

Lincoln ChoicePlus AssuranceSM Series

Fact Sheet

Understanding your annuity and its costs

Reliable lifetime income can play a valuable role in your retirement plan. A variable annuity is designed to help you save for retirement over the long term. It offers a choice of underlying investment options, and benefits that can help protect your investment, income and legacy. At Lincoln, we believe you should know exactly what you pay so there are no unexpected costs.

Costs and credits	B-Share	C-Share
Variable annuity charge (with Guarantee of Principal Death Benefit)	1.30%	1.70%
Credits for staying invested	None	0.40% after 12 years ¹
Early withdrawal charge²	7%, 7%, 6%, 6%, 5%, 4%, 3% Full access after 7 years	None
Annual contract fee	\$35, waived after year 15 or if account value exceeds \$100,000	
Investment expenses	Based on the underlying investment options you choose	
Access to investment	Years 1 – 7: 10% of account value, or 10% of total purchase payments Years 8+: full access thereafter	You have access to 100% of your contract value at all times without surrender charges.

Your options for protected growth and lifetime income³

Lincoln Lifetime IncomeSM Advantage 2.0⁴

Guaranteed income growth while saving, a higher income amount of protected lifetime income, investment options to help stabilize volatility, and a nursing home benefit.

Single life: 1.25% | Joint life: 1.50%

Lincoln Market Select[®] Advantage⁴

Guaranteed income growth while saving, protected lifetime income and investment flexibility.

Single life: 1.25% | Joint life: 1.50%

Lincoln Max 6 SelectSM Advantage⁴

Guaranteed income growth while saving, higher protected income and investment flexibility in the earlier years.

Single life: 1.25% | Joint life: 1.50%

4LATER[®] Select Advantage⁴

Guaranteed income growth while saving, and more investment flexibility to help maximize future protected income for those you love.

Single life: 1.25% | Joint life: 1.50%

Your options for immediate income³

i4LIFE[®] Advantage Guaranteed Income Benefit (Managed Risk)⁵

Greater protected lifetime income with opportunities for increases in income, investment options to help stabilize volatility, and tax efficiency.

Single life: 1.35% | Joint life: 1.55%

i4LIFE[®] Advantage⁵

Tax-efficient lifetime income with full investment flexibility.

Single and joint life: 0.40%

Insurance products issued by:
The Lincoln National Life Insurance Company
Lincoln Life & Annuity Company of New York
For use with the general public.

Your options for beneficiary protection

Guarantee of Principal Death Benefit

Your loved ones receive your account value or total investment, whichever is greater.⁶

Account Value Death Benefit

Your loved ones will receive your account value. The variable annuity charge is reduced 0.05%.

Enhanced Guaranteed Minimum Death Benefit

Your loved ones receive your highest account value on a contract anniversary, total investment, or current account value, whichever is greatest.^{6,7} The variable annuity charge is an additional 0.25%.

¹ This annual percentage will be added to your account value quarterly. It applies to deposits held in your contract for the specified time and all earnings. Annuities with reduced withdrawal charge periods generally have higher expenses; persistency credits to help offset these expenses over time.

² This applies if you take out more than 10% of your total deposits or your account value, whichever is greater.

³ All features are subject to state and firm approvals. Please see your registered representative for details. Investment requirements apply. If you withdraw more than the allowable amount, your guaranteed values will be reduced or eliminated. You can elect to end these benefits after five years, or, with *i4LIFE*[®], before the Access Period ends.

⁴ Maximum charge of 2.25% single and 2.45% joint at account value lock in, or after 10th anniversary for enhancement.

Additional information

Maximum issue age: 85 (may vary by broker-dealer)

Minimum investment

- \$10,000, \$100 for additions
- \$25,000 if you add a protected lifetime income benefit
- \$50,000 if you add *i4LIFE*[®] Advantage

Other strategies to help you manage your investment

- Asset allocation⁸
- Dollar cost averaging⁹
- Portfolio rebalancing
- Nonspousal continuation
- Nursing home waiver

⁵ Minimum issue age of 59½ for qualified; no minimum for nonqualified. The maximum charge for GIB is 2.25% single and 2.45% for joint at GIB reset.

⁶ Reduced for withdrawals.

⁷ Available for ages 80 and under.

⁸ Asset allocation does not assure or guarantee better performance and cannot eliminate the risk of investment loss.

⁹ Dollar cost averaging and portfolio rebalancing cannot be elected simultaneously. Neither assures a profit or protects against loss in declining markets. Because dollar cost averaging involves continuous investment regardless of changing price levels, clients should consider their ability to continue purchasing through periods of all price levels.

Important information:

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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 prospectuses for the variable annuity and its underlying investment options contain this and other important information. Please call 888-868-2583 for free prospectuses. Read them carefully before investing or sending money. Products and features are subject to state availability.

*Lincoln ChoicePlus Assurance*SM Series 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 30070BNYL3 5/03 and 30070BNYC 5/03) 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 subject to 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.

For use with the general public.

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

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