



Lincoln
Financial GroupSM

FOR INCOME

Lincoln ChoicePlus AssuranceSM
variable annuity

A way to do more

Generate a guaranteed income for your nonprofit organization with *Lincoln Lifetime IncomeSM Advantage 2.0*

Case study

Hello future.[®]



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

Not-for-profit doesn't mean not-for-income

If you are looking for a way to invest your organization's assets to create an ongoing income stream—either for now or for the future—we have a solution that may be right for your organization. *Lincoln Lifetime Income*SM Advantage 2.0, an optional feature available for an additional charge with *Lincoln ChoicePlus Assurance*SM variable annuities, can be used by a foundation, church, or charitable trust to generate a guaranteed annual income today or to grow a base for it later, regardless of market conditions.

One challenge every foundation, church, and charitable trust face is finding effective ways to make the best use of its assets, which includes making them last as long as possible while simultaneously disbursing some of them. To generate an income for your organization, you could invest in products such as mutual funds or bonds. However, neither of these can provide both a guaranteed annual income and potential for growth. A *Lincoln ChoicePlus Assurance*SM variable annuity with *Lincoln Lifetime Income*SM Advantage 2.0 can provide both. *Lincoln ChoicePlus Assurance*SM variable annuities are long-term investment products and offer:

Lifetime income—There are several options for receiving an income stream for the lifetime of an appointed individual (the annuitant).

Death benefits—Your organization (or other named beneficiary) will receive a death benefit when the annuitant passes away.

Optional protection features—For an additional charge, you can elect optional features that can help protect your organization's minimum future income and ensure growth.

Flexibility—You can meet your organization's needs by customizing your contract through investment allocation, withdrawal options, and addition or cancellation of optional features.

Here's how *Lincoln Lifetime Income*SM Advantage 2.0 works

If you want to build a base for future income:

- The Income Base will increase by at least 5% compounded annually for the lesser of 10 years or through the annuitant's age 85.*
- If the account value grows more than 5%, the Income Base can step up to capture that growth through the annuitant's age 85. A new 10-year period will begin, and a new charge may apply.

If you're ready to start generating income now:

- You may choose to take withdrawals equal to 5% of the Income Base for the annuitant's lifetime, provided the annuitant is at least age 59½.
- If you choose to transition to *i4LIFE*[®] Advantage, the Income Base is used to calculate your Guaranteed Income Benefit (GIB) amount. The Income Base is not available as a lump sum withdrawal or death benefit.

Consult your organization's tax adviser to determine how to treat investment earnings under an annuity contract.

Following is one hypothetical example of how a foundation, church, or charitable trust could use *Lincoln Lifetime Income*SM Advantage 2.0 to grow and generate a guaranteed income.



The Example Foundation has \$100 million in assets. The board decides to use \$15 million to purchase three *Lincoln ChoicePlus Assurance*SM variable annuity contracts with *Lincoln Lifetime Income*SM Advantage 2.0, each for \$5 million.



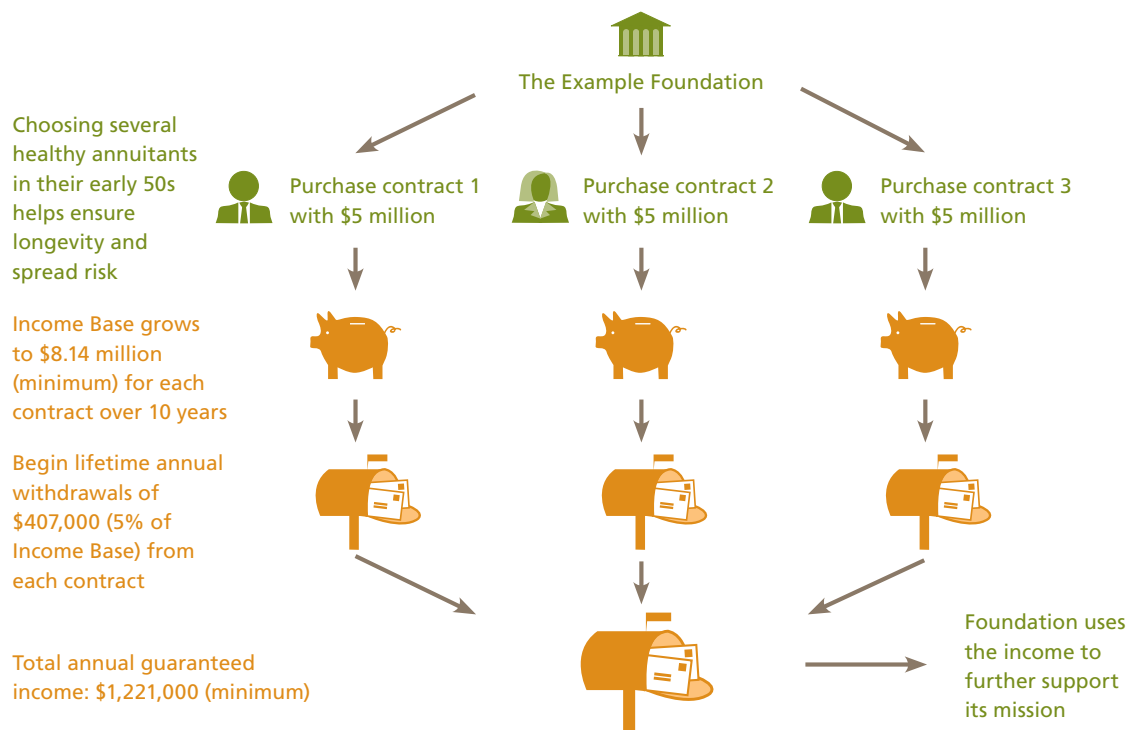
They name a different board member as annuitant for each contract, thereby minimizing the risk that all three contracts will end before they are ready to start taking income. It also allows room for growth within the maximum Income Base of \$10 million per annuitant. (Note: Annuitants cannot be changed.)



The contracts have unlimited growth potential with the *Lincoln Elite Series* of Funds, but at a minimum; the Income Base for each contract increases by 5% per year for 10 years to \$8.14 million (\$24.43 million total for all three contracts).



After 10 years, the board decides to start taking the 5% lifetime annual withdrawals from each contract (all annuitants meet the minimum age requirement). At this time, 5% of the Income Base equals \$1,221,000 (\$407,000 per contract). These withdrawals will last for the rest of the annuitants' lives, and as each annuitant passes away, any death benefit payable is returned to the foundation.



*Lincoln Lifetime Income*SM Advantage 2.0 is available for an additional 1.05% charge (1.25% joint coverage; 2.00% maximum) above standard contract expenses. As your Income Base increases, your cost will increase proportionately. Guarantees, including those for optional benefits, are backed by the claims-paying ability of the issuing company. Investment requirements apply. Please see the prospectus for more details.

*If a withdrawal is taken, the 5% enhancement is not available that year, but market growth can be locked in. Withdrawals in excess of the allowable amount will adversely impact the lifetime income.

New York restrictions for *Lincoln Lifetime Income*SM Advantage 2.0:

- The minimum issue age is 60.
- The maximum age to elect this rider for qualified contracts is 75.
- *i4LIFE*[®] Advantage with the GIB or the Guaranteed Annual Income Payout Option must be elected prior to age 86 for qualified contracts and prior to age 100 for nonqualified contracts or this rider will terminate.

Hello future.®

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For more information about how to turn a portion of your organization's assets into a guaranteed income stream, contact your financial advisor.

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 a 10% federal tax penalty. 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.

*Lincoln ChoicePlus Assurance*SM variable annuities (contract form 30070-B and state variations) are issued by The Lincoln National Life Insurance Company, Fort Wayne, IN, and distributed by Lincoln Financial Distributors, Inc., a broker/dealer. **The Lincoln National Life Insurance Company does not solicit business in the state of New York, nor is it authorized to do so.**

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