

# FIXED ANNUITIES

Products At-A-Glance

**Advisor Guide**

INCOME SOLUTIONS

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

## Fixed Indexed Annuities

	<b>Lincoln New Directions®</b>	<b>Lincoln OptiPoint®</b>	<b>Lincoln OptiChoice<sup>SM</sup></b>
	Single premium with initial fixed interest rate guarantee for 6 or 8 years	Flexible premiums with conditional bonus opportunities	Flexible premiums, multiple interest crediting accounts and a Fixed Account, NY version available
<b>Issue age</b>	· 0–85	· 8-year 0–85 · 10-year 0–80	· 5, 7-year 0–85 · 9-year 0–80
<b>Premium requirements</b>	· \$10,000–\$1 million for nonqualified and qualified	· \$10,000–\$1 million for nonqualified and qualified · \$50 additions; maximum \$25,000 per policy year	· \$5,000 nonqualified, \$2,000 qualified up to \$1 million · \$50 additions; maximum \$25,000 per policy year
<b>Premium bonus</b>	N/A	· 8 year: 2–3% (1–3 years) · 10 year: 3–4% (1–4 years) · Greater than \$100K = larger bonus	N/A
<b>Surrender schedule</b>	· <b>6 years:</b> 9, 8, 7, 6, 4.75, 3.5% · <b>8 years:</b> 9, 8, 7, 6, 4.75, 3.5, 2, 0.75%	· <b>8 years:</b> 9, 8, 7, 6, 5, 4, 3, 2% · <b>10 years:</b> 10, 9, 8, 7, 6, 5, 4, 3, 2, 1%	· <b>5 years:</b> 9, 8, 7, 6, 5% · <b>7 years:</b> 9, 8, 7, 6, 5, 4, 3% · <b>9 years:</b> 9, 8, 7, 6, 5, 4, 3, 2, 1% (Subject to state variation)
<b>Interest accounts</b>	· Fixed Account · Performance triggered indexed account <sup>1</sup> · 2-year point to point indexed account	· Fixed Account · Performance triggered indexed account <sup>1</sup> · 2-year point to point indexed account · 2-year monthly cap indexed account	· Fixed Account · Performance triggered indexed account · 1-year monthly cap indexed account* · 1-year monthly average indexed account* *Not available in NY
<b>Cash surrender value</b>	Greater of accumulation value less surrender charge and MVA (during the surrender charge period) or applicable guaranteed minimum values.		
<b>Death benefit</b>	Equal to the greater of the accumulation value or the guaranteed minimum values		
<b>Features<sup>2</sup></b>	10% free withdrawal without MVA or surrender charge for each policy year, beginning year one; systematic withdrawals from Fixed Account; Nursing Home and Terminal Illness Riders		
<b>Optional guaranteed lifetime withdrawal benefit</b>	<b>Lincoln Lifetime Income<sup>SM</sup> Edge (not available in NY)<sup>1</sup></b> · 5% guaranteed growth for the lesser of 10 years, age 85, or until a withdrawal is taken · Lifetime income based on age and deferral length · 10% nursing home enhancement for qualified nursing home expenses after the 5th rider anniversary and age 65 · Available for an additional 0.95%		

## Fixed Annuity

	<b>Lincoln MYGuarantee<sup>SM</sup> Plus (5–10-year fixed interest rate guarantee)</b>
<b>Issue information</b>	· 0–85
<b>Premium requirements</b>	· Single premium; \$10,000–\$1 million for nonqualified and qualified
<b>Surrender schedule</b>	· 10-year schedule: 7%, 7%, 6%, 5%, 4%, 3%, 2%, 0%; applies to multiple guarantee periods (subject to state variation) · Surrender charge ends after the initial guarantee period
<b>Cash surrender value</b>	Greater of accumulation value less surrender charge and MVA (during the surrender charge period) or applicable guaranteed minimum value.
<b>Death benefit</b>	The amount will equal the accumulation value.
<b>Features</b>	10% free withdrawal without MVA or surrender charge available each contract year, beginning year one; systematic withdrawals available

## Income Annuities

	<b>Lincoln Deferred Income Solutions<sup>SM</sup> Annuity</b>	<b>Lincoln Insured Income<sup>SM</sup> Annuity</b>
	Single premium, deferred income annuity	Single premium, immediate annuity
<b>Issue information</b>	<ul style="list-style-type: none"> <li>· Nonqualified 18–80, qualified 18–68</li> </ul>	<ul style="list-style-type: none"> <li>· Nonqualified and qualified 15–80 for lifetime-based payouts</li> <li>· 15–85 for lifetime-based payouts with minimum guarantees or payment periods</li> <li>· 0–95 for period certain</li> </ul>
<b>Premium requirements</b>	<ul style="list-style-type: none"> <li>· \$10,000–\$1 million</li> </ul>	<ul style="list-style-type: none"> <li>· \$25,000–\$1 million; Period Certain: \$10,000–\$1 million</li> </ul>
<b>Payment start date</b>	Defer from 24 months up to a maximum number of years (state variations apply): <ul style="list-style-type: none"> <li>· Nonqualified: 40 years or age 85</li> <li>· Qualified: 40 years or age 70½</li> </ul>	Up to 12-month payment deferral
<b>Available payouts</b>	Life only Life with period certain Life with installment refund Life with cash refund Joint and survivor life Joint and % to survivor life Contingent joint and % to survivor life Joint and survivor life with period certain Period certain	Life only Life with period certain Life with installment refund Life with cash refund Joint and survivor life Joint and % to survivor life Contingent joint and % to survivor life Joint and survivor life with period certain Period certain
<b>Death benefit</b>	Death benefit, if any, is determined by the payment option elected	
<b>Features<sup>3</sup></b>	Accelerated payments (for nonqualified and monthly); Change of payment start date	
<b>Optional inflation protection</b>	Annual increase option must be elected at issue: 1–4%	Cost of living adjustment must be elected at issue: 1–3%

## Fixed Annuity with long-term care (LTC) benefits

	<b>Lincoln Long-Term Care<sup>SM</sup> Fixed Annuity</b>
<b>Issue information</b>	<ul style="list-style-type: none"> <li>· 45–74 nonqualified only</li> </ul>
<b>Premium requirements</b>	<ul style="list-style-type: none"> <li>· Single premium; \$50,000–1 million (subject to state variation)</li> </ul>
<b>Surrender schedule</b>	7 years: 8, 8, 7, 6, 5, 4, 3%, 0% thereafter (state variations apply)
<b>Interest rates</b>	<ul style="list-style-type: none"> <li>· Initial rate is guaranteed for 7 years; rates renewed annually, thereafter, without surrender charges or MVA</li> </ul>
<b>Death benefit</b>	The amount will equal the accumulation value.
<b>LTC benefits</b>	<ul style="list-style-type: none"> <li>· Double leverage or triple leverage option available. Provides two or three times your premium in long-term care benefits, depending on which option you choose. Contract growth will also be added to your long-term care benefit.</li> <li>· Total LTC benefits are paid over a minimum of six years. Maximum monthly LTC benefits are available after the fifth contract anniversary.</li> <li>· Refer to Client Guide and Facts At-A-Glance for information regarding charges and eligibility requirements for LTC benefits.</li> </ul>
<b>Features</b>	<ul style="list-style-type: none"> <li>· 10% free withdrawal without surrender charge available each contract year, beginning year one; systematic withdrawals available (Withdrawals taken for purposes other than for LTC benefits will reduce total LTC benefits.)</li> <li>· Optional Inflation Protection Benefit Rider provides automatic increases to the LTC benefits (3% or 5% compounded annually).<sup>4</sup></li> </ul>

<sup>1</sup> Subject to state availability.

<sup>2</sup> MVA and rider availability will vary by state.

<sup>3</sup> Subject to contract provisions.

<sup>4</sup> Available in states where approved, at an additional cost.

Contact your representative to learn more about Lincoln's fixed annuities.

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Fixed and fixed indexed annuities are intended for retirement or other long-term needs. They are intended for a person who has sufficient cash or other liquid assets for living expenses and other unexpected emergencies, such as medical expenses. A fixed indexed annuity is not a registered security or stock market investment and does not directly participate in any stock or equity investments, or index. The index used is a price index and does not reflect dividends paid on the underlying stocks.

Fixed interest rates, specified rates, indexed interest caps, monthly indexed caps, and indexed interest spreads are declared by The Lincoln National Life Insurance Company at its discretion. Subsequent fixed interest rates, specified rates, indexed interest caps, monthly indexed caps, and indexed interest spreads may be higher or lower than the initial and may differ from those used for new contracts or for other contracts issued at different times during the surrender charge period. After the surrender charge period, Lincoln reserves the right not to offer any of the indexed accounts.

*Lincoln OptiChoice*<sup>SM</sup> flexible premium deferred annuity (contract form 05-606, or state variation), *Lincoln OptiPoint*<sup>SM</sup> flexible premium deferred annuity (contract form 06-610, or state variation), *Lincoln New Directions*<sup>SM</sup> single premium deferred annuity (contract form 94-523, or state variation), *Lincoln MYGuarantee*<sup>SM</sup> Plus single premium deferred fixed annuity (contract form 09-612MY, or state variation), *Lincoln Insured Income*<sup>SM</sup> Immediate Annuity SPIA (contract form 94-512, or state variation) and *Lincoln Deferred Income Solutions*<sup>SM</sup> Annuity (contract form 13-618S 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.**

*Lincoln Long-Term Care*<sup>SM</sup> Fixed Annuity (contract form 06-608 and state variations) with Long-Term Care Benefits Rider (form AE-227 and state variations), Long-Term Care Coverage Endorsement (form AE-235 and state variations) and Contract Amendment for Long-Term Care Benefits (form AE-236 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.**

*Lincoln MYGuarantee*<sup>SM</sup> Plus (contract form 09-612MYNY), and *Lincoln Insured Income*<sup>SM</sup> Immediate Annuity SPIA (contract form 94-512NY), *Lincoln OptiChoice*<sup>SM</sup> NY (contract form 05-606NY) contracts sold in New York are issued by Lincoln Life & Annuity Company of New York, Syracuse, NY, and distributed by Lincoln Financial Distributors, Inc., a broker-dealer. **Contractual obligations are backed by the claims-paying ability of Lincoln Life & Annuity Company of New York.**

*Lincoln Lifetime Income*<sup>SM</sup> Edge is an optional Guaranteed Lifetime Withdrawal Benefit (GLWB) rider (form AE-245 or state variations) available for an additional 0.95% charge (1.00% maximum) and subject to rider issue age limits, which may differ from the contract issue age limits. May not be available in all states. Limitations and exclusions may apply.

Contract may be referred to as "policy" or "certificate" in certain states (certificate may not be available in all states). The certificate is a group annuity certificate issued under a group annuity contract issued by The Lincoln National Life Insurance Company to a group annuity trust.

Waiver of Surrender Charges for Nursing Home Confinement Rider and Waiver of Surrender Charges for Terminal Illness Rider (form AE-119 and form AE-170, respectively, and state variations) may not be available in all states. Nursing Home Rider not available for contracts issued in Massachusetts.

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. Withdrawals and surrenders may be subject to surrender charges and a Market Value Adjustment.

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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