Lincoln Financial Group®

Time to retire and take income

With a single premium immediate annuity



INCOME SOLUTIONS

Client Guide

Insurance products issued by:
The Lincoln National Life Insurance Company

3114367

For use with the general public.

It's nice to know you're covered



46% of people say they haven't taken any steps to prepare for the possibility of outliving their savings.[1]

The years of hard work, saving and planning are finally paying off. Now that you've made the decision to retire and begin taking income, you can focus on enjoying your lifestyle in retirement. And you deserve it.

A few more important decisions before you begin taking income

1. How often do you want to receive income?
2. What are your income payout needs?
3. Does your plan include leaving money to loved ones?

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 people like you prepare for their financial future since 1905 and has the strength and durability you can depend on.

Count on Lincoln

Capability
For offering the products and services that make a difference in your life

Commitment
For being committed to serving your needs now and in the future

Consistency
For having the strength and experience to adjust to changing market conditions

[1] Source: CNBC, *Money*, May 2018, https://www.cnbc.com/2018/05/11/how-many-americans-have-no-retirement-savings.html

Here are the options available with your *Lincoln Insured Income*SM Advisory Immediate Annuity.[2] You can elect to receive income payments on a monthly, quarterly, semiannual or annual basis.[3]

RETURN OF PREMIUM DEATH BENEFIT These options feature a Return of Premium Death Benefit during the deferral or payout phases	INCOME ONLY These options do not offer a Return of Premium Death Benefit
Life with cash refund — Guaranteed income payments for life. If the annuitant's income payments do not equal the total premium at death, the difference will be paid as a lump sum.	**Life only —** Guaranteed income payments for life.
Joint and survivor life with cash refund — Guaranteed income payments for both lives. If income payments do not equal the total premium at death, the difference will be paid as a lump sum.	**Joint and survivor life —** Guaranteed income payments for both lives.
Life with period certain[4] — Lifetime income payments or for a designated period, whichever is longer.	**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.
Joint and survivor life with period certain[4] — Guaranteed income payments for both lives or a designated period, whichever is longer.	**Contingent joint and percentage to survivor life —** Full payments for the lifetime of the primary annuitant. If they pass away, a percentage of payments are paid until the joint annuitant's death.
Period certain — Income 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 income payments continue until the death of the annuitant. If income payments do not equal the total premium at death, the difference will be paid in scheduled payments.	
Joint and survivor life with installment refund — Guaranteed income payments for both lives until first death; then payments continue to the surviving annuitant. If income payments do not equal the total premium at death, the difference will be paid in scheduled payments.	

There is an optional cost of living adjustment that offers an annual compounded increase of 1%, 2% or 3% that can be elected at issue. The increase will begin after your first payment anniversary. If you choose this optional feature, your initial payment will be lower.

We reserve the right to deduct any federal, state and local income taxes, as well as estate tax, inheritance tax, premium tax, and any other taxes required by law from any amount paid from the contract.

[2] State restrictions may apply to each of these options.

[3] 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.

[4] 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 Insured Income*SM Advisory Immediate 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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Order code: RIA-SPIA-BRC001

Lincoln Financial Group®

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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.

*Lincoln Insured Income*SM Advisory Immediate Annuity single premium immediate annuity (contract form ICC16-621 and state variations) is 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 subject to 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, 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.

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