

# A flexible strategy for protected growth

*Lincoln FlexAdvantage<sup>SM</sup>*

FIXED INDEXED  
ANNUITIES

Insurance products issued by:  
The Lincoln National Life Insurance Company  
**For use with the general public.**

# You don't have to sacrifice growth to enjoy protection

There are many challenges to be navigated in retirement – a volatile market, low interest rates and longer life expectancies. Since no one can predict the future – or the market – it's important to have an investment and retirement plan that accounts for market ups ... and downs.

Add more certainty to your retirement savings with *Lincoln FlexAdvantage*<sup>SM</sup> fixed indexed annuity



#### Upside growth potential

In addition to a guaranteed fixed interest rate, your account has the potential to be credited with positive index performance.



#### The power of downside protection

Your account will never be credited less than 0% – even in a down market. So, your hard-earned savings is protected.



#### No cost

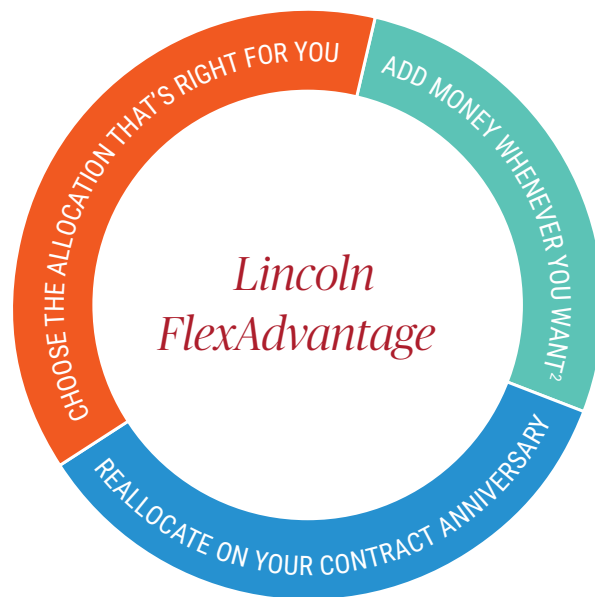
There are no explicit product charges with *Lincoln FlexAdvantage*.

A recent study shows that 80% of investors think it's important for those over the age of 50 to have a strategy that protects against significant investment loss.<sup>1</sup>

<sup>1</sup>Greenwald and Associates, "Guaranteed Lifetime Income Study," 2019.

## Flexibility to help build your future

One of the unique advantages of *Lincoln FlexAdvantage* is the flexibility it offers to adapt to your needs and goals. You can allocate your money between six different account options, with the ability to reallocate every year on your contract anniversary. And whether your retirement is years away or just around the corner, you'll be able to add money anytime you want.<sup>2</sup> By adding more money, you'll have the opportunity to accelerate your account growth throughout your journey. Flexibility empowers you to:



### Account options you can feel confident with

On the next two pages, we'll take a closer look at how each interest crediting strategy works, as well as the indices that are tracked. And with each account, don't forget:



Gains from any previous periods will remain intact!



Your principal is always 100% protected from market loss.

<sup>2</sup>You can add up to \$25,000 each contract year (minimum \$50) and a maximum of \$100,000 for cumulative additional premiums.

# Upside growth potential with downside protection

Choose the allocation that's right for you from any of the following six account options.

## A Fixed Account for predictable growth

- Fixed Account:** Your money has guaranteed growth. Your account is credited a fixed interest rate that's guaranteed for one year; after year one, the interest rate is declared annually.

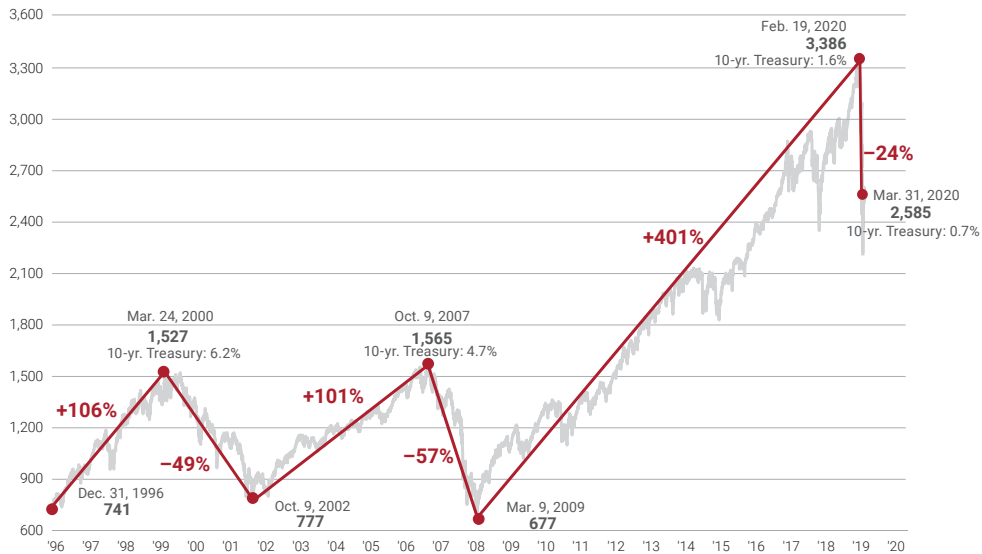
A guaranteed fixed rate means you can predict your growth because you're not tied to the market. That way if there's a downturn, you'll still be on track.

## The upside of a trusted index

- 1 Year S&P 500 Performance Triggered:** Your account is credited a specified rate if there is positive or no growth at the end of the indexed term.
- 1 Year S&P 500 Cap:** Your account is credited any growth at the end of the indexed term, up to a cap.
- 1 Year S&P 500 Participation:** You participate in the growth of the index. Your stated participation rate is multiplied by any positive percentage change at the end of the indexed term to determine the amount your account is credited.

Many consider the S&P 500 Index to be one of the best representations of the U.S. stock market. With three strategies tied to the S&P 500 Index, you can take advantage of the upside potential it offers with 100% downside protection.

### The performance of the S&P 500 Index, 12/31/96 – 3/31/20



Source: Compustat, FactSet, Federal Reserve, Standard & Poor's, J.P. Morgan Asset Management as of March 31, 2020.

Indexed accounts are subject to state availability. Applicable indexed interest is credited at the end of the indexed term. Amounts withdrawn (including amounts paid as death benefit) before the end of an indexed term will not receive indexed interest for that indexed term.

Interest rates, specified rates, caps, participation rates and spreads are declared annually by the issuing company at its discretion. Subsequent interest rates may be higher or lower than the initial ones and may be different from those used for new contracts.

Past performance is no guarantee of future results. It is not possible to invest directly in an index.

Guarantees are subject to the claims-paying ability of The Lincoln National Life Insurance Company.

### A risk overlay to help reduce volatility

- 1 Year S&P 500 5% Daily Risk Control Spread:** A spread is applied to the index growth. The spread (or rate) is subtracted from any positive percentage change at the end of the indexed term.

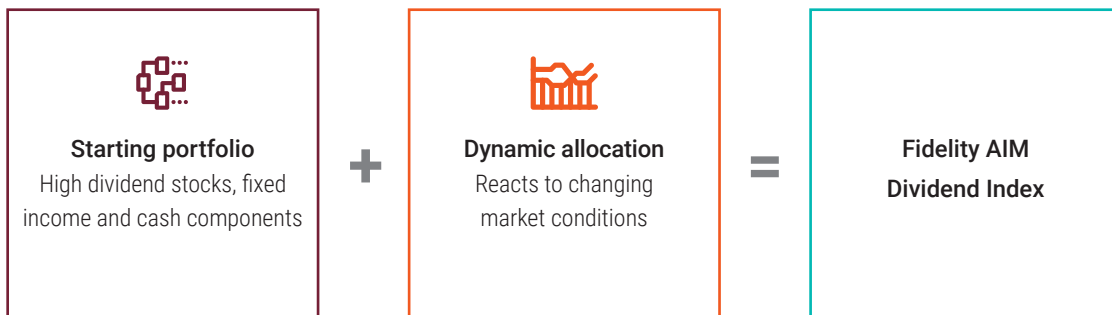
If you want a strategy tied to an index that provides growth potential with less exposure to market fluctuations, the 1 Year S&P 500 5% Daily Risk Control Spread may be a good option. It's tied to the S&P 500 Daily Risk Control 5% Index, which participates in the performance of U.S. large-cap markets while managing volatility. See how the index has performed relative to the S&P 500 Index.

S&P 500 Daily Risk Control 5% Index performance <sup>1</sup>		S&P 500 Index performance <sup>1</sup>	
2017	14.97%	2017	19.40%
2018	-0.05%	2018	-6.89%
2019	10.21%	2019	29.79%

### A focus on dividends may boost returns

- 1 Year Fidelity AIM Dividend Participation:** You participate in the growth of the index. Your stated participation rate is multiplied by any positive percentage change at the end of the indexed term to determine the amount your account is credited.

High dividend strategies have the potential to contribute to returns in low or declining interest rate environments and after long bull markets.<sup>2</sup> The Fidelity AIM Dividend Index utilizes the following dynamic asset allocation approach, which aims to deliver a steady ride over time.



Over the last 10 years, the Fidelity AIM Dividend Index has averaged returns of 7.05%.<sup>3</sup>

<sup>1</sup> Source: S&P Dow Jones Indices LLC and Macrotrends LLC. Data is beginning of the year performance for 2017, 2018 and 2019.

<sup>2</sup> Fidelity Investments, September 2019.

<sup>3</sup> Source: <https://institutional.fidelity.com/app/indices/IXXSC/Fidelity-AIM-Dividend-Index.html>, as of 1/2/20. See back cover for additional performance details.



## Additional benefits you can count on



### Access your account

Beginning in the first year, you can take a free withdrawal of up to 10% of your Account Value. If you want more than 10% before your contract period ends, you may have to pay an additional cost and a Market Value Adjustment (MVA), which is based on the current interest rate environment.<sup>1</sup>



### Income to meet your needs<sup>2</sup>

You can receive protected income for life or for a period of time by choosing from several options available to you.



### A safety net for medical needs

If you have a qualifying medical need, *Lincoln FlexAdvantage* has a nursing home and terminal illness provision that allows you to access your money without charge, after the first contract year.<sup>3</sup>



### A death benefit for your loved ones

Before your contract is annuitized, any remaining account value will pass to your beneficiaries.

<sup>1</sup> The MVA is a positive or negative adjustment based on the current interest rate environment at the time of the surrender. It does not apply to withdrawals after the surrender charge period, 10% free withdrawals, the death benefit, annuitization or contracts issued in select states. In California there is no Market Value Adjustment and the surrender charges are different.

<sup>2</sup> Annuitization can occur after the fifth contract year or after the first for Florida. Once income streams are started, it cannot be stopped. Withdrawals (including amounts paid as a death benefit) and any charges are deducted first from the Fixed Account. Money taken from the Fixed Account will reduce the actual amount of interest credited. After the Fixed Account is exhausted, withdrawals (including amounts paid as a death benefit) and any charges are deducted proportionally from the indexed interest accounts. Money taken from an indexed interest account will not receive any indexed interest for that indexed term.

<sup>3</sup> Nursing home rider not available for contracts issued in Massachusetts.



# Navigating today's retirement landscape

*Lincoln FlexAdvantage* can help you feel better prepared for the challenges you may face in retirement, including:



### Market ups and downs

Since 1929, a bear market has hit every 3.6 years.<sup>4</sup>



### Lower for longer

The 10-year Treasury has been below 4% for 11 straight years.<sup>5</sup>



### Rising costs

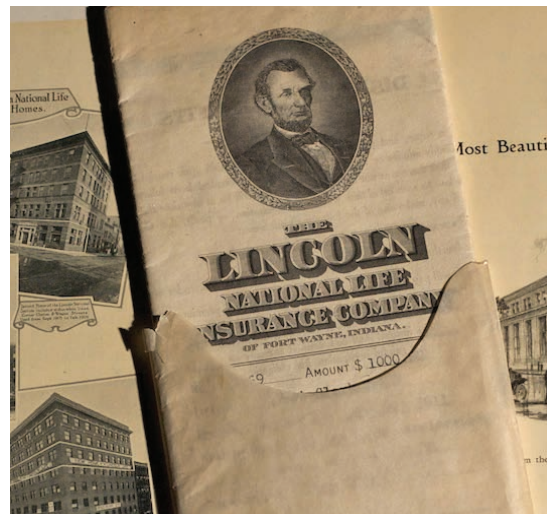
Inflation has caused American living expenses to rise from \$50,000 in 1982 to \$125,300 in 2018 — a 150% increase.<sup>6</sup>

## The Lincoln advantage

You want a provider that helps you feel confident about having the retirement lifestyle you deserve. Lincoln Financial Group has been helping investors prepare for their financial future since 1905, and has the strength and durability you can depend on.

### Financial strength ratings<sup>7</sup>

- A.M. Best: A+ (2nd highest of 16)
- Fitch: A+ (5th highest of 19)
- Moody's: A1 (5th highest of 21)
- Standard & Poor's: AA- (4th highest of 21)



<sup>4</sup>Invesco, "Bull and Bear Markets – Historical Trends and Portfolio Impact," May 2019.

<sup>5</sup>[www.multpl.com/10-year-treasury-rate/table/by-year](http://www.multpl.com/10-year-treasury-rate/table/by-year).

<sup>6</sup>LIMRA, "The Retirement Income Reference Book," October 2018.

<sup>7</sup>These ratings apply only to the claims-paying ability as of February 5, 2020. All ratings are subject to revision or withdrawal at any time by the rating agencies. The ratings are not recommendations to buy, sell or hold our securities. For more information on ratings, including rating agency outlooks, see [LincolnFinancial.com/investor](http://LincolnFinancial.com/investor).



## Upside growth potential. Downside protection.

Ask your financial professional how a *Lincoln FlexAdvantage*<sup>SM</sup> fixed indexed annuity can give you the flexibility you deserve.

### Important information:

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. Please consult an independent advisor as to any tax, accounting, or legal statements made herein.

A fixed indexed annuity is intended for retirement or other long-term needs. It is intended for a person who has sufficient cash or other liquid assets for living expenses and other unexpected emergencies, such as medical expenses. A fixed indexed annuity is not a registered security or stock market investment and does not directly participate in any stock or equity investments, or index.

*Lincoln FlexAdvantage*<sup>SM</sup> fixed indexed annuities (contract forms ICC1515-619 or 15-619 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. Contractual obligations are subject to the claims-paying ability of The Lincoln National Life Insurance Company.**

The exact terms of the annuity are contained in the contracts and any attached riders, endorsements and amendments, which will control the issuing company's contractual obligations. For more information about the annuity, please also read the Disclosure Statement and Fact Sheet, or contact your representative.

Income taxes are due upon withdrawal and if withdrawn before age 59½, an additional 10% federal tax may apply. Withdrawals and surrenders may be subject to surrender charges and a Market Value Adjustment.

There is no additional tax-deferral benefit for contracts purchased in an IRA, since they are already afforded tax-deferred status.

The S&P 500 Index and the S&P 500 Daily Risk Control 5% Index are products of S&P Dow Jones Indices LLC, a division of S&P Global, or its affiliates ("SPDJI"), and have been licensed for use by The Lincoln National Life Insurance Company. Standard & Poor's<sup>®</sup>, S&P<sup>®</sup>, and S&P 500 Daily Risk Control 5% are registered trademarks of Standard & Poor's Financial Services LLC, a division of S&P Global ("S&P"); Dow Jones<sup>®</sup> is a registered trademark of Dow Jones Trademark Holdings LLC ("Dow Jones"); and these trademarks have been licensed for use by SPDJI and sublicensed for certain purposes by The Lincoln National Life Insurance Company. The Lincoln National Life Insurance Company's product is not sponsored, endorsed, sold or promoted by SPDJI, Dow Jones, S&P, their respective affiliates, and none of such parties make any representation regarding the advisability of investing in such product nor do they have any liability for any errors, omissions, or interruptions of the S&P 500 Index or the S&P 500 Daily Risk Control 5% Index.

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The Fidelity AIM<sup>SM</sup> Dividend Index inception was 7/31/19. Returns prior to inception represent hypothetical preinception index performance (PIP), and returns for time frames after this date reflect actual index performance. PIP is based on criteria applied retroactively with the benefit of hindsight and knowledge of factors that may have positively affected performance. Actual performance of the index may vary significantly from PIP data. The level of the Fidelity AIM<sup>SM</sup> Dividend Index is calculated on an excess return basis (net of a notional financing cost) and reflects the daily deduction of a fee of 0.50% per annum. The fee is not related to the annuity.

Product and features are subject to state availability. Limitations and exclusions may apply. Not available in New York.

**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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