

Four Lincoln Financial Group Employees Named as Retirement Industry's Top Defined Contribution Wholesalers by the National Association of Plan Advisors

RADNOR, Pa.--(BUSINESS WIRE)--Lincoln Financial Distributors (LFD), the wholesale distribution subsidiary of Lincoln Financial Group (NYSE: LNC), is pleased to announce that four of its employees have been named Top Defined Contribution (DC) Wholesalers by the National Association of Plan Advisors (NAPA). Winners from LFD were recognized for their outstanding work providing advisors with the support, tools and information they need to help drive positive retirement outcomes for their clients.

Lincoln's winners are Matt Abraham, Travis Gavinski, Drew Gehring and Donny Sheinwald – all regional 401(k) sales directors for LFD. This is the third year NAPA has recognized top DC wholesalers, or "Wingmen," and winners were selected based on votes cast by several thousand advisors, from a group of nearly 500 wholesalers nominated by NAPA firm partner record-keepers and DCIOs.

"These individuals exemplify Lincoln's dedication to delivering some of the best retirement solutions for today's savers – making it easier for advisors to provide their clients with unique solutions and exceptional service," said Tim Seifert, vice president, and national sales manager for small market Retirement Plan Services, LFD. "NAPA's recognition is a testament to the work Matt, Travis, Drew and Donny do to create an exceptional, high-touch experience for advisors who do business with us – one that sets us apart from our competitors."

Headshots of the winners are available upon request.

About Lincoln Financial Distributors

Lincoln Financial Distributors, Inc. (LFD), the wholesale distribution business of Lincoln Financial Group (LFG), provides expertise and access to a range of solutions that help advisors protect wealth and deliver outcomes for their clients. Lincoln's broad portfolio includes innovative annuity, life insurance and retirement solutions that focus on addressing issues related to taxes, healthcare, longevity, inflation and market volatility. LFD comprises seasoned financial professionals who distribute Lincoln products through licensed insurance agents, registered broker-dealers, and other financial services intermediaries. Affiliates are separately responsible for their own financial and contractual obligations.

About Lincoln Financial Group's Retirement Plan Services

For more than 60 years, Lincoln Financial Group's Retirement Plan Services (RPS) business has been helping savers boost their retirement readiness through employer-sponsored plans. Our distribution force of more than 400 professionals, including institutional and wholesale distribution channels and advisor-based sales teams, work to provide plan sponsors with retirement plans that not only meet the unique needs of their plan participants but also align with sponsors' total rewards strategies and help recruit and retain top talent. RPS Retirement Consultants, available onsite, online and by phone, develop long-term one-on-one relationships with savers to help motivate them to take actions that lead to better retirement outcomes. RPS offers personalized services, solutions and education to help plan participants get to and through retirement. The business serves approximately 1.4 million participants through 22,000 plan sponsors with \$55 billion in assets under management as of June 30, 2016.

About Lincoln Financial Group

Lincoln Financial Group provides advice and solutions that help empower Americans to take charge of their financial lives with confidence and optimism. Today, more than 17 million customers trust our retirement, insurance and wealth protection expertise to help address their lifestyle, savings and income goals, as well as to guard against long-term care expenses. Headquartered in Radnor, Pennsylvania, Lincoln Financial Group is the marketing name for Lincoln National Corporation (NYSE:LNC) and its affiliates. The company had \$223 billion in assets under management as of June 30, 2016. Learn more at: www.LincolnFinancial.com. Find us on Facebook, Twitter, LinkedIn and YouTube. To sign up for email alerts, please visit our Newsroom at <http://newsroom.lfg.com>.

LCN-1589638-090916