



You're In Charge®

Lincoln ChoicePlus AssuranceSM
variable annuity

i4LIFE® Advantage can help provide an income for a family member with special needs



Insurance products issued by:
The Lincoln National Life Insurance Company
Lincoln Life & Annuity Company of New York

Not a deposit	Not FDIC-insured	May go down in value
Not insured by any federal government agency		
Not guaranteed by any bank or savings association		

Case Study

INCOME SOLUTIONS

*Lincoln ChoicePlus Assurance*SM variable annuities are long-term investment products that offer:

- **Tax-deferred growth**—Earnings aren't taxed until withdrawals are made, allowing for greater growth potential.
- **Lifetime income**—There are several options for receiving an income stream for life.
- **Death benefits**—Your savings can be transferred to beneficiaries.
- **Optional protection features**—For an additional charge, you can elect optional features that may help protect your minimum future income and ensure growth.
- **Flexibility**—You can meet your individual needs by customizing your contract through investment allocation, withdrawal options, and the addition or cancellation of optional features.

To decide if a variable annuity is right for you, consider that its value will fluctuate; it is subject to investment risk and possible loss of principal; and there are costs associated such as mortality and expenses, administrative and advisory fees.

All guarantees, including those for optional features, are subject to the claims-paying ability of the issuer. Limitations and conditions apply.

Income planning with special needs in mind

If you want to provide a lifetime income for a family member, but that person is unable to manage the income on their own, Lincoln offers a solution that may be right for you. With *i4LIFE*[®] Advantage, an optional living benefit rider and *Income4Life*[®] feature available for an additional charge with *Lincoln ChoicePlus Assurance* variable annuities, you can distribute your assets to that loved one according to their needs—for as long as they live—through a special needs trust.

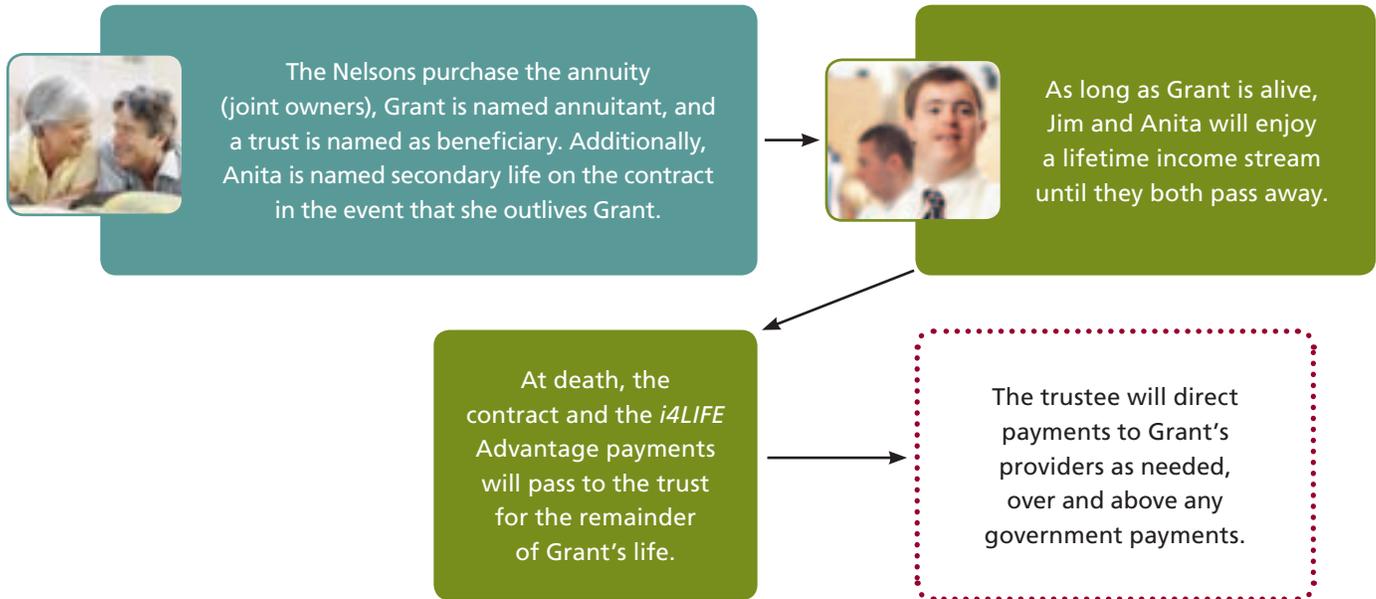
Hypothetical example: The Nelsons

Jim and Anita Nelson are preparing to retire and are the parents of Grant, who has Down syndrome. In order to create lifetime income for themselves and to ensure that Grant has access to special needs funds for the rest of his life, Jim and Anita decided to set up a special needs trust for Grant. They purchased a *Lincoln ChoicePlus Assurance* variable annuity and elected *i4LIFE* Advantage with a joint payout, naming themselves joint owners, a trust as beneficiary, and Grant as annuitant with Anita as secondary life.

Additionally, by electing the Guaranteed Income Benefit (GIB), the Nelsons ensured that their *i4LIFE* income payments would never fall below a guaranteed floor amount (adjusted for withdrawals), and if their payment increased, their GIB amount could too. Guarantees are subject to limitations and conditions.



Following is one hypothetical scenario where *i4LIFE*® Advantage provided a lifetime income for a couple and assets for their special needs child.



i4LIFE can provide you with:

- **Lifetime income**—An income stream, no matter how long you live.
- **Growth potential**—Income that has the potential to grow based on your investment results.
- **Increasing wealth floor**—With the GIB, your payments will never go below your guaranteed minimum amount, which has the potential to automatically increase every year.
- **Control and access**—You don't have to choose between lifetime income and access to your savings. You can have both: an income and the ability to make additional withdrawals during the Access Period.¹

i4LIFE with the GIB is available for an additional annual charge of 1.05% above standard contract expenses for single life, or 1.25% for joint life (maximum annual charge of 2.00%). Investment requirements apply to the GIB. After the Access Period ends, payments will continue on a lifetime basis, but you will no longer have access to your assets or a death benefit. The tax-exclusion amount varies by age and only applies until the original cost basis in the contract has been recovered. Guarantees, including those for optional benefits, are subject to the claims-paying ability of the appropriate issuing company. Limitations and conditions apply.

Regular income payments must begin within one year of the *i4LIFE* Advantage election date, and additional purchase payments will not be accepted once *i4LIFE* becomes effective for a nonqualified contract. If you opt out of the GIB, you will have the ability to select the assumed investment return (AIR), which helps to determine your payments. The higher the AIR, the higher your initial regular payment and the higher the return needed to increase subsequent payments. Full details are available in the prospectus.

¹ Additional withdrawals reduce the cost basis, account value, death benefit, GIB amount and income payments proportionately, and are subject to ordinary income tax to the extent of the gain.

***i4LIFE*® Advantage is a patented distribution method, only available through Lincoln, which offers the protection of a minimum lifetime income guarantee while maintaining access to and control of assets.**

For more information, contact your financial advisor.

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May go down in value

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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.

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