

# Tax-smart income that takes the cake

Discover the *i4LIFE*® Advantage.

**Remember eating cake as a child?** You would dive in, icing first — only to be left with a messy face and a bellyache. Well, now you're wiser and enjoy a balanced serving of icing and cake in every bite.

## What does cake have to do with income and taxes?

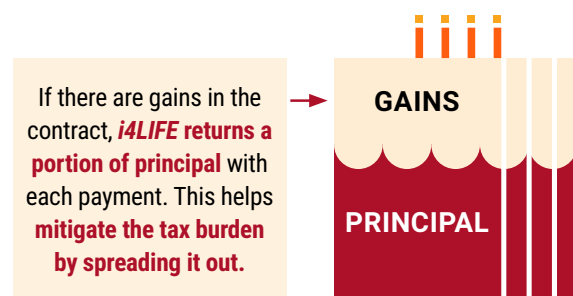
It helps explain the tax impact on retirement income — depending on how you take withdrawals.



*i4LIFE*® Advantage, an optional benefit available only with Lincoln variable annuities for an additional cost,<sup>2</sup> is designed to help you maximize your income by minimizing the tax when investing nonqualified money.

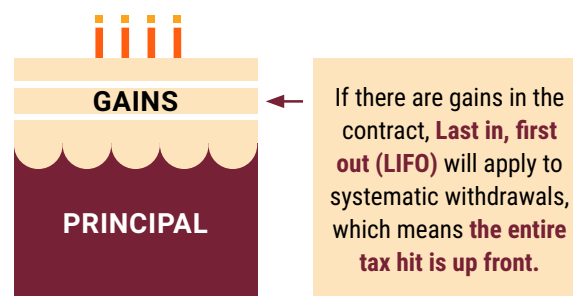
### *i4LIFE* Advantage

The beneficial tax exclusion treatment<sup>1</sup> delivers a portion of taxable gains AND a portion of the original investment (nontaxable principal) with each payment. Imagine a slice of cake with both icing AND cake.



### Systematic withdrawals

Each payment comes from the fully taxable gains before tapping into the original investment amount (nontaxable principal). If it were cake, every slice would be icing — no cake until the icing is all gone.



A variable annuity is a long-term investment product that offers tax-deferred growth, access to leading investment managers, and a lifetime income stream. 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 costs associated 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.

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

## More tax-smart strategies with *i4LIFE*® Advantage

*i4LIFE* can be used for a broad range of income and wealth transfer situations. Ask your financial professional if you'd like to know more about:

- Tax-savvy solutions for an inherited annuity
- Tax-advantaged gifting of lifetime income
- Tax-efficient distributions through a trust
- Penalty-free income payments before age 59½
- Joint income for someone who isn't a spouse.

<sup>1</sup> The exclusion ratio only applies until the principal has been returned, and then the payments are fully taxable.

<sup>2</sup> *i4LIFE*® Advantage is available for an additional charge of 0.40% (single and joint life) above standard contract expenses. There is a credit to clients who select a minimum Access Period of the greater of 20 years or until age 85 – with a \$500,000 deposit the credit is 0.10% annually and with a \$1,000,000 deposit the credit is 0.20% annually (see prospectus for complete details).

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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**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.**

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

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