

A retirement income plan made to order

With a deferred income annuity

INCOME SOLUTIONS

Insurance products issued by:
The Lincoln National Life Insurance Company

3118273

For use with the general public.

A simple plan to help meet your specific income goals

You know how you want to live your retirement. That's why preparing for and taking retirement income isn't something to leave to chance.

You can take control of your income with a retirement income plan built on your terms. With a *Lincoln Deferred Income Solutions*SM Advisory Annuity, you can create a strategy that helps meet your specific income needs and goals.

Customize your income plan

You're in control of how and when to take income — and *Lincoln Deferred Income Solutions* makes designing your strategy as simple as 1-2-3.

1

What are your income payout needs?

2

When do you want to start taking income?

3

Choose the frequency you'd like to receive the income payments.

See page 7 for more details.

Enjoy knowing your income payments will be guaranteed by a company with 100+ year history

Guarantees are subject to the claims-paying ability of the issuing company.

YOUR INCOME DOESN'T HAVE TO BE COMPLICATED



Only **38%** of workers and/or their spouse have tried to calculate how much money they will need to save so that they can live comfortably in retirement.¹

IS YOUR PLAN IN PLACE?



46% of people say they haven't taken any steps to prepare for the possibility of outliving their savings.²

Your income provider should understand your needs as well as you do

You want a provider that helps you feel confident about having the retirement lifestyle you deserve. Lincoln Financial Group has been helping investors prepare for their financial future since 1905, and has the strength and durability you can count on.

What you can count on with Lincoln

CAPABILITY

Knowing you'll have the products and services that can make a difference in retirement.

COMMITMENT

The confidence that we're committed to serving your income needs now and in the future.

CONSISTENCY

The certainty that Lincoln has the strength and experience to adjust to market conditions as needed.

■ For more details, ask your advisor for a *Lincoln Deferred Income Solutions*SM Advisory Annuity Fact Sheet and Disclosure Statement.

Guarantees are subject to the claims-paying ability of the issuing insurance company.

¹ Source: Employee Benefit Research Institute, "Retirement Confidence Survey: Preparing for Retirement in America," 2018, <https://www.ebri.org/retirement/retirement-confidence-survey/2018-survey-results>

² Source: <https://www.cnbc.com/2018/05/11/how-many-americans-have-no-retirement-savings.html>, May 14, 2018.

Let us help you design a solution that works for your income needs

At whatever stage you need income, *Lincoln Deferred Income Solutions*SM Advisory Annuity will deliver. Talk with your advisor about which of the following might be a good place to start.





Before retirement – build your future income

Age-based savings guidelines compiled by Fidelity Investments show that investors should aim to save at least 1x their income at age 30, 3x at age 40, 6x by 50, 8x by 60, and 10x at age 67.¹

Example: Age 45, deferring to age 55

By purchasing a contract and adding money up to 13 months before taking income, you can begin with a low premium and build toward your lifetime income goal without risking your savings in the market.



Early in retirement – help bridge the income gap

While the typical retirement age is 65, retiring early is a consideration. But most seniors need roughly 80% of their previous earnings to live comfortably in retirement. In addition, 46% of seniors spend more money, not less, on living costs during their first two years of retirement – and 33% have that habit continue for six years into retirement.²

Example: Defer to age 60

A *Lincoln Deferred Income Solutions* Advisory Annuity could help you bridge your income gap until you're ready to use other sources of retirement income, like Social Security.



During retirement – get extra income

By age 70, most retirees are collecting income from their retirement plans and Social Security, but many Americans will not receive enough income to sustain their lifestyle. The average monthly Social Security benefit as of January 2019 is \$1,461.³

Example: Defer to age 70

Using a *Lincoln Deferred Income Solutions* Advisory Annuity and delaying income payments until age 70 can supplement Social Security and other income during retirement to help you maintain your lifestyle.



Later in retirement – help cover healthcare costs

Healthcare continues to be one of the largest expenses in retirement. It's estimated the average couple will need \$280,000 in today's dollars for medical expenses in retirement, excluding long-term care.⁴

Example: Defer to age 80

You can design your *Lincoln Deferred Income Solutions* Advisory Annuity to delay income payments up to age 85 for nonqualified money (72 for qualified assets) to help cover rising healthcare costs.

¹ Fidelity Brokerage Services, LLC, "How Much Do I Need to Retire?" *Fidelity Viewpoints*, August, 2018.

² *CNN Money*, November 30, 2018, <https://money.cnn.com/2018/05/07/retirement/expenses-in-retirement/index.html>.

³ Yahoo! Finance, October 26, 2018, <https://finance.yahoo.com/news/apos-average-social-security-beneficiary-100600142.html>.

⁴ Fidelity, April 18, 2018, <https://www.fidelity.com/viewpoints/personal-finance/plan-for-rising-health-care-costs>.

How would you like to take your income?



DO YOU NEED INCOME NOW OR LATER IN RETIREMENT?

Start with the date you'd like to begin receiving income from 13 months to 40 years in the future (up to age 85 for nonqualified money or 72 for qualified money). If your needs change before receiving income, *Lincoln Deferred Income Solutions*SM Advisory Annuity gives you a one-time option to change your date. Some options may not be available with all payment types; and restrictions and state variations apply.



YOU HAVE THE FLEXIBILITY TO MAKE CHANGES AS YOU GO

Your income needs may increase over time. Because this is a flexible premium product, you can make additional payments up to 13 months before you start taking income, which may help you meet your new income goals. Flexible premiums are not available in all states.



YOU'RE COVERED IN CASE OF EMERGENCY

Retirement takes careful planning, but unexpected expenses are a part of life. If you need extra money for an emergency or unplanned expense, you can accelerate six monthly payments into a single payment. You can do this up to three times, and restrictions apply.



MATCH INCOME OPTIONS TO YOUR NEEDS

Choose from various payout options that can provide income for a certain period of time, your lifetime, or the lifetime of both annuitants (under a joint payment option). Some options feature a Return of Premium Death Benefit during the deferral phase. This means if you were to pass away before your income payments begin, the original premium would be paid to your beneficiaries.



GET A PAY INCREASE TO HELP KEEP PACE WITH RISING COSTS

To help with rising costs, you can select an annual compounded increase option of 1%– 4% with a *Lincoln Deferred Income Solutions* Advisory Annuity. The increase applies after the first contract anniversary and reduces the initial scheduled payment amount.

Discuss any existing plans you may have with your advisor to see which payout option may be right for you.

Annuity payout options¹

You can elect to receive income payments on a monthly, quarterly, semiannual or annual basis.

RETURN OF PREMIUM DEATH BENEFIT

These options feature a Return of Premium Death Benefit during the deferral or payout phases

Life with cash refund — If the annuitant's income payments have not used up the total premium amount at death, the difference will be paid as a lump sum.

Joint and survivor life with cash refund — Lifetime payments for both lives until first death; then payments continue to surviving annuitant. If income payments have not totaled the initial premium at death, difference will be paid as a lump sum.

Life with period certain² — Receive payments for your lifetime or a designated period, whichever is longer.

Joint and survivor life with period certain² — Lifetime payments continue for both lives or a designated period, whichever is longer.

Period certain — The annuitant receives payments for a designated period of time. In the event of the death of the annuitant, payments continue for the duration of the time period chosen.

Life with installment refund — Lifetime payments continue until the death of the annuitant. If income payments have not used up the total premium amount at death, the difference will be paid in scheduled payments.

Joint and survivor life with installment refund — Lifetime payments for both lives until first death; then payments continue to surviving annuitant. If income payments have not totaled the initial premium at death, difference will be paid in scheduled payments.

INCOME ONLY

These options do not offer a Return of Premium Death Benefit

Life only — Receive guaranteed income payments for the rest of your life.

Joint and survivor life — Receive payments for the lifetime of each annuitant.

Joint and percentage to survivor life — Full payments continue until the first death and then a selected percentage of the original income is paid until the second death.

Contingent joint and percentage to survivor life — Full payments continue for the lifetime of the primary annuitant, or if that person dies, a percentage of payments are paid until the joint annuitant's death.

¹ If you are applying for a tax-qualified contract (e.g., IRA) and a Single Life Annuity or a Period Certain Only payment option, a period certain option of longer than 10 years is NOT available. State restrictions may apply to each of these options.

² If the annuitant dies before the end of the designated period, the scheduled payments will continue for the remainder of the period certain. Payments stop after the period certain expires.



Ask your advisor if a *Lincoln Deferred Income SolutionsSM* Advisory Annuity may be right for you.

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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A fixed annuity is intended for retirement or other long-term needs. It is intended for a person who has sufficient cash or other liquid assets for living expenses and other unexpected emergencies, such as medical expenses.

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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 Client Guide, Disclosure Statement and Facts At-A-Glance, or contact your representative.

Income taxes are due upon withdrawal and if withdrawn before age 59½, an additional 10% federal tax may apply.

There is no additional tax benefit for contracts purchased in an IRA or other tax-qualified plan, since these are already afforded tax-deferred status.

Product and features are subject to state availability. Limitations and exclusions may apply. Not available in New York.

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