

What do I need to sell a Lincoln annuity?

You must be properly contracted to sell annuity products, and both you and your firm must be licensed in the solicitation state before you meet with your client.

Check with your firm for additional requirements before soliciting or submitting requests to Lincoln.

- If selling in a pre-appointment jurisdiction (Guam, Pennsylvania, and the U.S. Virgin Islands), you must also be appointed before meeting with your client.
- If your client is a resident of the Northern Mariana Islands, Puerto Rico, or the U.S. Virgin Islands, you must be licensed there as well.
- If your client is a resident of Massachusetts, Minnesota, Utah, or Washington, the contract must be solicited, signed, and delivered in their resident state. No other state of situs will be allowed.
- If the application signature state is other than Washington and either the insured/annuitant or the irrevocable beneficiary is a resident of Washington, the producer must be licensed and appointed in Washington and the application signature state through policy/contract delivery and payment of commissions.
- If you have questions about situs guidelines, please contact the Lincoln Licensing Call Center at 800-238-6252, option 1, or your firm's back office.

You must satisfy all training requirements.

- For general annuity training, all jurisdictions require a one-time, four-hour course for NAIC state annuity training except:
 - American Samoa, Arkansas (will require training as of 7/8/21), Florida, Guam, Nevada, New Mexico, North Carolina, the Northern Mariana Islands, Puerto Rico, the U.S. Virgin Islands, Utah, and Vermont.
 - California requires eight hours of state courses and four hours each two-year license period.
 - Iowa requires a four-hour training course for indexed products.
 - Texas residents require four hours of state training and eight hours each two-year license period.
- Producer training requirements for states that have adopted the 2020 NAIC Model
 - New producers planning to sell annuities are required to complete a new four-credit training course that covers the new requirements.
 - Existing producers who have previously completed a four-credit training are required to complete a new one-credit training course (a new four-credit course will also meet the requirement). Completion of this training is required within six months after the effective date of the model regulation in each state.
 - As of May 21, 2021, the following states have adopted the new NAIC training requirements (with their training compliance effective dates): Arizona (1/1/21), Arkansas (7/8/21), Delaware (8/1/21), Idaho (7/1/21), Iowa (1/1/21), Michigan (6/29/21), Montana (10/1/21), Nebraska (7/1/21), North Dakota (1/1/22), Ohio (2/14/21), and Rhode Island (4/1/21).

- Lincoln product-specific training is required in all jurisdictions except Arkansas (will require training as of 7/8/21), Guam, Iowa (for indexed products), Nevada, New Mexico, North Carolina, the Northern Mariana Islands, Oklahoma, Puerto Rico, the U.S. Virgin Islands, and Vermont.
- Lincoln product-specific training can be found at:
 - secure.reged.com/TrainingPlatform
 - naic.pinpointglobal.com/LincolnFinancial/Apps
- New York requires both product-specific and Regulation 187 best interest training.
- The introduction of new products or product features may require additional Lincoln product training. Please check with your Lincoln representative at 877-533-0265, option 3, if you have questions.

Selling a variable or registered product requires FINRA registration with a broker-dealer.

- State securities and FINRA registration are required if selling in any of the following jurisdictions: Guam, Hawaii, Iowa, Minnesota, Montana, Nevada, North Carolina, North Dakota, Oregon, Puerto Rico, Rhode Island, South Dakota, Utah, Vermont, Washington, or Wyoming.

If you haven't sold a Lincoln product in the last two years, you may need these documents along with the previously noted requirements:

- Lincoln Fair Credit Reporting Act Disclosure & Authorization (FCRA)
- Lincoln professional profile

General instructions

- In each solicitation state, appointment requests are reviewed and processed when the first new business application is received. Requests received from financial professionals residing in Guam, Pennsylvania, or the U.S. Virgin Islands are processed immediately. Financial professionals may solicit in these jurisdictions after receiving appointment approval.
- If you have questions, please contact the Lincoln Licensing Call Center at 800-238-6252, option 1, or your firm's back office.
- Additional checklists are available for Lincoln *MoneyGuard*® products, long-term care riders, and life insurance products.
- Submit paperwork to Contracting@LFG.com.

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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