

Lincoln Financial Adds Talent to Support Government Market on Institutional Retirement Distribution Team

RADNOR, Pa.--(BUSINESS WIRE)--Lincoln Financial Group's (NYSE: LNC) Retirement Plan Services business today announced two additions to its Institutional Retirement Distribution (IRD) team focused on the government market. Mark Seidenburg has been named Business Development Director and Christopher Neece joins as Sales Director.

Seidenburg, reporting to Jason Key, IRD Head of Business Development, is responsible for working with plan sponsors' national and regional independent registered advisor and consulting firms in the government sector. Neece reports to Michael Hall, IRD National Sales Director, and is focused on government market sales in the Midwest.

The IRD team focuses on delivering Lincoln's full service retirement plan services offerings for corporate and nonprofit/tax exempt plan sponsors. These additions align with Lincoln's strong overall growth in the government market and commitment to supporting this segment. Government sales for Lincoln's Retirement Plan Services business were up 49% year-over-year.

"We continue to see growing opportunities in the government sector that are well-matched with our expertise and offering," said John Morabito, Head of Institutional Retirement Distribution for Lincoln's Retirement Plan Services business. "As we expand our reach in public markets, we remain committed to providing superior services and solutions that align with the retirement plan needs of government entities and organizations."

Mark Seidenburg

Prior to his new role, Seidenburg served as a Senior Retirement Sales Consultant on Lincoln's IRD team managing requests for proposals, pricing and fund selection processes while building vast knowledge supporting key mid-to-large market intermediaries with a special emphasis on 457 and 401(a) public sector retirement plans. Before joining Lincoln, Seidenburg held multiple sales and advisory positions in financial services firms including Merrill Lynch, State Farm Insurance, Wells Fargo, and ADP Retirement Services, among others. Seidenburg received his bachelor of science degree in business administration and master's degree in finance and marketing from LaSalle University. He holds series 6, 7, 63 and 66 FINRA registrations and is a Chartered Retirement Planning Counselor (CRPC) and Accredited Retirement Plan Consultant (ARPC). Seidenburg is based in Radnor, Pa.

Chris Neece

Neece brings more than 14 years of public sector sales experience to Lincoln. Before joining Lincoln, Neece covered a 17-state territory as a regional director of institutional sales for ICMA-RC with a focus on the public sector. Neece also spent a number of years at Nationwide Retirement Solutions, where he focused on product sales for institutional clients in multiple state territories, as well as product expansion. Neece received his bachelor of science degree in personal financial management and financial planning from The Ohio State University, and his masters of business administration in finance from Franklin University. Neece holds series 7, 63 and 66 FINRA registrations. Neece is based in Columbus, OH.

About Lincoln Financial Group's Retirement Plan Services:

For more than 60 years, Lincoln Financial'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 March 31, 2015.

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 \$222 billion in assets under management as of March 31, 2015. Learn more at: www.LincolnFinancial.com. Find us on Facebook, Twitter (@lincolnfingroup), LinkedIn and YouTube. To sign up for email alerts, please visit our Newsroom at <http://newsroom.lfg.com>.