

Lincoln Financial Group Enhances Variable Annuity Portfolio To Provide More Flexibility and Control Over Investments

RADNOR, Pa.--(BUSINESS WIRE)--Lincoln Financial Group (NYSE:LNC) has announced enhancements to several of its variable annuity riders that provide clients with more flexibility and control over investment choices. These enhancements offer advisors additional strategies to help clients achieve specific retirement income goals.

Lincoln has modified its investment requirements to allow additional equity exposure for new elections of its Managed Risk riders, including *Lincoln Lifetime Income*SM Advantage 2.0, *4Later*[®] Advantage, and *i4LIFE*[®] Advantage Guaranteed Income Benefit. Each rider incorporates managed risk investment strategies that can help ease the impact of down markets and volatility on a portfolio. Clients can either select from several managed risk asset allocation strategies, or choose to build their own managed risk allocation strategy from available single asset class investments. When building a managed risk portfolio, the new requirements increase the maximum equity allowed to 80 percent from 70 percent, while reducing the fixed income requirement to 20 percent.

"Retirement is a time intended to be enjoyed, yet there are various circumstances that need to be carefully planned for leading up to and through retirement," said Dan Herr, vice president, of Annuity Product Management, Lincoln Financial Group. "Lincoln is committed to providing choice and flexibility in our variable annuities that enable advisors to provide client-specific guidance to successfully navigate the retirement landscape and achieve goal-based outcomes."

Also new with Lincoln's Managed Risk riders on *Lincoln ChoicePlus*SM contracts, are strategic sample allocation portfolios for investors seeking growth. These "check-the-box" portfolios, which will be available in late February, invest in a variety of asset classes through collaboration between Lincoln Investment Advisors Corporation (LIAC) and Wilshire Associates.

***i4LIFE*[®] Advantage GIB**

Lincoln is now also offering the option of an investment line-up without the requirement of managed risk strategies on its *i4LIFE*[®] Advantage GIB rider, Lincoln's patented lifetime income distribution method. Lincoln's *i4LIFE*[®] Advantage is designed to help mitigate retirement risks associated with outliving savings, inflation and taxes. Without the managed risk strategy requirement for new elections, contract owners can build a fund lineup from a wide selection of managers and asset classes, provided the portfolio consists of a maximum of 70 percent equity options and a minimum of 30 percent fixed income options. In exchange for the expanded investment choice, the level of guarantee on this rider is lower than on the Managed Risk version.

Offering the choice between this version of *i4LIFE*[®] Advantage GIB and the Managed Risk version enables advisors to provide guidance to clients based on expanded investment choice or guaranteed income levels.

The investment enhancements are now, or will be, available to Lincoln's national network of distribution partners.

Disclosures

Lincoln Financial Group[®] affiliates, their distributors, and their respective employees, representatives, and/or insurance agents do not provide tax, accounting, or legal advice. Any tax statements contained herein were not intended or written to be used, and cannot be used, for the purpose of avoiding U.S. federal, state, or local tax penalties. Please consult your own independent advisor as to any tax, accounting, or legal statements made herein.

Variable annuities are long-term investment products designed for retirement purposes and are subject to market fluctuation, investment risk, and possible loss of principal. Variable annuities contain both investment and insurance components and have fees and charges, including mortality and expense, administrative, and advisory fees. Optional features are available for an additional charge. The annuity's value fluctuates with the market value of the underlying investment options, and all assets accumulate tax-deferred. Withdrawals of earnings are taxable as ordinary income and, if taken prior to age 59½, may be subject to an additional 10% federal tax. Withdrawals will reduce the death benefit and cash surrender value.

Investors are advised to consider the investment objectives, risks, and charges and expenses of the variable annuity and its underlying investment options carefully before investing. The applicable variable annuity

prospectus contains this and other important information about the variable annuity and its underlying investment options. Please call 888-868-2583 for a free prospectus. Read it carefully before investing or sending money. Products and features are subject to state availability.

Lincoln variable annuities and American Legacy® variable annuities are 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.**

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.

All contract and rider guarantees, including those for optional benefits, fixed subaccount crediting rates, or annuity payout rates, are subject to the claims-paying ability of the issuing insurance company. They are not backed by the broker-dealer or insurance agency from which this annuity is purchased, or any affiliates of those entities other than the issuing company affiliates, and none makes any representations or guarantees regarding the claims-paying ability of the issuer.

There is no additional tax-deferral benefit for an annuity contract purchased in an IRA or other tax-qualified plan.

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Lincoln Investment Advisors Corporation (LIAC) the LVIP Managed Risk Profile Funds and LVIP RPM Funds. LIAC is the subsidiary of The Lincoln National Life Insurance Company responsible for analyzing and reviewing the investment options within Lincoln variable products and providing recommendations regarding these options to Lincoln senior management.

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 \$215 billion in assets under management as of September 30, 2014. Learn more at: www.LincolnFinancial.com. Find us on Facebook, Twitter (@lincolnfingroup), LinkedIn and YouTube.

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