

## **Lincoln Financial Group's Heather Milligan Earns Women in Insurance Leadership Award**

RADNOR, Pa.--(BUSINESS WIRE)--Lincoln Financial Group is pleased to announce that Heather Milligan, senior vice president of underwriting and new business for Lincoln's individual life insurance business, has been recognized by *Insurance Networking News* as one of its Women in Insurance Leadership honorees.

*Insurance Networking News'* Women in Insurance Leadership award measures the accomplishments of the industry's most influential female leaders whose leadership skills have redefined the insurance business.

"Heather's commitment to innovation, the customer experience and those around her has solidified Lincoln's Underwriting and New Business organization as a differentiator for the company," said Mike Burns, head of Life and Customer Solutions, Lincoln Financial Group. "However, the impact of Heather's leadership is felt far beyond the walls of Lincoln, influencing the traditional operating models of the life insurance industry as a whole, and making a difference in the community. Heather is well deserving of this honor, and we sincerely congratulate her."

With 27-years of industry experience, Milligan currently leads teams responsible for underwriting and policy issuance of Life Insurance, Executive Benefits (Corporate Owned Life Insurance), and hybrid long-term care/life insurance solutions.

In the last year, Milligan's 'Leading Edge' Underwriting philosophy has led to the launch of *Lincoln TermAccel*® Level Term insurance and *LincXpress* SM. These new offerings represent Lincoln's continuous focus on providing a superior customer experience by delivering faster, technology-enabled processes, providing broader market opportunities for Lincoln and its partners.

"Heather's exemplary track record of bridging the business and IT sides of insurance make her an ideal Women in Insurance Leadership honoree," said Nathan Golia, editor-in-chief of *Insurance Networking News*.

In addition to leading Underwriting and New Business, Milligan is a member of Lincoln's Diversity Council and she is part of the Lincoln's Corporate Leadership Group (CLG). As a part of the senior leadership team for Life and Customer Solutions, she actively participates in the creation and execution of strategies that manage and grow the Life Insurance Business for Lincoln.

Milligan is also active in the community serving on the Greensboro United Way's "Community Enrichment & Venture Grant" committee as a volunteer. She is also an active informal parent-advocate for parents of children with Asperger Syndrome.

Milligan is part of the 11th class of Women in Insurance Leadership and will be honored at the Women in Insurance Leadership Forum, October 24 and 25 in Chicago.

### **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](http://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>.

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