

Penalty-free income before age 59½

With Lincoln variable annuities
and *i4LIFE*® Advantage

VARIABLE ANNUITIES

Client Guide

Insurance products issued by:
The Lincoln National Life Insurance Company
Lincoln Life & Annuity Company of New York

Not insured by any federal government agency	Not a deposit	Not FDIC-insured
May go down in value	Not guaranteed by any bank or savings association	

You don't need to retire to create a tax-advantaged lifetime income stream

Your goal is to have a lifetime income stream before age 59½ that lets you maintain control of your assets – but you're concerned about the federal tax penalty on retirement income for early withdrawals. Relax. We have a strategy that may help.

***i4LIFE* offers withdrawals before age 59½ with no additional taxes**

i4LIFE® Advantage is an optional lifetime income benefit available through Lincoln variable annuities for an additional charge. According to the federal tax code, distributions from an immediate annuity are not subject to a tax penalty; however, investors can't make additional withdrawals from traditional immediate annuities because there is no account value for them to access.

Good news for you

When elected with nonqualified money and regular payments are started within one year of contract purchase, *i4LIFE*® Advantage qualifies as an immediate annuity under Internal Revenue Code section Rule 72(u)(4). So it can be used to generate lifetime income while providing access to account value without incurring the 10% early withdrawal tax normally assessed on additional withdrawals taken prior to age 59½.*

This strategy may be appropriate if you have sufficient assets to take distributions for an extended period of time and can retire comfortably. Of course, all applicable income taxes must still be paid, and you should consult with a tax professional regarding your specific situation.

*Additional withdrawals reduce the cost basis, account value, death benefit, GIB amount and income payments proportionately, and are subject to ordinary income tax to the extent of the gain.

By electing *i4LIFE* – within 12 months of purchasing the contract – you can access a guaranteed lifetime income and additional withdrawals without incurring the 10% early withdrawal tax.

Variable annuities are long-term investment products that offer a lifetime income stream, access to leading investment managers, options for guaranteed growth and income (available for an additional charge), and death benefit protection.

To decide if a variable annuity is right for you, consider that its value will fluctuate; it is subject to investment risk and possible loss of principal; and there are associated costs such as mortality and expense, administrative and advisory fees.

All guarantees, including those for optional features, are subject to the claims-paying ability of the issuer. Limitations and conditions apply.

Jim and Sandy

The following is a hypothetical scenario where a married couple used *i4LIFE* to provide lifetime income with no early withdrawal tax penalty. Jim and Sandy run a successful business together for years and are now in the position of retiring at a relatively young age. Here's what they did.



These assumptions represent a 50-year-old couple with a 1.25% mortality and expense and administrative fee variable annuity, a 0.40% charge for *i4LIFE*® Advantage, the Account Value Death Benefit, a 4% Assumed Interest Rate (AIR), and a 40-year Access Period. You choose the length of the Access Period and the Assumed Interest Rate (AIR). Payments may vary slightly in certain states. Investment management fees and expenses as well as any 12b-1 distribution fees apply. Additional withdrawals will recalculate the *i4LIFE*® payment.



Designed to help you reach your retirement goals while keeping control of your assets. Learn more about wealth protection strategies from your financial professional.

Important information:

Lincoln Financial Group® affiliates, their distributors, and their respective employees, representatives and/or insurance agents do not provide tax, accounting or legal advice. Please consult an independent professional as to any tax, accounting or legal statements made herein.

Variable annuities are long-term investment products designed for retirement purposes and are subject to market fluctuation, investment risk, and possible loss of principal. Variable annuities contain both investment and insurance components and have fees and charges, including mortality and expense, administrative, and advisory fees. Optional features are available for an additional charge. The annuity's value fluctuates with the market value of the underlying investment options, and all assets accumulate tax-deferred. Withdrawals of earnings are taxable as ordinary income and, if taken prior to age 59½, may be subject to an additional 10% federal tax. Withdrawals will reduce the death benefit and cash surrender value.

Investors are advised to consider the investment objectives, risks, and charges and expenses of the variable annuity and its underlying investment options carefully before investing. The applicable prospectuses for the variable annuity and its underlying investment options contain this and other important information. Please call 888-868-2583 for free prospectuses. Read them carefully before investing or sending money. Products and features are subject to state availability.

Lincoln variable annuities 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.**

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All contract and rider guarantees, including those for optional benefits, fixed subaccount crediting rates, or annuity payout rates, are subject to the claims-paying ability of the issuing insurance company. They are not backed by the broker-dealer or insurance agency from which this annuity is purchased, or any affiliates of those entities other than the issuing company affiliates, and none makes any representations or guarantees regarding the claims-paying ability of the issuer.

There is no additional tax-deferral benefit for an annuity contract purchased in an IRA or other tax-qualified plan.

For use with the general public.

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May go down in value

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