

Lincoln Investor Advantage®

variable annuity

Growth powered by tax deferral. Investments powered by excellence. Income powered by innovation. This is *Lincoln Investor Advantage*.

	B-Share	C-Share
Mortality and expense (M&E) and administrative charges	0.95%	1.25%
Surrender schedule	7%, 6%, 5%, 4%, 3%, five years	None
Access to investment¹	Years 1–5: Annual withdrawals are available up to 10% of account value or of total purchase payments, whichever is greater. Years 6+: Full access to total purchase payments invested for five years and all earnings.	You have access to 100% of your account value at all times without surrender charges.
Annual contract fee	\$35, waived after year 15 or if account value exceeds \$100,000	
Large account credit²	An annual credit of 0.10% (applied quarterly) will be added to the account value of \$250,000 or more.	An annual credit of 0.15% (applied quarterly) will be added to the account value of \$250,000 or more.
Cost for additional feature if elected³	<i>i4LIFE</i> ® Advantage: 0.40%	

Investment options

- 140 fund options that span across traditional and specialty asset classes
- Asset allocation funds from leading investment managers which provide a one-step approach to portfolio diversification
- Asset class guidance to simplify building portfolios to meet varied investment objectives and goals
 - Risk-based strategies
 - Thematic/objective-based strategies

Tax-efficient income

- Lincoln's patented income distribution method—*i4LIFE*® Advantage
- Provides tax-efficient income by returning a portion of your original investment, which has already been taxed, and any gains that may have occurred⁴

Tax advantages

- Tax-deferred growth potential
- Earnings, dividends, and short- and long-term capital gains are automatically reinvested without creating taxable events
- Tax-free transfers also apply
- Tax-efficient income distribution option

Additional information

Maximum issue age: 85⁵

(maximum issue age may vary by broker-dealer)

Minimum investment, nonqualified: \$10,000 initial, \$100 subsequent; \$50,000 to elect *i4LIFE*® Advantage

Account Value death benefit

Earnings Optimizer death benefit: 0.40% (0.70% ages 70 —75)⁶

Additional features

Asset allocation⁷

Dollar cost averaging⁸

Portfolio rebalancing⁸

Nonspousal continuation

Nursing home waiver

To learn more about *Lincoln Investor Advantage*, talk with your financial professional or visit InvestorAdvantage.com

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

For use with the general public.

Please see the prospectus for more information.

Annuities with credits or reduced surrender charge periods generally have higher expenses.

¹Withdrawals 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.

²To be eligible for the credit during the first contract year, on each quarterly anniversary a contract must have purchase payments less withdrawals or an account value of \$250,000 or more. To be eligible for the credit after the first contract year, on each quarterly anniversary a contract must have an account value of \$250,000 or more.

For contracts that are eligible for the credit on a quarterly anniversary, the amount of the credit during the first contract year will be the greater of purchase payments less withdrawals or the contract value less any amount in the DCA fixed account, multiplied by the quarterly large account credit. The amount of the credit after the first contract year will be the contract value less any amount in the DCA fixed account, multiplied by the quarterly large account credit.

³Please see the prospectus for more details regarding availability and revocability.

⁴There is no additional tax-deferral benefit for an annuity contract purchased in an IRA or other tax-qualified plan.

⁵For C-share contracts only the issue age extends to age 90. However, you must elect *i4LIFE*® Advantage immediately or as a beneficiary payout option.

⁶Maximum charge of 1.40% and 1.70% respectively, based on oldest issue age. The initial fee is guaranteed for 20 years after election. The rider is irrevocable and does not provide an opt-out provision for fee increases. Investment requirements apply. Not available for contracts in New York or Washington.

⁷Neither asset allocation nor diversification assures or guarantees better performance and cannot eliminate the risk of investment loss.

⁸Dollar cost averaging and portfolio rebalancing cannot be elected simultaneously. Neither dollar cost averaging (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:

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.

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 Investor Advantage® variable annuities (contract form 30070-B and state variations) are issued by The Lincoln National Life Insurance Company, Fort Wayne, IN, 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 NY28618-A, 30294-NY, 30070ANYFA1, 30070BNYFA3 and 30070BNYFA1) 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.

All features may not be available in all states.

Some distributors require that, at the annuitant's age 95, the contract must annuitize. At annuitization, the contractowner will receive benefit payments under the base contract, and all such payments will be treated as annuity payments. Please contact Lincoln prior to the annuity date/contract maturity date to discuss options, including changing the annuitant.

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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