

Lincoln Financial Distributors Continues Nationwide Expansion of Its Intermediary Retirement Plan Sales Force

RADNOR, Pa.--(BUSINESS WIRE)--Lincoln Financial Distributors (LFD), the wholesale distribution business of Lincoln Financial Group (NYSE:LNC), today announced the addition of three regional sales directors to its intermediary retirement plan sales force: Michele Wyatt, Mathew Abraham and Thomas O'Connell.

Reporting to Jim McCrory, divisional sales manager, Wyatt and O'Connell will provide Lincoln's retirement plan solutions to financial representatives so they can help their clients better protect the wealth of their employees in Connecticut and Boston, MA, respectively. Reporting to Drew Disher, divisional sales manager, Abraham will provide similar support to financial representatives in Indiana and Kentucky.

"We are committed to developing long-term relationships with advisors and helping them drive better retirement outcomes by personally engaging and motivating employees to invest in their futures with confidence," said Peter Sims, Head of Lincoln's Intermediary Retirement Plan Sales. "To reinforce our strong presence in the small market space, and ensure our advisors continue receiving the superior quality service they have come to expect, we will continue growing our sales force, as needed, by investing in the best talent the industry has to offer, so our advisors can meet specific needs efficiently and on a timely basis," he said.

About Michele Wyatt

Wyatt has more than 15 years of experience specializing in corporate retirement plans, including 401(k), profit sharing, 403(b) and defined benefit plans. Prior to joining LFD, she served as regional vice president for Transamerica Retirement Solutions, Los Angeles, CA, where she was responsible for driving 401(k) sales through all channels in Connecticut. Earlier in her career, she served in a variety of sales leadership capacities at Hartford Life Insurance, Simsbury, CT; Harvest Capital, Wethersfield, CT; and GoldK, Waltham, MA.

Wyatt received a bachelor of arts degree in sociology and business administration from Eastern Connecticut State University, Willimantic, CT, and holds FINRA Series 6, 63, Life, Health, Variable Annuity, and Variable Life Insurance licenses. In addition, she is an Accredited Investment Fiduciary (AIF).

About Mathew Abraham

Abraham has more than 20 years of experience in sales, marketing, operations, management and business development. Prior to joining LFD, Abraham was vice president of business development in the Mideast region for J.P. Morgan Retirement Plan Services, Indianapolis, IN, where he was responsible for sales accomplished through fee for service consultants, RIA fee for service advisors, and direct back prospects and clients. Before that, he held various leadership roles at MassMutual Retirement Services, Houston, TX; Titan Consulting Group, LLC, Houston, TX; Nationwide Retirement Solutions, Columbus, OH; ICMA Retirement Corporation, Houston, TX; Alexander & Alexander Benefit Services, Inc., Indianapolis, IN; The Equitable Companies, Glen Rock, NJ; and Chase Manhattan Bank, Houston, TX.

Abraham received a bachelor of business administration degree from Rochville University, and completed Rice University's Executive Education Leadership Program. He holds FINRA Series 6, 63, and 26; is a Certified Funds Specialist (CFS); a Licensed International Financial Analyst (LIFA); and a Certified Retirement Counselor (CRC).

About Thomas O'Connell

O'Connell has more than 8 years of sales experience, most recently in driving sales within wires, independents, RIAs and other defined contribution centers of influence. Prior to joining LFD, O'Connell was a regional sales director of mid/large market retirement plan sales for ADP Retirement Services/ADP Major Account Services, Waltham, MA. Before that, he was a district manager and wholesaler.

O'Connell received a master of business administration degree from Nichols College, Dudley, MA, and a bachelor of science degree in business administration from Stonehill College, Easton, MA. He holds FINRA Series 6, 63, and 26; and is an Accredited Investment Fiduciary (AIF).

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 \$52 billion in assets under management as of December 31, 2013.

About Lincoln Financial Group

Lincoln Financial Group is the marketing name for Lincoln National Corporation (NYSE:LNC) and its affiliates. With headquarters in the Philadelphia region, the companies of Lincoln Financial Group had assets under management of \$207 billion as of December 31, 2013. Through its affiliated companies, Lincoln Financial Group offers: annuities; life, group life, disability and dental insurance; employer-sponsored retirement plans; savings plans; and comprehensive financial planning and advisory services. For more information, including a copy of our most recent SEC reports containing our balance sheets, please visit www.LincolnFinancial.com.