

SERFF Tracking Number: LCNC-126829515 State: Arkansas
Filing Company: The Lincoln National Life Insurance Company State Tracking Number: 46899
Company Tracking Number: 2046143
TOI: LTC06 Long Term Care - Other Sub-TOI: LTC06.000 Long Term Care - Other
Product Name: Lincoln Long-Term Care Fixed Annuity Advertising Materials
Project Name/Number: Lincoln Long-Term Care Fixed Annuity Advertising Materials/2046143

Filing at a Glance

Company: The Lincoln National Life Insurance Company

Product Name: Lincoln Long-Term Care Fixed Annuity Advertising Materials SERFF Tr Num: LCNC-126829515 State: Arkansas

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TOI: LTC06 Long Term Care - Other

SERFF Status: Closed-Filed

State Tr Num: 46899

Sub-TOI: LTC06.000 Long Term Care - Other

Co Tr Num: 2046143

State Status: Closed

Filing Type: Advertisement

Reviewer(s): Marie Bennett, Harris Shearer

Author: Anabela Tavares

Disposition Date: 09/27/2010

Date Submitted: 09/24/2010

Disposition Status: Filed

Implementation Date Requested: On Approval

Implementation Date:

State Filing Description:

General Information

Project Name: Lincoln Long-Term Care Fixed Annuity Advertising Materials

Status of Filing in Domicile: Authorized

Project Number: 2046143

Date Approved in Domicile:

Requested Filing Mode: Review & Approval

Domicile Status Comments:

Explanation for Combination/Other:

Market Type: Individual

Submission Type: New Submission

Group Market Size:

Overall Rate Impact:

Group Market Type:

Filing Status Changed: 09/27/2010

Explanation for Other Group Market Type:

State Status Changed: 09/27/2010

Deemer Date:

Created By: Anabela Tavares

Submitted By: Anabela Tavares

Corresponding Filing Tracking Number:

Filing Description:

The Lincoln National Life Insurance Company

NAIC# 020-65676 FEIN # 35-0472300

Re: NEW SUBMISSION

Advertising Filing – Fixed Annuity with Long Term Care

Form(s):

SERFF Tracking Number: LNCN-126829515 State: Arkansas
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 2046143 – Lincoln Long-Term CareSM Fixed Annuity – Fact-At-A-Glance

Dear Sir or Madam:

Attached for your review and approval are the above-referenced advertising forms. These forms are new and do not replace any other form previously approved by your Department.

This advertising brochure will be used with base contract 06-608 approved by your department on February 2, 2006 and riders AE-227, AE-235 and AE-236 approved on February 18, 2010.

If you need any additional information, please contact me toll-free at 1-800-238-6252, Extension 2307. Thank you for your attention to this matter.

Company and Contact

Filing Contact Information

Anabela Tavares, Compliance Coordinator anabela.tavares@lfg.com
 350 Church Street 860-466-2307 [Phone]
 Hartford , CT 06103 860-466-1348 [FAX]

Filing Company Information

The Lincoln National Life Insurance Company	CoCode: 65676	State of Domicile: Indiana
350 Church Street - MPM1	Group Code: 20	Company Type: Life
Hartford, CT 06103-1106	Group Name:	State ID Number:
(860) 466-2899 ext. [Phone]	FEIN Number: 35-0472300	

Filing Fees

Fee Required? Yes
 Fee Amount: \$50.00
 Retaliatory? No
 Fee Explanation:
 Per Company: No

COMPANY	AMOUNT	DATE PROCESSED	TRANSACTION #
The Lincoln National Life Insurance Company	\$50.00	09/24/2010	39874579

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Correspondence Summary

Dispositions

Status	Created By	Created On	Date Submitted
Filed	Marie Bennett	09/27/2010	09/27/2010

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Disposition

Disposition Date: 09/27/2010

Implementation Date:

Status: Filed

Comment:

Rate data does NOT apply to filing.

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Schedule	Schedule Item	Schedule Item Status	Public Access
Form	Lincoln Long-Term Care fixed annuity - Facts-At-A-Glance		No

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Form Schedule

Lead Form Number:

Schedule Item Status	Form Number	Form Type	Form Name	Action	Action Specific Data	Readability	Attachment
	2046143	Advertising	Lincoln Long-Term Care fixed annuity - Facts-At-A-Glance	Initial		0.000	2046143.pdf



Lincoln Long-Term CareSM fixed annuity

Facts-At-A-Glance

Single premium deferred annuity with Long-Term Care (LTC) Benefits

Issue ages

45 – 74

Available market

Nonqualified

Minimum premium

The minimum single premium is \$50,000.

Maximum premium

(without prior Home Office approval)

Triple Leverage Option (2+4 Benefit Duration): \$400,000

Double Leverage Option (3+3 Benefit Duration): \$600,000

The maximum premium limit is per contractowner, including previous *Lincoln Long-Term Care*SM fixed annuity contracts involving the same individual.

Interest rate

Contract's interest rate will be the interest rate in effect on the day the contract is issued.

Interest rate guarantee period

Initial: Seven years **Subsequent:** One year

Guaranteed minimum interest rate¹

During the guarantee period: 1.25%

After the initial guarantee period: Between 1.00% and 3.00%

Accumulation Value (Contract Value)

Before annuity payments begin: The single premium plus interest, and less: LTC Benefits paid, LTC Benefits charges, partial surrenders, surrender charges and any deductions for taxes if Lincoln is required to pay them.

Surrender charges

(% of Accumulation Value Surrendered)

Surrender charges apply to the amount of Contract Value withdrawn, other than for LTC Benefits, or surrendered in excess of the free withdrawal amount.

contract year	1	2	3	4	5	6	7	8+
	8%	8%	7%	6%	5%	4%	3%	0%

Partial surrenders²

Beginning in the first contract year, up to 10% (known as the free withdrawal amount) of Contract Value may be withdrawn each contract year without incurring surrender charges.

Note: Withdrawals taken for purposes other than for LTC Benefits will reduce Total LTC Benefits on a pro-rata basis, which means the amount of the reduction may be more than the amount withdrawn.

Death benefit (prior to annuitization)

Upon the death of the contractowner or annuitant, beneficiaries receive the Contract Value.

Scheduled maturity date

Later of the 10th contract anniversary or the contract anniversary on or immediately following the annuitant's 95th birthday. Maturity date may be changed after the fifth contract year to any date earlier than the 95th birthday.

Choice of income payment options (annuitization)

After the fifth contract year, the Contract Value without surrender charges may be received under a number of income payment options, including an income that cannot be outlived.

Long-Term Care (LTC) Benefits

Monthly LTC Benefits are paid when the Covered Life:

- Has been given and follows a Plan of Care prescribed by a Licensed Health Care Practitioner.
- Has been certified by a Licensed Health Care Practitioner as being chronically ill, which is the incapacity to perform two of six activities of daily living (ADLs) for at least 90 days, and/or has a severe cognitive disability that requires you to have substantial supervision, and is receiving qualified long-term care services. The ADLs include bathing, continence, dressing, eating, toileting and transferring. Qualified long-term care services includes Maintenance or Personal Care service, or any diagnostic, preventive, therapeutic, curing, treating, mitigating, and rehabilitative service..

Total LTC Benefits are paid over a minimum of 6 years. Maximum monthly LTC Benefits are available after the 5th contract anniversary. Lower monthly LTC Benefits payments may be received after the 1st contract anniversary; lower monthly payments are spread over longer than 6 years, but Total LTC Benefits remain the same.

Before LTC Benefit payments are received, a 90-day deductible period must first be satisfied.

(continues on next page)

The purpose of this communication is the solicitation of insurance. Contact will be made by an insurance agent or insurance company.

¹ Guarantees are backed by the claims-paying ability of The Lincoln National Life Insurance Company.

² Withdrawals other than for LTC Benefits are subject to income taxes and, if withdrawn before age 59½, a 10% federal penalty tax may apply.

Primary LTC Benefits: an Acceleration Benefit is paid first from the Contract Value during the Acceleration Benefit Duration and an Extension Benefit is then paid from Lincoln funds during the Extension Benefit Duration.

An additional Growth Benefit may also be available.

The maximum monthly LTC Benefit is recalculated on each contract anniversary and each time a withdrawal other than for LTC Benefits is made. The monthly amount of coverage is based on the amount of the single premium paid, the Leverage Option chosen and when LTC Benefits are taken.

The chart below shows the amounts of LTC Benefits that may be received for a single premium payment of \$50,000. The amounts assume no growth, no withdrawals taken, and no LTC Benefits paid before the fifth contract anniversary.

The contractowner chooses the Leverage Option at contract issue.

	Acceleration Benefit Duration	Extension Benefit Duration	Guaranteed Monthly Maximum Benefit	Acceleration Benefit	Extension Benefit	Total Long-Term Care Benefit
Triple Leverage Option	2 years	4 years	\$2,083.33	\$50,000	\$100,000	\$150,000
Double Leverage Option	3 years	3 years	\$1,388.89	\$50,000	\$50,000	\$100,000

If the Covered Life is not in a nursing home or is not receiving hospice care, the monthly benefit is reduced by 50%, but the total benefits payable are the same, but paid over a period longer than 6 years.

An Optional Nonforfeiture Benefit may be elected.

LTC Benefits charges

Acceleration Charge	Currently zero
Extension Charge	The cost of the LTC Benefits Lincoln provides
Nonforfeiture Charge	Only if the Optional Nonforfeiture Benefit is elected

Charges are based on the contractowner's age at contract issue and the Leverage Option chosen.

It is possible that the annual charge may exceed the amount of interest credited in a contract year.

The Lincoln Long-Term CareSM fixed annuity may not cover all of the long-term care expenses incurred during the period of coverage. Accordingly, Lincoln strongly advises that all contract terms, conditions, limitations and exclusions be carefully reviewed.

Hello future.®

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

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LCN1009-2046143

PRINT 9/10 Z01

Order code: FA-LTC-FST001

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Lincoln Long-Term CareSM Fixed Annuity (contract form 06-608, or state variation) with Long-Term Care Benefits Rider (form AE-227, or state variation), Long-Term Care Coverage Endorsement (form AE-235, or state variation) and Contract Amendment for Long-Term Care Benefits (form AE-236, or state variation) are issued by The Lincoln National Life Insurance Company, Fort Wayne, IN, and distributed by Lincoln Financial Distributors, Inc., a broker/dealer. **The Lincoln National Life Insurance Company does**

not solicit business in the state of New York, nor is it authorized to do so. Contractual obligations are backed by the claims-paying ability of The Lincoln National Life Insurance Company.

The exact terms of the annuity are contained in the contracts and any attached riders, endorsements and amendments, which will control the issuing company's contractual obligations. For more information about the annuity, please also read the Disclosure Statement, Client Guide, or contact your Lincoln representative.

Income taxes are due upon withdrawal other than for LTC Benefits and, if withdrawn before age 59½, a 10% federal penalty tax may apply. Withdrawals other than for LTC Benefits and surrenders may be subject to surrender charges.

Product and features are subject to state availability. Limitations and exclusions may apply. Limitations and exclusions on eligibility of long-term care benefits include: receiving treatment for nervous or mental disorders (excluding Alzheimer's Disease or dementia), receiving treatment for alcoholism or drug addiction, receiving treatment arising out of an attempt at suicide or an intentionally self-inflicted injury, or receiving treatment provided in a Veteran's Administration or other government facility. Anyone receiving Qualified Long-Term Care Services for which benefits are available under Medicare or other governmental programs (except Medicaid), workers compensation laws, employer's liability laws, occupational disease laws, or motor vehicle no-fault laws will also not be eligible. Additionally, this includes Qualified Long-Term Care Services provided by members of the Covered Life's Immediate Family, whether paid or unpaid.

