



You're In Charge®

FIXED INDEXED ANNUITIES

# Room to grow for your retirement

*Lincoln New Directions® 6* fixed indexed annuity



**INCOME SOLUTIONS**

*Lincoln New Directions® 6*

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		

## Client Guide

Insurance products issued by:  
The Lincoln National Life Insurance Company

# Facing retirement challenges...

Throughout our lives, we set goals to move us to the next step. Taking that first step toward retirement is no different. Whether your retirement goals include traveling, owning a beach house, antiquing, or getting serious about golf, you'll need a plan that allows you to have the lifestyle you want.

## Market risk

How can you avoid volatility and create the income you'll need for the years ahead? A market downturn could affect your portfolio's ability to generate sufficient income. Yet, market exposure can provide growth opportunities to help you increase your retirement savings. Does this mean you have to trade growth for safety?

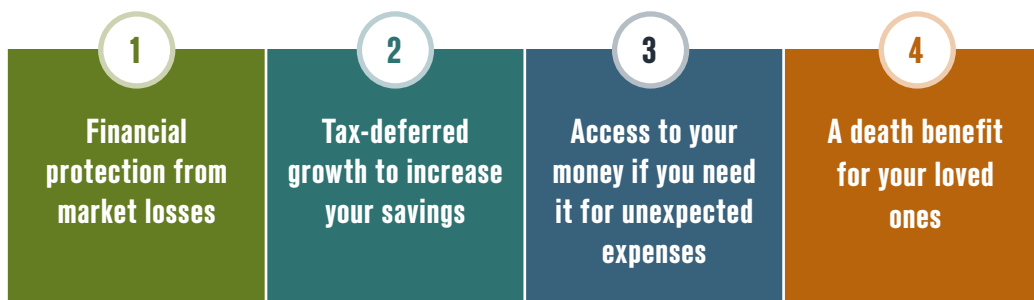
## Tax risk

What will your tax exposure be in retirement? You pay taxes on your earnings from some vehicles, such as savings accounts, bonds, CDs and mutual funds. Will taxes diminish the growth of your savings over the years?

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## Protecting and growing your savings

Plan to help protect what you've already accumulated from risk and grow the financial resources you'll need in retirement with a *Lincoln New Directions*® 6 fixed indexed annuity. It can strengthen your retirement income strategy by giving you these advantages:



# ...doesn't mean sacrificing growth potential

## Balancing risk and reward

Most investors want the best opportunities for their nest egg, but it often becomes a balancing act between the security of banks and the growth potential of the markets. A fixed indexed annuity can provide some of the best features of both worlds. How does it compare with your other investments?



**Guaranteed principal and potentially higher growth<sup>1</sup>**

Fixed investments		Variable investments	
Pros	Cons	Pros	Cons
Safety Liquidity	Historically depressed rates Limited growth potential Inflation is the silent killer	Growth potential Dividends Potential inflation hedge	Market volatility Potential loss of principal

**To help balance risk and reward, you should select a product that offers wealth preservation combined with opportunities for growth.**

<sup>1</sup>If you do not withdraw the premium payment(s) or any interest from the annuity, and if you have not purchased any riders, the value of your money cannot go down. Guarantees, including those for optional features, are subject to the claims-paying ability of The Lincoln National Life Insurance Company. Limitations and conditions apply.

# Increased protection with growth potential

*Lincoln New Directions*® 6 is a single premium fixed indexed annuity. It protects your principal, guarantees a fixed interest rate and has the potential to credit your account with interest based on the performance of the S&P 500 Index.

## Accumulate interest across three account buckets

Your premium can be distributed among three different interest accounts. Think of these accounts as different buckets that hold a portion of your money. There is a fixed account bucket, and two indexed account buckets tied to the performance of the S&P 500 Index.

As your needs change throughout the life of the contract, you also have the ability to reallocate money across the buckets at the end of each year (every two years for money allocated in the 2 Year S&P 500 Cap).

### The Power of Zero

The indexed account buckets are able to help bridge the gap between risk and reward by providing the Power of Zero.



#### The Power of Zero

When the index is negative during an indexed term, the lowest your account can be credited is 0%.



#### Growth potential

The potential for your account to receive credit increases with positive index performance.



#### Gains locked in

Since the indexed accounts never earn a negative interest rate, you never have to recover from losses before seeing additional positive growth if the S&P 500 Index rebounds.



### Fixed Account

- Credits an established fixed interest rate for the length of the surrender charge schedule.
- Account value grows regardless of S&P 500 Index performance.

Fixed Account interest is credited and is compounded daily. A new fixed rate is declared at the end of the first six-year term and then annually and will never be less than 1%.\*

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

\*Interest rates, specified rates, and indexed interest caps are declared by The Lincoln National Life Insurance Company at its discretion. Subsequent interest rates, specified rates, and indexed interest caps may be higher or lower than the initial ones and may be different from those used for new contracts.

Applicable indexed interest is credited at the end of the indexed term. Amounts withdrawn (including amounts paid as a death benefit) before the end of an indexed term will not receive indexed interest for that indexed term.

The S&P 500 Index is a price index and does not reflect dividends paid on the underlying stocks. It is not possible to invest directly in an index.

## Guaranteed growth

If you leave your money in a *Lincoln New Directions 6* contract until the end of the surrender charge period and if you surrender your contract, you are guaranteed to walk away with more than the initial premium (given no withdrawals were made). This amount is known as the Guaranteed Minimum Cash Surrender Value (GMCSV).

The GMCSV is based on a guaranteed minimum rate of return. If a contract is surrendered during the surrender charge period, the surrender charge and a Market Value Adjustment (MVA) will apply and can result in the GMCSV being less than your premium. If surrendered after the surrender charge period, no surrender charge or MVA will apply.



### 1 Year S&P 500 Performance Triggered

- If, after a one-year term, the S&P 500 Index has a positive change or remains flat, your account is credited a specific rate.
- If it's negative, your account is protected from loss but no interest will be credited. Gains from any previous periods will remain intact.

#### One-year S&P 500 Index percentage change

Positive	→	<b>Credit specified rate</b>
Zero	→	<b>Credit specified rate</b>
Negative	→	<b>0% credited — no loss</b>

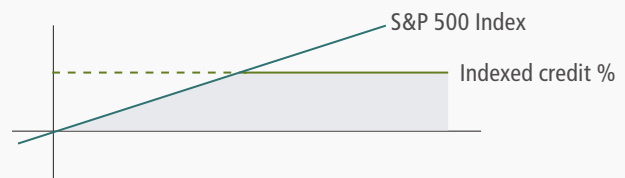
Indexed interest is credited at the end of the indexed term and is compounded annually. A new specified rate is declared for each one-year indexed term and will never be less than 1.25%.\*



### 2 Year S&P 500 Cap

- After a two-year term, the beginning and ending values of the S&P 500 Index are calculated a percentage change.
- If the change is positive, your account is credited the full percentage change up to an interest cap.
- If the result is zero or negative, your account is protected from loss but no interest will be credited. Gains from any previous periods will remain intact.

#### Two-year S&P 500 Index percentage change



Indexed interest is credited at the end of the two-year indexed term and compounded every two years. A new indexed interest cap is declared for each two-year indexed term and will never be less than 3%.\*

# Protection in times of need

*Lincoln New Directions*<sup>®</sup> 6 fixed indexed annuity offers benefits to help get you through uncertain times if the need should arise.

## Protection for loved ones

Before a contract is annuitized, there is a death benefit that allows you to pass any remaining assets to your beneficiaries.

## Guarantees for your health

If you experience qualifying medical issues, there are also nursing home and terminal illness

benefits built into *Lincoln New Directions* 6 fixed indexed annuity that allow access to your money without charge, after the first contract year.

For more information and details on these features, please read the Disclosure Statement and Facts At-A-Glance. The Nursing Home Benefit is not available for contracts issued in the state of Massachusetts.

## How many ways can you take income?

Now that you've worked so hard to grow and protect what's important to you, how are you going to enjoy it? There are multiple ways to take income from a *Lincoln New Directions* 6 fixed indexed annuity.

Withdrawal option	How it works
Free withdrawal amount (10% free withdrawal amount)	10% of account value is available each contract year during the surrender charge period—without charge.
Systematic withdrawals	Withdrawals can be taken annually, semiannually, quarterly or monthly, and must be taken first from the Fixed Account.
Annuitization*	Receive tax-advantaged payments for a period of time or for life. Once income is started, it cannot be stopped.

## Market Value Adjustment

If you take more than the 10% free withdrawal amount before the end of the surrender charge period, it may be subject to surrender charges and a Market Value Adjustment (MVA). The MVA is a positive or negative adjustment based on the current interest rate environment at the time of the surrender. The MVA does not apply to withdrawals after the surrender charge period, 10% free withdrawals, the death benefit, annuitized contracts, or contracts issued in selected states. See "Examples of Market Value Adjustment (MVA) and Surrender Charge Calculations" fact sheet for additional details.

\*Annuitization can occur after the second contract year or after the first for Florida.

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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 pro rata from the indexed interest accounts. Money taken from an indexed interest account will not receive any indexed interest for that indexed term.

You have the right to cancel your *Lincoln New Directions*<sup>®</sup> 6 fixed indexed annuity contract within 20 days after you receive your contract (state variations apply). To cancel your contract, send a written request for cancellation to The Lincoln National Life Insurance Company Home Office. We will return your premium paid upon receipt of your written request. Canceling your contract voids it from the beginning. If you cancel your contract, you will not be permitted to purchase another Lincoln fixed annuity product for a period of six months.

# The commitment to meet your needs

When it comes to protecting and growing your retirement savings your insurance company matters. This is especially true when you're relying on your savings to provide a guaranteed income stream that will last for the rest of your life.

As you read more about our fixed indexed annuity and its features, keep in mind that for more than 100 years, Lincoln Financial has been positioned to help Americans secure their financial future. We are confident that our unique solutions can help put you in charge.

## The Lincoln difference

### We have the capability

We develop products and solutions by understanding your changing needs.

### We have the commitment

Our strength as a company allows us to remain committed to the businesses we serve—well into the future.

### We are consistent

Lincoln has long been distinguished by a steady approach—deliberate decisions that consider the long-term economic environment.



As president and CEO (1905–1939), Arthur Hall created the culture of honesty, integrity and respect that has shaped Lincoln Financial for more than a century.

**This history of the Lincoln Life is not so much a story of business as it is a story of the development of ethical ideals.**

—Arthur Hall, 1926

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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**Order code: FA-ND6-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 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. The index used is a price index and does not reflect dividends paid on the underlying stocks.

*Lincoln New Directions*® 6 fixed indexed annuities (contract forms ICC17-622 or 94-523 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.**

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.

Waiver of Surrender Charges for Nursing Home Confinement Rider and Waiver of Surrender Charges for Terminal Illness Rider (form AE-119 and form AE-170, respectively, or state variations) may not be available in all states. Nursing Home Rider not available for contracts issued in Massachusetts.

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.

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There is no additional tax-deferral benefit for an annuity contract purchased in an IRA or other tax-qualified plan, since they are already afforded tax-deferred status.

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