8%	246,964	38,180	3,182	102.7%
3	67	10,000	21,000	74,136	52.7%	254,373	39,326	3,277	61.9%
4	68	10,000	28,000	74,136	26.3%	262,004	40,505	3,375	43.5%
5	69	10,000	35,000	74,136	13.4%	269,864	41,721	3,477	33.0%
6	70	10,000	42,000	74,136	6.1%	277,960	42,972	3,581	26.2%
7	71	10,000	49,000	74,970	1.7%	286,299	44,262	3,688	21.5%
8	72	10,000	56,000	84,000	1.1%	294,888	45,590	3,799	18.1%
9	73	10,000	63,000	93,240	0.7%	303,734	46,957	3,913	16.0%
10	74	10,000	70,000	101,500	0.3%	312,846	48,366	4,031	14.5%
		100,000							
11	75	0	70,000	100,000	0	322,232	49,817	4,151	13.2%
12	76	0	70,000	100,000	0	331,899	51,312	4,276	12.2%
13	77	0	70,000	100,000	0	341,856	52,851	4,404	11.4%
14	78	0	70,000	100,000	0	352,111	54,437	4,536	10.7%
15	79	0	70,000	100,000	0	362,675	56,070	4,672	10.1%
16	80	0	70,000	100,000	0	373,555	57,752	4,813	9.6%
17	81	0	70,000	100,000	0	384,761	59,485	4,957	9.2%
18	82	0	70,000	100,000	0	396,304	61,269	5,106	8.8%
19	83	0	70,000	100,000	0	408,193	63,108	5,259	8.5%
20	84	0	70,000	100,000	0	420,439	65,001	5,417	8.2%
		100,000							

1. Projection values based on guaranteed policy charges and guaranteed minimum credited rate. No-Lapse Protection provided by the Value Protection Endorsement. 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. The amount paid on surrender reflects any Return of Premium.

4. Internal Rate of Return on the Death Benefit Amount.

5. Internal Rate of Return on the Total LTC Benefits.

# Your guaranteed values

Valued Client, 65 year-old Female in Michigan with a "Couples Discount" underwriting class and 6-year minimum LTC duration

## ALL VALUES AND BENEFITS SHOWN ARE GUARANTEED(1)

End of Year	Age	Planned Premium	Surrender Value(3)	Death Benefit Amount	IRR(4)	Long-Term Care Reimbursement Benefits Limits (2) 3% Compound Inflation			
						Total	Annual	Monthly	IRR(5)
21	85	0	70,000	100,000	0	433,052	66,951	5,579	7.9%
22	86	0	70,000	100,000	0	446,044	68,959	5,747	7.7%
23	87	0	70,000	100,000	0	459,425	71,028	5,919	7.4%
24	88	0	70,000	100,000	0	473,208	73,159	6,097	7.2%
25	89	0	70,000	100,000	0	487,404	75,354	6,280	7.0%
26	90	0	70,000	100,000	0	502,026	77,615	6,468	6.9%
27	91	0	70,000	100,000	0	517,087	79,943	6,662	6.7%
28	92	0	70,000	100,000	0	532,599	82,341	6,862	6.6%
29	93	0	70,000	100,000	0	548,577	84,812	7,068	6.5%
30	94	0	70,000	100,000	0	565,035	87,356	7,280	6.3%
		100,000							
31	95	0	70,000	100,000	0	581,986	89,977	7,498	6.2%
36	100	0	70,000	100,000	0	674,681	104,308	8,692	5.7%
41	105	0	70,000	100,000	0	782,140	120,923	10,077	5.4%
46	110	0	70,000	100,000	0	906,714	140,183	11,682	5.1%
51	115	0	70,000	100,000	0	1,051,130	162,510	13,543	4.9%
56	120	0	70,000	100,000	0	1,218,548	188,394	15,700	4.7%
61	125	0	70,000	100,000	0	1,412,631	218,401	18,200	1.4%
		100,000							

1. Projection values based on guaranteed policy charges and guaranteed minimum credited rate. No-Lapse Protection provided by the Value Protection Endorsement. 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. The amount paid on surrender reflects any Return of Premium.

4. Internal Rate of Return on the Death Benefit Amount.

5. Internal Rate of Return on the Total LTC Benefits.

# How your policy works

Valued Client, 65 year-old Female in Michigan with a "Couples Discount" underwriting class and 6-year minimum LTC duration



## Tailored to match your lifestyle

### In-home care

If you prefer to have assistance in your home

### Assisted living

If you choose to downsize and prefer a social atmosphere

### Alternative care services<sup>1</sup>

For care needs not covered by traditional services or options that may evolve in the future

### Respite care

Lets you access short-term services to relieve your primary caregiver

### Caregiver training and care planning services<sup>2</sup>







Lets you further customize your plan

### Nursing home

If you need more skilled care services

Additional care options include non-continual services, adult day care, hospice and bed reservation.

Most long-term care needs do not relate to medical care aid, but rather assistance with the Activities of Daily Living (ADL):

- |  |  |
|--|--|
|  Eating       |  Dressing   |
|  Bathing      |  Toileting  |
|  Transferring |  Continence |

Long-term care solutions help cover expenses if you lose the ability to independently perform at least two Activities of Daily Living for at least 90 days, or if you require substantial supervision due to severe cognitive impairment.

Keep in mind that long-term care events happen to loved ones, not just a person. Take control, protect your legacy, and build tax efficiency into your portfolio.

<sup>1</sup>. Qualified long-term care services that are not covered under any other provision but are prescribed in the care plan that a licensed health care practitioner and Lincoln mutually agree are appropriate to meet the insured's long-term care needs, could be considered for reimbursement. These services must be provided as an alternative to services otherwise covered.

<sup>2</sup>. Lifetime caregiver training benefit limit is \$500.

# Tax status

**Valued Client**, 65 year-old Female in Michigan with a "Couples Discount" underwriting class and 6-year minimum LTC duration

The *MoneyGuard Fixed Advantage*® 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 includable in the policy owner's gross income under IRC Section 104(a) (3). While the policy is in-force, the interest earnings credited to the policy's Gross Cash Value are not includable in the owner's gross income.

Based on our understanding of applicable law, the projected policy is a Modified Endowment Contract (MEC) as defined in IRC Section 7702A. 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 1099-R 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 investment in the contract. In the event any other financial transaction is requested, the investment in the contract is used in determining if that transaction creates a taxable event. As previously noted, the investment in the contract is reduced as a result of these rider charges. The full surrender of the policy may result in a taxable event and the owner should consult his/her personal tax professional regarding this and other applicable tax matters.

Lincoln Financial Group® affiliates, their distributors, and their respective employees, representatives and/or insurance agents do not provide tax, accounting or legal advice. Clients should consult their own independent professional as to any tax, accounting or legal statements made herein.

**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.**

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 professional 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.

\_\_\_\_\_ Date

\_\_\_\_\_ Applicant Signature

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.

\_\_\_\_\_ Date

\_\_\_\_\_ Licensed Agent/Representative Signature

# Policy features, benefits and definitions

Valued Client, 65 year-old Female in Michigan with a "Couples Discount" underwriting class and 6-year minimum LTC duration

## 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.

## Benefit Transfer Rider

Provides for the potential to add benefits for this policy using Death Claim dollars from a different policy. Also allows for the Death Claim dollars from this policy to add additional benefits on a different policy. In order to utilize this feature, both policies must include the Benefit Transfer Rider, in addition to insured and beneficiary designations aligning between the two policies.

## Flex Care Cash

Provides receipt-free cash for care needs. Up to 50% of the maximum daily LTC benefit is available. Benefit is available until specified amount is reduced to \$0 due to claims, withdrawals or reductions. Please see the policy for more information.

## No-lapse Guarantee

This feature guarantees that your policy will not lapse if the no-lapse premium test is satisfied. The no-lapse guarantee is provided through the Value Protection Endorsement (VPE).

## Specified Amount of Death Benefit

The minimum amount of death benefit and the basis of the LTCBR and Endorsement benefits. Long-term care reimbursements reduce the Specified Amount of death benefit on a dollar-for-dollar basis.

## Residual Death Benefit

Death Benefit paid after benefits have been exhausted as defined in your policy.

## Internal Rate of Return

The Internal Rate of Return is the rate at which outlays (premiums) up to that year must be compounded each year to generate the death benefit or LTC benefits shown. For this calculation, all outlays are assumed to occur at the beginning of the year with the death benefit or LTC benefits occurring at the end of the year.

## Benefit eligibility

---

When you contact our claims department to file a claim, we will request an assessment to be performed by a licensed health care practitioner to determine your benefit eligibility. If we provide the assessor, it will be provided at our expense. We may also choose to accept the assessment of your licensed health care practitioner. To be eligible for benefits, the licensed health care practitioner who performs the assessment must certify that you are chronically ill and unable to perform at least two activities of daily living (bathing, continence, dressing, eating, toileting, and transferring) for at least 90 days.

You are also considered chronically ill if you require substantial supervision to protect you from threats to health and safety caused by severe cognitive impairment. Recertification of your benefit eligibility is required at least annually.

---



# New Business Data

You **MUST** include the New Business Data when submitting the projection of values to Home Office. The following are initial values and do not reflect future changes.

Product	
Product	<b>MoneyGuard Fixed Advantage® - 01/23/23</b>
Sub-Plan Code	<b>012323</b>
State	<b>MI</b>

Insured	
Name	<b>Valued Client</b>
Gender	<b>Female</b>
Age	<b>65</b>
Class	<b>Couples Discount</b>

Policy design	
Death Benefit Option	<b>Level</b>
Face Amount	<b>\$74,136</b>
Planned Premium	<b>Years 1-10: \$10,000</b>
Payment Mode	<b>Annual</b>
Lump Sum Deposit	<b>\$0</b>
External Exchange	<b>\$0</b>
Internal Exchange	<b>\$0</b>
Solve Type	<b>Face Solve</b>
Months Backdated	<b>n/a</b>
Increase Premiums by missed modal premiums selected	<b>No</b>

Application Part 1 Information	
The following information should be used to complete fields in the Policy Information and Billing Information sections on Page 1 of the Application.	
Plan of Insurance (2a)	<b>MoneyGuard Fixed Advantage® - 01/23/23</b>
Specified Amount (2b)	<b>\$74,136</b>
Long-Term Care Benefits Rider Duration (2c)	<b>6 Years</b>
Return of Premium	<b>Basic</b>
Other Benefits/Riders/Options (2f)	<b>Leave blank on application</b>
Premium Amount (3a)	<b>Years 1-10: \$10,000</b>
Premium Mode (3a)	<b>Annual</b>

LCN-4215018-012122ICC22

Tax Status	
7-Pay Premium	<b>\$6,936.52</b>
MEC Status	<b>MEC</b>

Riders Selected	
LTCBR Benefit Duration	<b>6 Years</b>
LTCBR Inflation Option	<b>3%</b>
Value Protection Endorsement	<b>Basic</b>
Benefit Transfer Rider	<b>Yes</b>
Terminal Illness Rider	<b>Yes</b>
Living Well Endorsement	<b>Yes</b>

Planned Policy Changes	
Planned Policy Changes	<b>No</b>

### Important Messages

Year	Total Premiums
1	10,000.00
11	0

Software Version	FLEX-I v60.0 C
Date & Time	4/9/2023 10:51 AM
TP	8,107.89
TPP	100,000.00
CP	\$81,078.90
Monthly NLP	\$852.09
VPET	\$102,250.80

YP 10  
Marketing Code  
MG Territory  
eSubmitID



# Quick Quote

Valued Client, 65 year-old Female in Michigan with a "Couples Discount" underwriting class and 6-year minimum LTC duration

Total Premiums	Payment Option	Payment Mode
\$100,000	10 Years	Annual

Benefit Period and Inflation Options	Specified Amount	Initial Monthly Max Benefit	Initial Total LTC Benefit	Age 80 Monthly Max Benefit	Age 80 Total LTC Benefit	Total LTC Crossover Age *
3 Years, No Inflation	107,957	4,498	161,936	4,498	161,936	
3 Years, 3% Compound Inflation	89,421	3,726	138,196	5,805	215,305	71
4 Years, No Inflation	103,928	4,330	207,856	4,330	207,856	
4 Years, 3% Compound Inflation	84,941	3,539	177,681	5,514	276,821	71
5 Years, No Inflation	103,118	4,297	257,795	4,297	257,795	
5 Years, 3% Compound Inflation	79,671	3,320	211,492	5,172	329,498	72
5 Years, 5% Compound Inflation	52,393	2,183	144,753	4,539	300,930	77
6 Years, No Inflation	101,966	4,249	305,898	4,249	305,898	
6 Years, 3% Compound Inflation	74,136	3,089	239,771	4,813	373,555	74

\* The age represented in this column is the age the insured will be when the Total Long-Term Care benefits for the applicable inflation option are scheduled to exceed the Total Long-Term Care benefits for the Level option, for that respective Benefit Period.

**Issuer: The Lincoln National Life Insurance Company, Ft. Wayne, IN.**

The purpose of this communication is the solicitation of life insurance. Contact will be made by a licensed insurance agent/producer or insurance company.

# Premium Options

Valued Client, 65 year-old Female in Michigan with a "Couples Discount" underwriting class and 6-year minimum LTC duration

LTC Duration	Initial Max Monthly Benefit	Initial Total LTC Benefits	Specified Amount
6 Years	\$3,089	\$239,771	\$74,136

Premium Options	Modal Premium	Total Planned Premium
1 Year	81,078	81,078
2 Years	41,528	83,056
3 Years	28,355	85,065
4 Years	21,777	87,108
5 Years	17,836	89,180
6 Years	15,214	91,284
7 Years	13,345	93,415
8 Years	11,948	95,584
9 Years	10,864	97,776
10 Years	10,000	100,000

**Issuer: The Lincoln National Life Insurance Company, Ft. Wayne, IN.**

The purpose of this communication is the solicitation of life insurance. Contact will be made by a licensed insurance agent/producer or insurance company.