

# Lincoln ChoicePlus<sup>SM</sup> Signature

## Fact Sheet

A variable annuity is a long-term investment product designed to help people save for retirement.

Charges	Signature 1 (standard option)	Signature 2 (liquidity option)
Mortality and expense (M&E) and administrative charges (includes the default death benefit, Guarantee of Principal)	1.30%	1.65% Once a contract has been held for four years, an annual persistency credit* of 0.35% (applied quarterly) reduces the overall cost of the contract.
Surrender charge schedule	7%, 7%, 6%, 6%, 5%, 4%, 3% (7 years)	7%, 7%, 6%, 6% (4 years)
Access to investment <sup>1</sup>	<b>Years 1–7:</b> Yearly withdrawals are available, which are the greater of: <ul style="list-style-type: none"> <li>• 10% of account value, or</li> <li>• 10% of total purchase payments.</li> </ul> <b>Years 8+:</b> Full access to total purchase payments invested for seven years and all earnings.	<b>Years 1–4:</b> Yearly withdrawals are available, which are the greater of: <ul style="list-style-type: none"> <li>• 10% of account value, or</li> <li>• 10% of total purchase payments.</li> </ul> <b>Years 5+:</b> Full access to total purchase payments invested for four years and all earnings.
Annual contract fee	\$35, waived after year 15 or if contract value exceeds \$100,000	
Cost for additional features if elected	<i>Lincoln Lifetime Income<sup>SM</sup> Advantage 2.0<sup>2</sup></i> Single life: 1.05%   Joint life: 1.25%	
	<i>Lincoln Market Select<sup>®</sup> Advantage<sup>3</sup></i> Single life: 1.25%   Joint life: 1.50%	
	<i>i4LIFE<sup>®</sup> Advantage<sup>4</sup>: 0.40%</i> <i>i4LIFE<sup>®</sup> Advantage Guaranteed Income Benefit (GIB) (Managed Risk)<sup>4</sup></i> Single life: 1.05%   Joint life: 1.25%	
	<i>i4LIFE<sup>®</sup> Advantage Select Guaranteed Income Benefit (GIB)<sup>4</sup></i> Single life: 1.35%   Joint life: 1.55%	
	<i>4LATER<sup>®</sup> Select Advantage<sup>2</sup></i> Single life: 1.25%   Joint life: 1.50%	

Please see the prospectus for more information about our additional features.

\*This credit is applied to all contract deposits held in the contract for at least four years and to all earnings. Annuities with credits or reduced surrender charge periods generally have higher expenses; however, persistency credits are designed to help offset these expenses over time. Persistency credits and bonus credits are treated as earnings for distribution purposes. They will be subject to income taxes and potential additional taxes when withdrawn, and to market risk when invested in the variable subaccounts.

Annuities are long-term investments, and product features and expenses should meet the client's financial needs and goals.

<sup>1</sup>Withdrawals of taxable amounts are subject to income tax and may be subject to an additional 10% federal tax if taken prior to age 59½. Withdrawals will reduce the contract value, living benefits and death benefits, and are treated as gains-out first.

<sup>2</sup>Maximum charge of 2.00% for this option at account value reset, or charge may increase after 10th anniversary for enhancement.

<sup>3</sup>Maximum charge of 2.25% single and 2.45% for joint at account value reset.

<sup>4</sup>No minimum issue age for nonqualified, minimum issue age of 59½ for qualified. The maximum charge for GIB Managed Risk, if elected, is 2.00% at GIB reset. The maximum charge for Select GIB, if elected, is 2.25% single and 2.45% for joint at GIB reset.

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

## Additional information

**Maximum issue age:** 85

(maximum issue age may vary by broker-dealer)

**Minimum investment, qualified and nonqualified:** \$10,000 initial, \$100 subsequent (\$25,000 to elect *Lincoln Lifetime Income*<sup>SM</sup> Advantage 2.0, *Lincoln Market Select*<sup>®</sup> Advantage, and *4LATER*<sup>®</sup> Select Advantage (nonqualified only); \$50,000 to elect *i4LIFE*<sup>®</sup> Advantage, *i4LIFE*<sup>®</sup> Advantage GIB (Managed Risk), and *i4LIFE*<sup>®</sup> Advantage Select GIB)

## Death benefit options

**Account Value Death Benefit:** 0.05% less than default

**Guarantee of Principal (default):** No additional charge

**Enhanced Guaranteed Minimum Death Benefit (EGMDB):** 0.25% above default

## Additional features

Asset allocation<sup>1</sup>

Dollar cost averaging<sup>2</sup>

Portfolio rebalancing

Nonspousal continuation

Nursing home waiver

Please see the prospectus for more information.

<sup>1</sup> Asset allocation does not assure or guarantee better performance and cannot eliminate the risk of investment loss.

<sup>2</sup> Dollar cost averaging (DCA) and portfolio rebalancing cannot be elected simultaneously. Neither DCA nor portfolio rebalancing 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*<sup>SM</sup> Signature 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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**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.

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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LCN-1635459-110316

POD 1/17 Z15

Order code: CP-FSSG-FST001



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