

Lincoln Announces Suspension of Table Reduction Program & MoneyGuard Price Change

Lincoln Financial announced multiple changes in this week's Lincoln Leader. Today, we focus on the suspension of their Table Reduction Program and a significant MoneyGuard price increase. Read on for the details and see the Lincoln Leader for all the latest news!

Find out more about these changes from Lincoln...

- [The Lincoln Leader for June 15, 2020](#)

FROM LINCOLN FINANCIAL...

Suspension of Table Reduction Program



In the current economic environment with historically low interest rates and volatile equity markets, Lincoln is committed to proactively managing our business to ensure we are operating responsibly. With that guiding principle in mind, effective June 22, 2020, Lincoln is suspending the Table Reduction Program (TRP) for all life insurance products.

What You Need to Know

- Lincoln will honor all qualifying TRP offers made by June 19, 2020, as long as the formal application is received at Lincoln by June 26, 2020, including:
 - Trial TRP offers made by June 19, 2020
 - Formal TRP offers; subject to normal application, product, and/or issue guidelines
- For all formal and trial cases received at Lincoln after June 19, 2020, no new TRP offers will be made during this suspension

Please see the FAQ contained in [this week's Lincoln Leader](#) for additional details.

Pricing Update: Lincoln MoneyGuard® Solutions Suite

Given the industry's historically low interest rate environment and that insurance products with guarantees tend to be more sensitive to macroeconomic trends, Lincoln is making prudent and responsible business decisions to adjust the pricing of our life insurance products.

Effective June 15, 2020, Lincoln Financial will implement pricing increases to all products in the Lincoln MoneyGuard® solutions suite

Lincoln is making the following pricing adjustments to ensure our life insurance products remain prudently and responsibly priced in the current historically low interest rate environment.

- Single pays will see an approximate increase of 20%
- Flexible premium payments will see the following approximate increase that trends down as the duration of payments is extended:
 - 5-pays increase 17%
 - 10-pays increase 15%
 - 15-pays increase 12%
 - 20-pays increase 10%
 - 25-pays increase 8%

Transition Guidelines

Reflected below are the Transition Guidelines that apply to all the Lincoln *MoneyGuard* solutions impacted by this pricing update:

- For applications to qualify for the current pricing, a projection of values and the completed Part 1 must be signed, dated, and received in-good-order by Lincoln's home office by Friday, June 26, 2020.
 - For pending or issued business, after June 15, 2020, Lincoln will accept requests with a revised projection of values to change to the updated product offering.
 - For placed business, normal internal replacement guidelines apply. Rewrites will not be accepted.
 - All pending business must be issued, or 1035 exchanges initiated (where applicable) on or before August 28, 2020.
 - As of June 15, 2020, *Lincoln DesignIt* and *WinFlex* will be updated to reflect the new rates. During the transition period, both current and new rates can be run.
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