Lincoln Financial Network Expands Channel Insurance Sales Footprint

PHILADELPHIA--(BUSINESS WIRE)--Lincoln Financial Network (LFN), the retail wealth management affiliate of Lincoln Financial Group (NYSE:LNC), today announced the addition of four regional sales directors to its Channel Insurance Sales team: **Brian Cowhey** (Midwest/Heartland), **Duane Flynn** (Southeast), **Austin Peterson** (West) and **Gary Ward** (Northeast).

Cowhey, Flynn, Peterson and Ward will report to Wendy Boyd, vice president of Channel Insurance Sales for one of LFN's broker-dealers, Lincoln Financial Advisors Corp. (LFA). In their roles, the regional sales directors will be responsible for deepening existing advisor relationships through the integration of Lincoln products and services, as well as recruiting, contracting and coordinating the training and activation of new relationships, including independent financial advisors, producer groups, insurance agents, and other financial services firms that benefit from direct access to Lincoln's product portfolio.

"We are thrilled that these highly skilled individuals have joined Lincoln," said Boyd. "The Channel Insurance Sales team is focused on helping advisors and firms better serve clients by connecting them to Lincoln's network of financial planning resources and diverse array of products and solutions. With many years of experience across the financial services industry, this team is well-positioned to build brokerage and introduce new relationships to LFA."

"This expansion reinforces our commitment to providing advisors with quality service and solutions," said John DiMonda, head of LFA. "LFA's model is unique in that we have the ability to leverage our national planning footprint and provide training, case design, and intellectual capital resources to the insurance brokerage marketplace. Building on this model, and the existing life brokerage business within LFA, our regional sales directors will enable us to deliver even more dedicated attention and resources in the field, and we will continue investing in talent to ensure our partners continue to receive the personalized service they have come to expect."

Brian Cowhey

Cowhey has more than 20 years of experience in the financial services industry. Prior to joining LFN, he held various sales distribution positions with Allianz in Palm Beach, Fla. and Pacific Life in Chicago, Ill., where he focused primarily on partnering with financial advisors to provide insurance solutions for high-net-worth clients. Cowhey received a bachelor of science degree in finance from Illinois State University in Normal, Ill. He holds FINRA series 7 and 63 registrations.

As regional sales director for the Midwest and Heartland regions, Cowhey is currently based in Chicago, Ill.

Duane Flynn

Flynn has more than 15 years of experience in the financial services industry. Prior to joining LFN, he served as vice president of sales with Capitas Financial in Atlanta, Ga. He also held a variety of roles including sales trainer, sales team leader, and field wholesaler with Allstate Financial, Protective Life and Crump Insurance Services in the Chicago metropolitan area. Flynn received a bachelor of science degree in business management from Governors State University in University Park, Ill. He holds FINRA series 7, 26 and 63 registrations.

As regional sales director for the Southeast region, Flynn is currently based in Atlanta, Ga.

Austin Peterson

Peterson has more than 15 years of experience in the financial services industry. Prior to joining LFN, he served as a life insurance field wholesaler with Symetra Life Insurance Company in Salt Lake City, Utah and Phoenix, Ariz., as well as sales manager with Crump Life Insurance in Salt Lake City, Utah. In addition, Peterson founded and managed Oak Tree Management Group, a financial advisory services firm in Mission Viejo, Calif. He received a bachelor of arts degree in French from California State University in Fullerton, Calif., and a master of business administration degree from Brigham Young University's Marriot School of Business in Provo, Utah. Peterson holds FINRA series 6 and 63 registrations.

As regional sales director for the West region, Peterson is currently based in Scottsdale, Ariz.

Gary Ward

Ward has more than 25 years of experience in the financial services industry. Prior to joining LFN, Ward served as vice president of sales for Aviva Life Insurance covering the East coast; and held numerous sales and sales leadership roles with The Hartford, AXA, and GuardianLife throughout N.Y. and Conn. Ward received a bachelor of science degree in political science from the University of Connecticut in Storrs, Conn. He holds the professional certification of CERTIFIED FINANCIAL PLANNER™ (CFP®) and the Chartered Life Underwriter (CLU®), Chartered Financial Consultant (ChFC®), and Chartered Advisor for Senior Living (CASL®) designations, as well as FINRA series 6, 63, 7 and 24 registrations.

As regional sales director for the Northeast region, Ward is currently based in Fairfield, Conn.

About Lincoln Financial Network

Lincoln Financial Network is the marketing name for the retail sales and financial planning affiliates of Lincoln Financial Group and includes Lincoln Financial Advisors Corp. and Lincoln Financial Securities Corporation, both members of FINRA and SIPC. Consisting of approximately 8,500 representatives, agents, and full-service financial planners throughout the United States, Lincoln Financial Network professionals can offer financial planning and advisory services, retirement services, life products, annuities, investments, and trust services to affluent individuals, business owners, and families.

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.