

# The Lincoln income advantage

## Lincoln variable annuities with *i4LIFE*® Advantage

Designed to maximize lifetime retirement income, *i4LIFE*® Advantage is an optional benefit available only with Lincoln variable annuities.<sup>1</sup> With its level of flexibility and control, this is not your typical income strategy.

### KEEP MORE OF WHAT YOU EARN

Paying less means more income for you. Get *i4LIFE* (single or joint life) for an additional charge of 0.40% above standard contract expenses.

### INVEST WITHOUT RESTRICTIONS

Growth opportunities with the freedom to choose from a broad selection of investment options – without restrictions.

### CUSTOMIZE YOUR INCOME STREAM

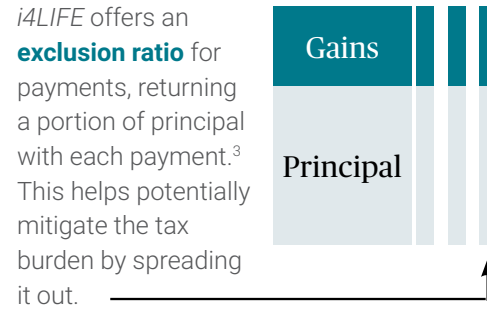
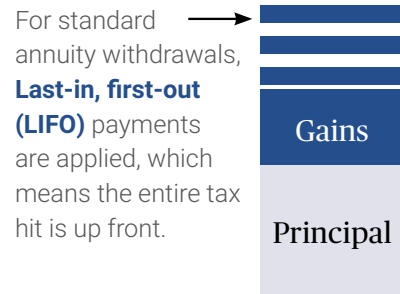
Get lifetime income that's right for you with the flexibility to choose from multiple variables to determine your payment amount.<sup>2</sup>



James is looking to supplement his income after his paychecks stop. He also wants to minimize taxes where possible for himself and his beneficiaries. *i4LIFE* offers unique legacy planning strategies with an exclusion ratio for the income payments or the option to elect first-in, first-out (FIFO) taxation.

James and his financial professional compare a traditional withdrawal from his investment account to a Lincoln variable annuity with *i4LIFE* lifetime income. The graphic below assumes James has invested after-tax money into his Lincoln annuity.

## Taxation order matters



To help offset the potential tax impact of wealth transfer, James' beneficiaries can continue to receive *i4LIFE* on a tax-efficient basis until the remaining account value is fully withdrawn.<sup>3</sup>

Variable annuities are long-term investment products that offer a lifetime income stream, access to leading investment managers, options for guaranteed growth and income (available for an additional charge), and death benefit protection. To decide if a variable annuity is right for you, consider that its value will fluctuate; it's subject to investment risk and possible loss of principal; and there are costs associated. All guarantees, including those for optional features, are subject to the claims-paying ability of the issuer.

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

For use with the general public.



## There's no one-size-fits-all income plan

Everybody's situation is different, and every plan should be customized to meet their unique and specific needs. *i4LIFE* can be used to meet a broad range of income situations when investing with after-tax money. Ask your financial professional if you'd like to know more about:

- Joint income for someone who isn't a spouse
- Options for an inherited annuity
- Multigenerational income strategies
- Tax-efficient wealth transfer
- Trusts and income planning
- Starting income payments before age 59½

<sup>1</sup> *i4LIFE*® Advantage is available for an additional charge of 0.40% above standard contract expenses.

<sup>2</sup> You choose the length of the Access Period and the assumed interest rate (AIR). The minimum Access Period is five years and the maximum is up to age 115 (age 100 for qualified contracts). The AIR can range from 3% to 6% (all options not available in all states or products) and impacts the initial and subsequent payments. Additional withdrawals reduce the cost basis, account value, death benefit and future income payments. Additional withdrawals taken before age 59½ may be subject to an additional 10% federal tax. After the Access Period ends, payments will continue on a lifetime basis, but you will no longer have access to your assets or a death benefit. In New York, *i4LIFE*® Advantage is not available for immediate election at contract issue.

<sup>3</sup> The exclusion ratio only applies until the cost basis has been returned, at which time the payments are fully taxable.

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-3506917-032421

PDF 7/21 Z07

Order code: VA-I4LFS-FLI001



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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 variable annuities (contract forms 30070-A, 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.

For use with the general public.