



## *MoneyGuard*<sup>®</sup> Reserve

Yours today for tomorrow

- ◆ Get more for your long-term care dollar
- ◆ Get your money back if you don't need to use your policy
- ◆ Be tax smart about long-term care

## A key challenge to your retirement income security

As Americans continue to live longer, we have a greater chance of eventually needing care. At least 60% of people over age 65 will require some long-term care services at some point in their lives.<sup>1</sup>

60%

### So what are your options?

The cost for long-term care continues to rise. In 2006, the average national cost of nursing home care was:

- \$171 per day or \$62,415 per year for a semi-private room<sup>1</sup>
- \$194 per day or \$70,810 per year for a private room.<sup>1</sup>

Long-term care costs can be a key challenge to your retirement income security.

Until now, there were really only two ways to prepare for long-term care needs:

- **Traditional long-term care insurance**—premium payments can be expensive, and if you never need care, the money you've paid into the policy is typically lost forever.

- **Self insuring**—requires you to set aside significant liquid assets and risk depleting your long-term care assets too quickly, forcing you to rely on others.

Long-term care challenges are considerable—many people do nothing to address the need.

**But if you are not prepared, you're self insuring.**

At least 60% of people over age 65 will require some long-term care services at some point in their lives<sup>1</sup>

## Now there's *MoneyGuard*<sup>®</sup> Reserve

A universal life insurance policy from **The Lincoln National Life Insurance Company**, *MoneyGuard* Reserve provides benefits you can tap into to reimburse qualified long-term care costs, protecting assets you've set aside for retirement. It offers a simple solution that makes sense for today and for tomorrow.

*MoneyGuard* Reserve provides three key benefits:

### ① **Get more for your long-term care dollar—free up other assets**

Leverage assets you've set aside for long-term care. Why allocate more than you need to for long-term care costs when your assets can work three, four, even five times harder for you? This allows you to free up additional assets you'd targeted for long-term care, because they will no longer be needed for that purpose.

### ② **Money back guarantee—should you change your mind**

If you fund your policy with a single premium payment, you can get back the money you paid into the policy. Note that a portion of the money you get back may have tax implications. This and all guarantees are backed by the claims-paying ability of The Lincoln National Life Insurance Company, a company with a 100-year heritage of strength and integrity.

### ③ **Be tax smart about long-term care—income tax-free benefits**

The money you receive from *MoneyGuard* Reserve to reimburse long-term care costs is income tax free. And if you never need the benefits for long-term care, they are passed to your family through an income tax-free death benefit. Any money borrowed or withdrawn from the policy will reduce the death benefit and may have tax implications.

<sup>1</sup>U.S. Department of Health and Human Services—National Clearinghouse for LTC Information, [www.longtermcare.gov](http://www.longtermcare.gov).

|   |                  |  |
|---|------------------|--|
| 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                         |



Nancy

**MoneyGuard® Reserve is smart planning that counts.**

Let's take a look at a hypothetical example using Nancy, a hypothetical client. Nancy's been saving money for a long time...for retirement, for a rainy day, and now for long-term care. But she realizes that with today's medical costs, even \$300,000 may be gone in less than two years.

- 65 years old
- Nonsmoking female in good health
- \$300,000 reserved for long-term care



Nancy transitions assets to a *MoneyGuard Reserve* policy with a single payment of \$100,000 and allocates the other \$200,000 for other needs. **Through *MoneyGuard Reserve*, she is prepared for three possibilities. And all of the outcomes are fully guaranteed by the claims-paying ability of The Lincoln National Life Insurance Company:**

**1 Long-term care coverage**



**Reimbursement for long-term care \$83,203 X 6 years = \$499,218**

If Nancy needs long-term care, she'll get up to \$83,203 each year for six years to reimburse monthly long-term care costs (that's a maximum of \$6,934 per month). And she'll receive these benefits—up to a total of \$499,218—*income tax free*. That's nearly 500% of her original premium payment.

**2 Money back guarantee**



**\$100,000 paid to you**

If Nancy decides she wants her money back, she only needs to notify us in writing, and we'll mail her a check for her original payment, no questions asked. The amount received is adjusted for loans and withdrawals and a portion of the money returned may have tax implications.

**3 Income tax-free death benefit**



**\$166,406 paid to your beneficiaries**

If Nancy never needs long-term care, *MoneyGuard Reserve* will provide her loved ones with a \$166,406 *income tax-free* death benefit. If she uses only a portion of the death benefit for long-term care, *MoneyGuard Reserve* passes the remaining portion *income tax free* to her beneficiaries (less any loans or withdrawals she's taken).

Nancy's policy included the four-year extension of benefits option. If your age, gender, or health are different from Nancy's, your actual benefit amount will also differ.

Nancy receives long-term care reimbursements *income tax free* under IRC Section 104(a)(3). Her beneficiaries can receive an *income tax-free* death benefit under IRC Section 101(a)(1). Estate and local taxes may apply. Please consult a tax attorney or tax advisor for more information.



Here's how *MoneyGuard*<sup>®</sup> Reserve works now...and in the future

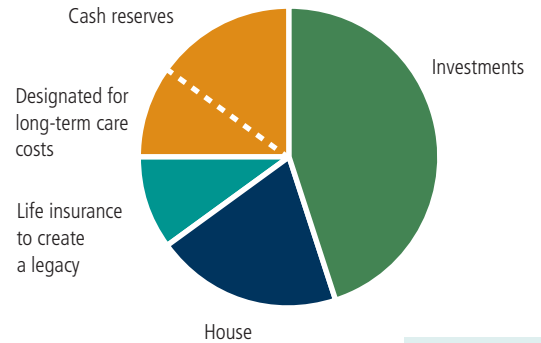
***MoneyGuard* Reserve is a universal life insurance policy that helps give you retirement income security whether you face long-term care costs, need access to your assets, or pass assets to your heirs.**

- **Pays for long-term care.** Your specified amount of death benefit is used to reimburse long-term care costs. Should you need care for an extended period, an optional benefit can provide coverage for a specified number of years beyond the depletion of your death benefit. The cost for benefits is deducted from the policy's account value.
  - **Includes a money back guarantee.** If you fund your *MoneyGuard* Reserve policy with a single premium payment, you can request a return of your money at any time. The amount returned will be adjusted for any loans, loan interest, withdrawals, or benefits paid. Guarantees are backed by the claims-paying ability of The Lincoln National Life Insurance Company.
  - **Helps you leave money to your loved ones.** If it isn't used to pay for long-term care, the guaranteed death benefit will pass to your beneficiaries income tax free and will not be subject to probate if someone other than your estate is named beneficiary.
- Even if the entire specified amount of death benefit is used for long-term care costs, a residual death benefit is still provided for your beneficiaries. Any money borrowed or withdrawn from the policy will reduce the death benefit.
- **Helps you maintain control of your other assets.** By repositioning some of your assets into a *MoneyGuard* Reserve policy, you free up other assets, because you won't have to earmark them for long-term care.
  - **Protects your assets now and in the future.** *MoneyGuard* Reserve offers an optional benefit that can help protect you from rising long-term care costs and inflation by increasing the amount of annual long-term care coverage over time.

# One simple solution

How you prepare for the possibility of long-term care may impact the security of your entire portfolio and can pose a potential challenge to your retirement income. Even if you're still saving for retirement, you should consider your future long-term care needs.

In addition to your home, a typical portfolio consists of investments for growth and income; life insurance to efficiently provide for your heirs; and assets reserved for financial emergencies, including medical or long-term care costs.



## How *MoneyGuard*<sup>®</sup> Reserve helps

By simply repositioning the cash reserves designated for long-term care into a *MoneyGuard* Reserve policy, you immediately help increase the protection for the rest of your portfolio from the challenge of those costs. One simple solution—it's there if you need it, and you can get it back if you don't.



### 1 If you need long-term care

*MoneyGuard* Reserve, in many cases, can provide you with up to five times the dollars you can use to reimburse long-term care costs, significantly increasing your capacity.

### 2 If you need it back

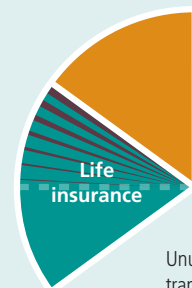
*MoneyGuard* Reserve provides a money back guarantee on policies funded with single premiums that will return your original single premium payment any time you request it.



Original single premium payment returned to you for cash reserves

### 3 If you never need long-term care

*MoneyGuard* Reserve provides not only income tax-free long-term care reimbursements, but also efficiently passes any unused portion income tax free to your beneficiaries through a death benefit.



Unused portion transferred to beneficiaries



*A Lincoln®*

## A tradition of integrity

At Lincoln Financial Group, we have a 100-year heritage of helping people find solutions to their financial challenges—with the same honesty, integrity, and responsibility that you'd expect from our namesake. It's a legacy that we proudly and respectfully continue each day. We believe our continued commitment to strength and stability is indispensable to who we are and critical to your confidence in us. We pride ourselves on being able to identify and deliver sophisticated financial strategies and product solutions for the creation, protection, and enjoyment of wealth. We are committed to helping clients redefine their retirement because we don't believe retirement is an end—it's an opportunity for everyone to start doing what they were meant for all along.

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### Important disclosures. Please read.

*MoneyGuard® Reserve* is a universal life insurance policy with a rider that accelerates the specified amount of death benefit to pay for covered long-term care expenses. An Extension of Benefits Rider (EOBR) is available to continue long-term care benefit payments after the entire specified amount of death benefit has been paid. The Return of Premium Rider (ROPR) is included at issue (single premium only). The cost for these riders will be deducted from the policy value. **Guarantees are backed by the claims-paying ability of the issuer and are subject to policy terms and conditions.** This policy and its riders have exclusions, limitations, and/or reductions.

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*MoneyGuard® Reserve* is issued on Policy Form LN850 (8/05), Return of Premium Rider on Form LR850 (10/07), Convalescent Care Benefits Rider on Form LR851 (8/05), Extension of Benefits Rider on Form LR852 (8/05), and state variations by The Lincoln National Life Insurance Company, Fort Wayne, IN. Products and features (including benefits, exclusions, limitations, terms, and definitions) may vary by state. Your representative/insurance agent will provide you with an Outline of Coverage that is specific to your state. Not for use in NY.



Hello future.®