

## **Lincoln Financial Group's Retirement Plan Services Business Strengthens Government Sector Coverage**

Lincoln Financial Group's Retirement Plan Services business today announced strategic new hires in its Institutional Retirement Distribution (IRD) team focused on leading efforts to grow Lincoln's retirement plan presence in the government sector. Richard Snyder, Paul Davidson and Andrew Whiting all join as Sales Directors and report to Michael Hall, IRD National Sales Director.

"As we seek to strengthen Lincoln's position as a top tier retirement plan services provider, we see growing opportunities in the government sector that are well-matched with our expertise and our total solutions offering," said Chuck Cornelio, president, Retirement Plan Services. "Retirement plan sponsors in the public markets face many of the same issues and challenges private employers grapple with. Our approach to boosting retirement readiness works well across markets and we're eager to proactively expand our reach into the government sector."

### **Richard Snyder**

Richard Snyder has more than 18 years of experience in the sales, marketing, education, retention and administration of institutional retirement plans. Prior to joining Lincoln, he was vice president and national sales manager for AXA Equitable where he was responsible for retirement plan sales in the governmental and union markets. In addition, he held sales positions at The Hartford and Nationwide Retirement Solutions selling retirement plans in the governmental and non-profit markets. He began his career working on the plan sponsor side as a deferred compensation specialist for the State of Florida's Department of Financial Services, one the largest 457 plans in the country.

### **Paul Davidson**

Paul Davidson has as more than 19 years of experience in the sales, service and implementation of 457(b), 401(a), 403(b) and 401(k) retirement plans. Prior to joining Lincoln, he was vice president at Natixis Global Asset Management in the Retirement Strategy Group. He also held leadership positions for Neuberger Berman and The Hartford in the government sector.

### **Andrew Whiting**

Andrew Whiting comes to Lincoln from AXA Equitable's employer-sponsored retirement plans where he was a regional vice president. Previously, he was regional sales director for The Hartford responsible for managing sales and retention of 457(b) and 401(a) plans for government retirement plans in 16 states in the Eastern United States.

*\*Photos available upon request.*

### **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 \$174 billion as of September 30, 2012. Through its affiliated companies, Lincoln Financial Group offers: employer-sponsored retirement plans, annuities and life insurance, group life, disability and dental insurance; 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](http://www.LincolnFinancial.com). For more information, including a copy of our most recent SEC reports containing our balance sheets, please visit [www.LincolnFinancial.com](http://www.LincolnFinancial.com).