



**Lincoln**  
Financial Group<sup>SM</sup>

FOR INCOME

*Lincoln ChoicePlus Assurance<sup>SM</sup>*  
variable annuity

# *Lincoln ChoicePlus* *Assurance<sup>SM</sup>* variable annuity

*i4LIFE<sup>®</sup>* Advantage can help provide an income  
for a family member with special needs

Case study

Hello future.<sup>®</sup>



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

# Strings attached

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 *Income4Life*® innovation 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

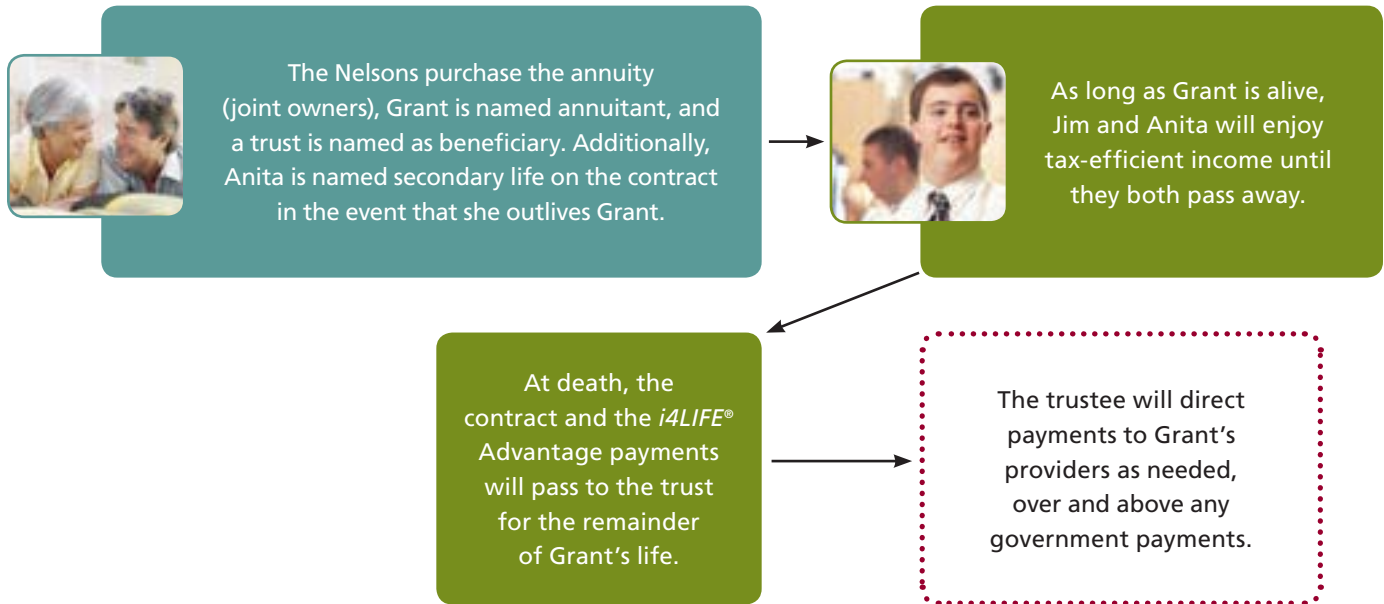
Jim and Anita Nelson are preparing to retire and are the parents of Grant, who has Down syndrome. In order to create lifetime income for themselves and to ensure that Grant has access to special needs funds for the rest of his life, Jim and Anita decided to set up a special needs trust for Grant. They 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.

## *Lincoln ChoicePlus Assurance*™ 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 can 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.

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

- **Lifetime income**—An income stream, no matter how long you live.
- **Growth potential**—Income 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.<sup>1</sup>

*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 backed by the claims-paying ability of the appropriate issuing company.

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.

<sup>1</sup> 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*<sup>®</sup> 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.**

Hello future.<sup>®</sup>

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

©2010 Lincoln National Corporation

[www.LincolnFinancial.com](http://www.LincolnFinancial.com)

Lincoln Financial Group is the marketing name for Lincoln National Corporation and its affiliates.

Affiliates are separately responsible for their own financial and contractual obligations.

LCN1005-2042347

POD 10/10 Z02

Order code: CP-APTSN-BRC281



**Lincoln**  
Financial Group<sup>SM</sup>

This material was prepared to support the promotion and marketing of variable annuity products. Lincoln Financial Group<sup>®</sup> affiliates, their distributors, and their respective employees, representatives, and/or insurance agents do not provide tax, accounting, or legal advice. Any tax statements contained herein were not intended or written to be used, and cannot be used for the purpose of avoiding U.S. federal, state, or local tax penalties. Please consult your own independent advisor as to any tax, accounting, or legal statements made herein.

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*<sup>SM</sup> 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.**

Contracts sold in New York (contract forms 30070BNYA, 30070BNYC, 30070BNYAL, and 30070BNYN) are issued by Lincoln Life & Annuity Company of New York, Syracuse, NY, and distributed by Lincoln Financial Distributors, Inc., a broker/dealer.

**All contract and rider guarantees, including those for optional benefits, fixed subaccount crediting rates, or annuity payout rates, are backed by the claims-paying ability of the issuing insurance company.** They are not backed by the broker/dealer or insurance agency from which this annuity is purchased, or any affiliates of those entities, other than the issuing company affiliates, and none makes any representations or guarantees regarding the claims-paying ability of the issuer.

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