



# Income Calculator

*i4LIFE*® Advantage

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

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

5961443

For use with the general public.




VARIABLE ANNUITIES

# Income powered by innovation

*i4LIFE*® Advantage provides:

-  **Potential for rising, lifetime income**
-  **Access and control**
-  **Tax-efficient income and wealth transfer**

No two people heading into retirement have the same set of needs, goals or investing preferences. That’s why we want to make it easy for you to start a stream of income that’s tailored to suit you. *i4LIFE* payments are based on several variables, including age, account value, AIR (assumed investment return), and the performance of the investment options in your portfolio. *i4LIFE*® Advantage is an optional benefit available only with Lincoln variable annuities for an additional cost.

Access Period	Payment Frequency	Assumed Investment Return (AIR)
<div>10 years115 years</div> 	<div>QuarterlySemiannual</div> <div>MonthlyAnnual</div> 	<div>3%4%</div> 
During your Access Period from ten years to age 115, you have control over your portfolio allocations and access to your account value and a death benefit. Lifetime payments continue even after the Access Period ends. <sup>1</sup>	Get paid as frequently as every month or – if you want one larger sum each year – you can do that too. If your needs change, you can adjust your payment frequency at any time.	The AIR helps determine the amount of your income payment. Every year, your payments may increase if your returns exceed your AIR.

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’s subject to investment risk and possible loss of principal; and there are costs associated. All guarantees, including those for optional features, are subject to the claims-paying ability of the issuer.

*i4LIFE*® Advantage is available for an additional charge of 0.40% 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).

<sup>1</sup> The maximum Access Period for qualified contracts is to age 100 (115 for nonqualified money). The longer the Access Period, the lower the income payments. You may extend the length of the Access Period before the Lifetime Income Period begins, which will decrease subsequent *i4LIFE*® payments.



# Flexible income factors: A case study

Below, we demonstrate the impact that the AIR can have on your income. Select a 3% AIR for a lower initial payment but more potential for rising income. A 4% AIR gets you the highest initial payment but may decrease your income in the future and make it harder to get pay raises.

**Assumptions:**

- Single life, age 70
- \$100,000 investment
- Lincoln variable annuity with *i4LIFE* Advantage, B-Share, nonqualified
- Access Period: 20 years<sup>1</sup>
- Hypothetical returns: 6.0% net rate

Payments	Conservative 3% AIR	Moderate 4% AIR
First check	\$5,426	\$6,059
Check in 10 years	\$7,292	\$7,377
Check in 20 years	\$9,862	\$9,018
Check in 30 years	\$13,142	\$10,911
30-year total income	\$258,544	\$245,528

# Tax-efficient income

If you are investing with nonqualified money, a portion of every payment is tax-free until your original investment (principal) is returned, providing you tax-advantaged income.

Gains

Principal

► Traditional withdrawals

If there are gains in the contract, traditional withdrawals start with fully taxable gains being paid out first, resulting in less after-tax income.

Gains

Principal

► *i4LIFE*® Advantage payments

If there are gains in the contract, *i4LIFE* includes a combination of the nontaxable principal along with the gains in each payment, resulting in more after-tax income.

<sup>1</sup> The maximum Access Period for qualified contracts is to age 100 (115 for nonqualified money). The longer the Access Period, the lower the income payments. You may extend the length of the Access Period before the Lifetime Income Period begins, which will decrease subsequent *i4LIFE*® payments.

# Calculate your *i4LIFE*® Advantage payment

To help demonstrate, the following is a comparison of returns between *i4LIFE* and nonqualified (NQ) systematic withdrawals from a variable annuity. These percentages may be applied to any initial investment. Payments may vary slightly in certain states.

## *i4LIFE* Advantage: Single life

Age	First-year total income	Nontaxable portion	NQ comparable systematic withdrawal
45	4.49%	49%	5.68%
46	4.52%	50%	5.73%
47	4.54%	51%	5.79%
48	4.57%	51%	5.84%
49	4.61%	52%	5.89%
50	4.64%	51%	5.92%
51	4.67%	53%	5.99%
52	4.71%	54%	6.07%
53	4.75%	54%	6.13%
54	4.81%	55%	6.23%
55	4.85%	56%	6.32%
56	4.90%	57%	6.40%
57	4.95%	58%	6.50%
58	5.00%	59%	6.58%
59	5.06%	60%	6.69%
60	5.12%	61%	6.81%
61	5.18%	62%	6.91%
62	5.25%	64%	7.04%
63	5.32%	65%	7.19%
64	5.44%	65%	7.35%
65	5.52%	67%	7.51%

Age	First-year total income	Nontaxable portion	NQ comparable systematic withdrawal
66	5.61%	68%	7.66%
67	5.71%	69%	7.85%
68	5.82%	71%	8.05%
69	5.93%	72%	8.24%
70	6.06%	74%	8.48%
71	6.12%	75%	8.58%
72	6.17%	75%	8.68%
73	6.23%	75%	8.75%
74	6.28%	76%	8.85%
75	6.34%	76%	8.92%
76	6.39%	75%	8.97%
77	6.43%	76%	9.08%
78	6.48%	76%	9.12%
79	6.52%	75%	9.16%
80	6.56%	75%	9.22%
81	6.60%	75%	9.26%
82	6.64%	75%	9.33%
83	6.67%	74%	9.33%
84	6.70%	75%	9.39%
85	6.72%	75%	9.45%



### Case study assumptions:

- Lincoln variable annuity with *i4LIFE* Advantage, B-Share, nonqualified
- Assumed investment return (AIR): 4%
- Access Period: Greater of 20 years or to age 90

The returns are only estimates of an initial annualized return based on a 35% tax bracket. The tax-exclusion amount varies by age and only applies until the original cost basis in the contract has been recovered. Systematic withdrawals are fully taxable until the gain in the contract (if any) is completely withdrawn. To receive the same net, after-tax first payment, you would have to make a systematic withdrawal in the amount shown here, expressed as a percentage of the initial investment (assuming all of the withdrawal represents gain).

i4LIFE® Advantage: Joint life

Age	First-year total income	Nontaxable portion	NQ comparable systematic withdrawal
45	4.42%	49%	5.59%
46	4.44%	50%	5.63%
47	4.47%	51%	5.68%
48	4.49%	51%	5.72%
49	4.52%	52%	5.78%
50	4.55%	52%	5.82%
51	4.58%	53%	5.89%
52	4.61%	54%	5.94%
53	4.64%	55%	6.00%
54	4.70%	55%	6.09%
55	4.74%	56%	6.16%
56	4.78%	57%	6.24%
57	4.82%	57%	6.31%
58	4.86%	59%	6.40%
59	4.91%	60%	6.49%
60	4.96%	60%	6.57%
61	5.01%	62%	6.68%
62	5.07%	63%	6.79%
63	5.13%	64%	6.91%
64	5.24%	66%	7.09%
65	5.31%	66%	7.20%

Age	First-year total income	Nontaxable portion	NQ comparable systematic withdrawal
66	5.38%	68%	7.35%
67	5.47%	69%	7.51%
68	5.55%	71%	7.68%
69	5.65%	72%	7.85%
70	5.75%	74%	8.05%
71	5.81%	75%	8.15%
72	5.88%	76%	8.27%
73	5.94%	75%	8.35%
74	6.00%	76%	8.46%
75	6.06%	76%	8.54%
76	6.12%	77%	8.66%
77	6.18%	77%	8.72%
78	6.23%	77%	8.81%
79	6.28%	77%	8.87%
80	6.33%	76%	8.94%
81	6.38%	76%	9.01%
82	6.43%	76%	9.05%
83	6.47%	76%	9.11%
84	6.51%	75%	9.15%
85	6.54%	75%	9.17%



Case study assumptions:

- Lincoln variable annuity with i4LIFE Advantage, B-Share, nonqualified
- Assumed investment return (AIR): 4%
- Access Period: Greater of 20 years or to age 90

The returns are only estimates of an initial annualized return based on a 35% tax bracket. The tax-exclusion amount varies by age and only applies until the original cost basis in the contract has been recovered. Systematic withdrawals are fully taxable until the gain in the contract (if any) is completely withdrawn. To receive the same net, after-tax first payment, you would have to make a systematic withdrawal in the amount shown here, expressed as a percentage of the initial investment (assuming all of the withdrawal represents gain).



Contact your financial professional to learn more about *i4LIFE*® Advantage.

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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