

## **Lincoln Financial's Institutional Retirement Solutions Distribution Team Completes Expansion Efforts**

Lincoln Financial Group's (NYSE:LNC) Retirement Plan Services business today announced that John McKeehan and Reed Steinmann have joined as Sales Directors for the Institutional Retirement Solutions Distribution (IRSD) team. The IRSD team focuses on selling Lincoln's full service retirement plan services offerings for corporate and nonprofit/tax exempt plan sponsors.

McKeehan and Steinmann report to Michael Hall, IRSD National Sales Director. McKeehan supports the Southwestern region of the country and Steinmann covers the Midwestern region.

"We are excited to have John and Reed round out our Institutional Sales team," said Hall. "They bring extensive financial services experience and strengthen our presence in key areas of the country."

McKeehan has more than 17 years of financial services industry experience. Prior to joining Lincoln, he was Regional 401(k) Director at Putnam Investments. Throughout his career, he has served in various retirement plan services roles with National Retirement Partners, Monarch Capital Management, Smith Barney and Morgan Stanley. McKeehan attended the University of Southern California and the Wharton School of Business. He also holds FINRA Series 63, 65, 7, 9 and 10 licenses. McKeehan is based in Orange County, California.

Steinmann has more than 7 years of industry experience and comes to Lincoln from DWS Investments where he was a retirement consultant specializing in defined contribution and investment only solutions. He was also a financial advisor at Ameriprise Financial. Steinmann has a bachelor's degree in economics from the University of Illinois, Urbana/Champaign. He also holds FINRA series 3, 7 and 66 licenses and has a Chartered Retirement Plans Specialist designation. Steinmann is based in Elgin, Illinois.

"Adding John and Reed to the team is particularly significant because the moves complete our regional expansion efforts," said John Morabito, Head of Institutional Retirement Sales Distribution. "This action further demonstrates our commitment to the retirement plan services industry and better positions Lincoln to help meet the needs of our clients."

\*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; individual 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).