

Grow and protect a lifetime of savings

Lincoln MYGuaranteeSM Plus fixed annuity



LINCOLN ANNUITIES

Client Guide

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		

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

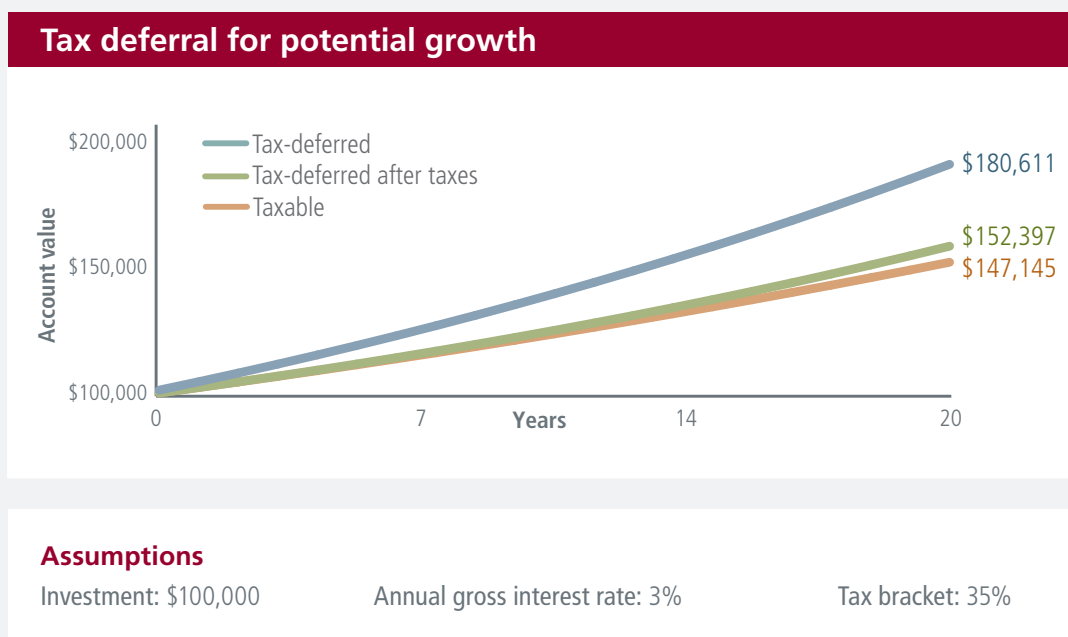
Protect and grow your savings

Most fixed annuities give you a guaranteed interest rate, but do they offer several choices for how long the guaranteed interest rate will last? Consider *Lincoln MYGuarantee*SM Plus fixed annuity, a single premium deferred annuity that lets you:

- Grow your assets with a fixed interest rate
- Accumulate tax-deferred growth
- Create a lifetime income stream
- Pass your accumulation value to beneficiaries

The power of tax deferral

Earnings from a *Lincoln MYGuarantee* Plus fixed annuity grow tax-deferred, which means they're not taxed until you make withdrawals from the contract. You have the potential to earn more than you would with a taxable product. See the value of tax-deferred savings below:



This example is hypothetical and for illustrative purposes only. Withdrawals of earnings are taxable as ordinary income and, if taken prior to age 59½, may be subject to an additional 10% federal tax. The hypothetical rates of return shown in this example are not guaranteed and should not be viewed as indicative of the past or future performance. This example is based on a hypothetical situation assuming taxable and tax-deferred growth of \$100,000, a 3% annual interest rate and a 35% tax rate over a 20-year period. Changes in tax rates and tax treatment of investment earnings may impact the hypothetical example. Lower maximum tax rates on capital gains and dividends would make the return for the taxable contract more favorable, thereby reducing the difference in performance between the accounts shown. Investors should consider their individual investment time horizon and income tax brackets, both current and anticipated, when making an investment decision, as these may further impact the results of the comparison.

Contract details

Issue age and markets

Issue ages 0 – 85, nonqualified and qualified (IRA and Roth IRA)

Premium requirements

Minimum: \$10,000; maximum: \$2,000,000

Death benefit

This contract provides a death benefit equal to the accumulation value if the owner's or annuitant's death occurs before the annuity payments begin. The death benefit is subject to any applicable taxes.

Free look period (the right to cancel your contract)

You have a right to cancel the contract within 20 days (depending on state variation) after first receiving the contract from the issuing company. You may cancel the contract by sending it back to the issuing company. Upon cancellation, the company will return the purchase payment to you.

Guaranteed Minimum Cash Surrender Value (GMCSV)¹

The GMCSV equals 90% of the premium (minus any partial surrenders and related taxes), accumulated at a minimum interest rate between 1% and 3%. If you surrender your contract, the GMCSV ensures that you will receive the greater of your actual contract value, less any applicable surrender charge and MVA, or the GMCSV. Withdrawals and surrender charges will affect the GMCSV and can result in the GMCSV being less than your premium.

¹Guarantees are subject to the claims-paying ability of the appropriate issuing company.

Scheduled maturity date

Income payments based on the accumulation value will begin on the maturity date. The maturity date is the later of the 10th contract anniversary or the anniversary on or immediately following the annuitant's 95th birthday (90th birthday for New York contracts). The maturity date may be changed to any date after the fifth contract year.†

Surrender charge period

(percentage of accumulation value surrendered after Market Value Adjustment)*

Guaranteed period in years	Surrender charge percentage by contract year*									
	1	2	3	4	5	6	7	8	9	10
3	7	7	6							
4	7	7	6	5						
5	7	7	6	5	4					
6	7	7	6	5	4	3				
7	7	7	6	5	4	3	2			
8	7	7	6	5	4	3	2	0		
9	7	7	6	5	4	3	2	0	0	
10	7	7	6	5	4	3	2	0	0	0

*Percentages are 1% less in New York, beginning in the second contract year.

Market Value Adjustment (MVA)‡

An MVA and a surrender charge will apply if you access more than the 10% free withdrawal before the end of the initial interest rate guarantee period. The MVA is a positive or negative adjustment based on the current interest rate environment at the time of surrender. The MVA does not apply to withdrawals after the surrender charge period, 10% free withdrawals, the death benefit, or when the contract is annuitized.

† For contracts issued in Florida and New York "after the first contract year."

‡ Please refer to the "Examples of Market Value Adjustment (MVA) and Surrender Charge Calculations" fact sheet for more information.

Using a *Lincoln MYGuarantee*SM Plus fixed annuity

Lincoln MYGuarantee Plus fixed annuity offers growth, protection, and tax deferral, as well as features that may help you reach your financial goals in retirement:

- Multiple guarantee periods¹
- Competitive interest rates based on your guarantee period²
- Several options for taking income

Features that fit your lifestyle

Competitive interest rates

A guaranteed minimum interest rate that ranges from 1% to 3% is set at issue. Ask your financial advisor for the current *Lincoln MYGuarantee* Plus interest rate at the time of application.

Interest rate guarantee period

There are several interest rate guarantee periods to choose from. At the end of the guarantee period the contract will renew at a new interest rate each subsequent year.

Choose among three income options

1 Annual free withdrawal

During the surrender charge period, you can take 10% free withdrawals each contract year.

2 Systematic withdrawals

You can withdraw your money annually, semiannually, quarterly or monthly.

3 Annuitization

After the fifth contract year, you can receive income payments. You can choose from several different income payment options, including one that provides an income for a certain period of time or for a lifetime.

Guarantees are subject to the claims-paying ability of the appropriate issuing company.

¹All guarantee periods may not be available for new issues at the same time.

²Interest rates are declared by the issuing company at its discretion, based on contract features, including additional rider benefits and the death benefit. Subsequent interest rates may be higher or lower than the initial rate and may differ from those used for new contracts or contracts issued at different times.

To see how a *Lincoln MYGuarantee*SM Plus fixed annuity may help you reach your financial goals in retirement with a guaranteed interest rate up to 10 years, contact your representative.

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

©2018 Lincoln National Corporation

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.

LCN-2297983-103018

ECG 11/18 Z09

Order code: FA-MYGP-BRC001



You're In Charge[®]

Important information:

Lincoln Financial Group[®] 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 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.

*Lincoln MYGuarantee*SM Plus fixed annuity (contract form 09-612MY and state variations) is 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.**

Contracts sold in New York (contract form 09-612MYNY) are issued by Lincoln Life & Annuity Company of New York, Syracuse, NY, and distributed by Lincoln Financial Distributors, Inc., a broker-dealer.

Contractual obligations are subject to the claims-paying ability of Lincoln Life & Annuity Company of New York.

Contract may be referred to as "policy" or "certificate" in certain states (certificate may not be available in all states). The certificate is a group annuity certificate issued under a group annuity contract issued by The Lincoln National Life Insurance Company to a group annuity trust.

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 Facts At-A-Glance, 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 or other tax-qualified plan, since these are already afforded tax-deferred status.

Product and features are subject to state availability. Limitations and exclusions may apply.