



Lincoln
Financial GroupSM

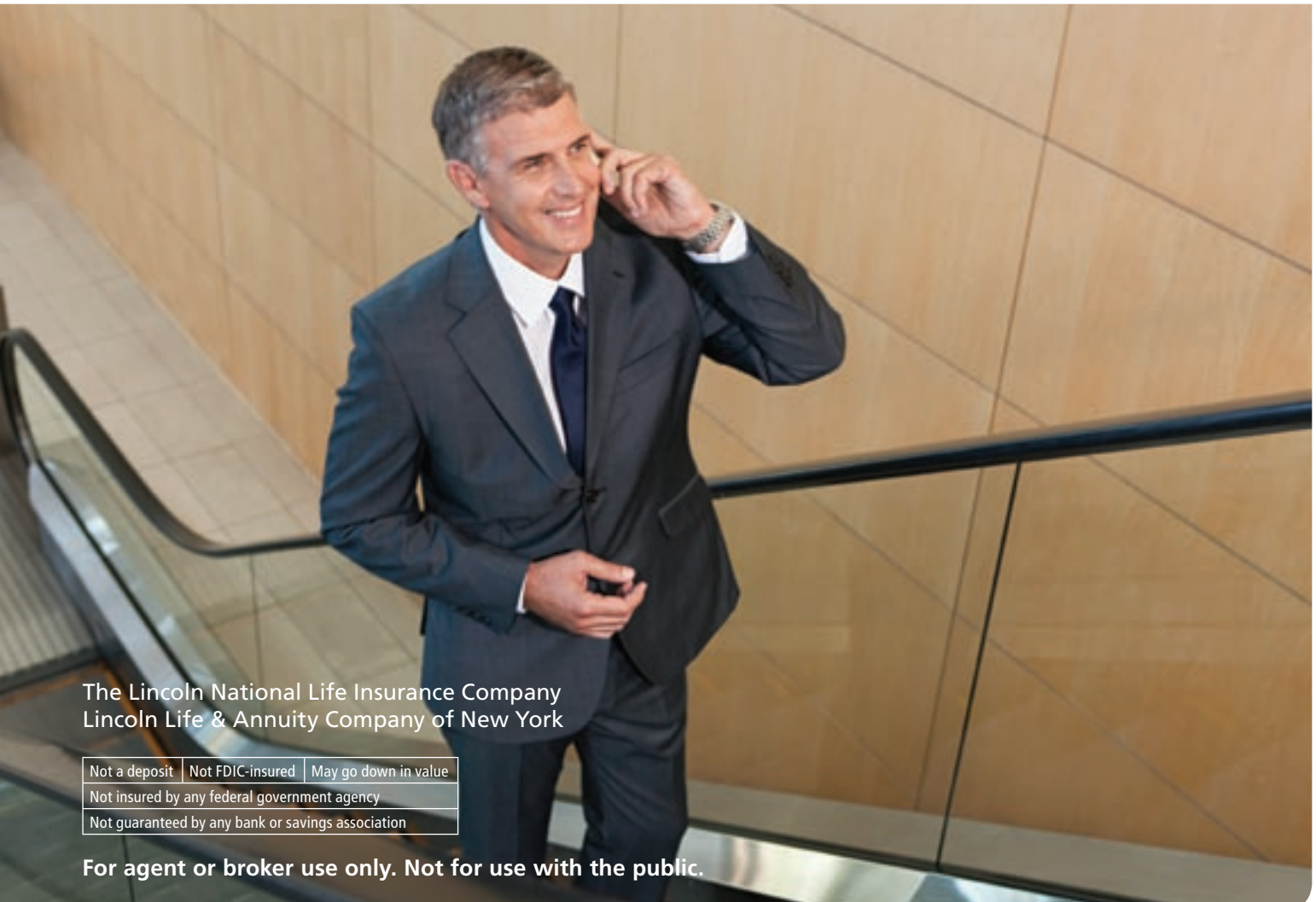
FOR LIFE

Universal and Term Life Insurance

Lincoln universal and term life insurance portfolio at-a-glance

Product Menu

Hello future.[®]



The Lincoln National Life Insurance Company
Lincoln Life & Annuity Company of New York

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

For agent or broker use only. Not for use with the public.

Lincoln—the leading choice for life

The Lincoln National Life Insurance Company and Lincoln Life & Annuity Company of New York are ranked #1 for total life insurance sales in 2011*

When you're seeking...	Lincoln offers...
1 Strong, reputable companies	...the confidence of knowing that policies are backed by the strength and stability of Lincoln's industry-leading insurance companies.
2 A broad, innovative life portfolio	...a full range of insurance products <ul style="list-style-type: none">– Universal life– Survivorship universal life– Indexed universal life– Term life
3 Industry-leading underwriting	...customer-focused underwriting <ul style="list-style-type: none">– competitive offers– less hassle
4 A partner to grow your business	...industry professionals ready to assist you with case-specific consultations on estate, business, and charitable planning; qualified plan issues; and executive compensation.
5 The Lincoln difference	...personal relationships with people you can trust. Your wholesaling teams share product expertise, point-of-sale and case support, and more to help drive your business.

*LIMRA Individual Life, 1Q 2011 Sales Report. Ranking based on annualized premium among stock-held companies.

Two separate companies issue Lincoln life insurance products. New York policies are issued by Lincoln Life & Annuity Company of New York, Syracuse, NY. For all other states, policies are issued by The Lincoln National Life Insurance Company, Fort Wayne, IN. These companies are separately responsible for satisfying their own financial and contractual obligations.

	Term	
	<i>Lincoln LifeElements</i> ® Level Term	<i>Lincoln LifeElements</i> ® One-Year Term
Core positioning	Life insurance protection with guaranteed level premiums (10, 15, 20 or 30 years)	Temporary one-year life insurance protection Not renewable or convertible
Key benefits	Provides clients with affordable life insurance protection Offers clients the choice of guaranteed level premium period (10,15, 20 or 30 years) Offers clients the chance to enhance their policies by choosing from a selection of riders	Provides clients with one year of life insurance protection
Unique features	Affordable level term coverage guaranteed for a specific period of time	All rates are unisex
Prospect needs	Income replacement Buy-Sell funding	Income replacement
Sales applications	Buy-Sell funding/Key person Survivorship Paid-up funding Mortgage protection	Provides temporary insurance while clients are making longer-term financial decisions
Underwriting classes and issue ages	10-year 18–75 (18–70 in NY and WA) 15-year 18–65 20-year 18–60 30-year nontobacco 18–50* 30-year tobacco 18–45*	Standard: 0–99 Substandard (smoker): 0–99
Minimum specified amount	\$250,000	\$1,000
Riders	Accelerated Benefit ^{3,6} Children’s Term ¹ Waiver of Premium ¹	None

	<i>Lincoln LifeGuarantee</i> ® UL	<i>Lincoln LifeGuarantee</i> ® Plus UL
Core positioning	Cost-efficient universal life insurance with a lifetime secondary guarantee	Universal life insurance with a lifetime secondary guarantee and more policy value than <i>Lincoln LifeGuarantee</i> UL
Key benefits	Lets clients protect what's most important with a death benefit that can be guaranteed Offers guaranteed premiums Can provide clients with affordable lifetime guaranteed insurance coverage	Lets clients protect what's most important with a death benefit that can be guaranteed Offers guaranteed premiums Allows clients to fund their policies so that they can build policy value over time
Unique features	Premium relief feature Guaranteed Issue availability 1035 exchange forgiveness feature Flex Option allows for a funding strategy to minimize initial premiums and pay higher premiums in the later years	Higher cash value and guaranteed death benefit premiums than <i>Lincoln LifeGuarantee</i> UL Guaranteed Issue availability Premium relief feature 1035 exchange forgiveness feature
Prospect needs	Income replacement Wealth transfer	Income replacement Supplemental retirement income
Sales applications	Term vs. permanent Group life replacement Pension Max <i>Lincoln LifeLINC</i> ® (asset leverage) Key person Buy-Sell funding Wealth transfer strategies	SLAT/Private Value Access Term vs. permanent/Rated Annuity Max Supplemental retirement income Key person Buy-Sell funding
Underwriting classes and issue ages	Preferred plus 20–80 Preferred nontobacco and tobacco 20–80 Standard nontobacco and tobacco 20–85 Table reduction program: Yes Simplified Issue: 20–70 Guaranteed issue: 20–70	Preferred plus 20–80 Preferred nontobacco and tobacco 20–80 Standard nontobacco and tobacco 20–85 Table reduction program: Yes Simplified Issue: 20–70 Guaranteed Issue: 20–70*
Minimum specified amount	\$100,000 (\$60,000 Guaranteed Issue)	\$100,000 (\$60,000 Guaranteed Issue)
Riders	Minimum Death Benefit Accidental Death ¹ Children's Term ¹ Guaranteed Insurability ¹ Spouse Term ^{1,2} Disability Waiver — Specified Premium ¹ Disability Waiver — Monthly Deductions ¹ Accelerated Benefit (with Critical Illness) ^{2,3,6} Accelerated Benefit ^{3,5,6}	Minimum Death Benefit Accidental Death ¹ Children's Term ¹ Guaranteed Insurability ¹ Spouse Term ^{1,2} Disability Waiver — Specified Premium ¹ Disability Waiver — Monthly Deductions ¹ Accelerated Benefit (with Critical Illness) ^{2,3,6} Accelerated Benefit ^{3,5,6}

Guarantees are backed by the claims-paying ability of the appropriate issuing company.

Lincoln DurationGuarantee® UL	Lincoln LifeGuarantee® SUL	Lincoln LifeCurrent® UL																								
<p>Cost-efficient, guaranteed universal life insurance protection for durations of 10, 15, 20, 25 or 30 years or to age 95</p>	<p>Universal life insurance with a lifetime secondary death benefit guarantee on two lives, payable upon the second death</p>	<p>Universal life insurance protection with a 20-year secondary death benefit guarantee plus significant policy value growth</p>																								
<p>Shorter guaranteed duration coverage at older ages 1035 rollover capability for short duration guaranteed coverage at all ages</p>	<p>A powerful tool for estate planning that can provide an affordable lifetime guaranteed death benefit to beneficiaries when the second of the two insureds dies Offers guaranteed premiums</p>	<p>Provides valuable life insurance protection Provides clients with the ability to adjust premium payments and coverage amount over time to keep pace with their lives Provides significant policy value growth</p>																								
<p>Premium relief feature and 1035 exchange forgiveness feature</p>	<p>Premium relief feature 1035 exchange forgiveness feature Flex Option allows for a funding strategy to minimize initial premiums and pay higher premiums in the later years</p>	<p>Coverage protection guarantee for the shorter of 20 years or to age 90 Premium relief feature Zero loan spread on nonguaranteed basis</p>																								
<p>Wealth transfer Business transition</p>	<p>Wealth transfer Estate tax planning</p>	<p>Income replacement Accumulation Wealth transfer</p>																								
<p>Wealth transfer strategies — ILIT, FLP Buy-Sell funding</p>	<p>ILIT/Dynasty Trust Private Split Dollar/Premium financing Roth alternative</p>	<p>Supplemental retirement Pay up survivorship Term vs. permanent/Rated Annuity Max Wealth transfer for older ages Key person/Buy-Sell funding</p>																								
<table border="1"> <thead> <tr> <th colspan="6">Duration</th> </tr> <tr> <th>10-yr.</th> <th>15-yr.</th> <th>20-yr.</th> <th>25-yr.</th> <th>30-yr.</th> <th>To age 95</th> </tr> </thead> <tbody> <tr> <td>Preferred plus & Preferred nontobacco and tobacco 20–80</td> <td>20–80</td> <td>20–75</td> <td>20–70</td> <td>20–65</td> <td>20–80</td> </tr> <tr> <td>Standard nontobacco and tobacco 20–85</td> <td>20–80</td> <td>20–75</td> <td>20–70</td> <td>20–65</td> <td>20–85</td> </tr> </tbody> </table>	Duration						10-yr.	15-yr.	20-yr.	25-yr.	30-yr.	To age 95	Preferred plus & Preferred nontobacco and tobacco 20–80	20–80	20–75	20–70	20–65	20–80	Standard nontobacco and tobacco 20–85	20–80	20–75	20–70	20–65	20–85	<p>Preferred nontobacco 20–80 Standard nontobacco 20–85 Standard tobacco 20–85 Table reduction program: Yes</p>	<p>Preferred plus 20–80 Preferred nontobacco and tobacco 20–80 Standard nontobacco and tobacco 15–85 Table reduction program: Yes Simplified Issue: 20–70 Guaranteed Issue: 20–70</p>
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<p>Accelerated Benefit^{2,3,5,6} Accelerated Benefit (with Critical Illness)^{3,4,6} Children’s Term¹ Disability Waiver — Monthly Deductions¹ Minimum Death Benefit⁴</p>	<p>Minimum Death Benefit Estate Protection^{1,2} Policy Split Option¹ Accelerated Death Benefit (1st Death)^{2,3,6} Accelerated Death Benefit (without 1st Death)^{2,3,6} Disability Waiver — Specified Premium¹ Disability Waiver — Monthly Deductions¹</p>	<p>Accidental Death¹ Children’s Term¹ Guaranteed Insurability¹ Spouse Term^{1,2} Disability Waiver — Specified Premium¹ Disability Waiver — Monthly Deductions¹ Accelerated Benefit (with Critical Illness)^{2,3,6} Accelerated Benefit^{3,5,6}</p>																								

*Not all riders are available. ¹Available at an additional cost. ²Not available in New York. ³One-time charge applied when benefit is exercised. ⁴Not available in CT, MD, NJ, NY and PA. ⁵Nursing home benefit not available in some states. ⁶Accelerated death benefits may be taxable and may affect public assistance eligibility.

Current Assumption UL		Indexed UL	
Lincoln LifeReserve® UL		Lincoln LifeReserve® Indexed UL (not available in New York)	
Universal life insurance with strong long-term policy value growth		Universal life insurance coverage with the potential for strong policy value growth through optional indexed accounts	
Provides clients with valuable life insurance protection Provides ability for clients to fund their policies to help ensure that they meet future financial needs Offers significant long-term policy value accumulation		Ability to fund the policy to build account value to help meet long-term needs Provides upside potential of crediting rates based on external financial index—combined with a 1% guarantee	
Supplemental coverage rider Preferred loans after year 10 Asset-based bonus Durational interest bonus		Three indexed account options Overloan protection endorsement Level term riders	
Accumulation Retirement income Estate tax planning		Income replacement Supplemental retirement income Wealth transfer High early surrender values with Exec Rider	
Deferred compensation/162 Bonus/SERP The Lincoln <i>LifeComp</i> ® Suite/Non-409A personal retirement Older age-rated cases/Tiered premium Roth alternative College funding		Personal retirement Wealth transfer/financing Annuity Max Pension Max	Term vs. permanent/Rated Roth alternative College funding Key person/Buy-Sell funding
Preferred plus 20–80 Preferred nontobacco and tobacco 20–80 Standard nontobacco 0–85 (15–85 in NY)	Standard tobacco 15–85 Table reduction program: Yes Simplified Issue: 20–70* Guaranteed Issue: 20–70*	Preferred plus 20–80 Preferred nontobacco and tobacco 20–80 Standard nontobacco 0–85	Standard tobacco 15–85 Table reduction program: Yes Simplified Issue: 20–70 Guaranteed Issue: 20–70
\$25,000 (\$100,000 for full underwriting on age 71 and over)		\$100,000 (\$25,000 Guaranteed Issue)	
Assured Distribution Endorsement Supplemental Coverage ^{1,2} Accidental Death ¹ Children's Term ¹ Guaranteed Insurability ¹ Spouse Term ^{1,2} Disability Waiver—Specified Premium ¹	Disability Waiver—Monthly Deductions ¹ Accelerated Benefit (with Critical Illness) ^{2,3,6} Accelerated Benefit ^{3,5,6} Overloan Protection Endorsement ³ Change of Insured ¹ Exec Rider ^{1,2}	Overloan Protection Endorsement ³ Supplemental Term Insurance on Primary Insured (Table reduction program not available with this rider) ¹ Supplemental Term on Other Insured ¹ Accidental Death ¹ Children's Term ¹ Guaranteed Insurability ¹	Disability Waiver—Specified Premium ¹ Disability Waiver—Monthly Deductions ¹ Accelerated Benefit (with Critical Illness) ^{2,3,6} Accelerated Benefit ^{3,5,6} Change of Insured Exec Rider ^{1,2}

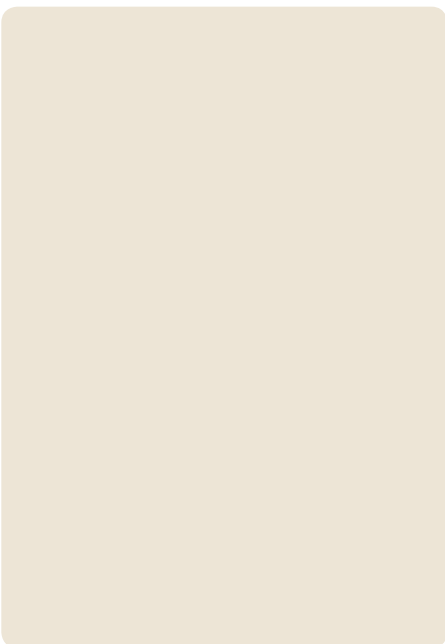
Lincoln universal and term
life insurance portfolio

Universal life insurance

Lincoln LifeGuarantee® UL
Lincoln LifeGuarantee® Plus UL
Lincoln LifeGuarantee® SUL
Lincoln DurationGuarantee® UL
Lincoln LifeCurrent® UL
Lincoln LifeReserve® UL
Lincoln LifeReserve® Indexed UL

Term life insurance

Lincoln LifeElements® Level Term
Lincoln LifeElements® One-Year Term





HELPING PEOPLE FACE THE FUTURE WITH CONFIDENCE

At Lincoln Financial Group, we've spent more than 100 years living up to the character of our namesake: integrity, honesty, and the belief in a better tomorrow. We provide advice and solutions to help people save for tomorrow, secure and maximize their income, protect themselves and their loved ones, and prepare for the unexpected.

Hello future.®

INCOME
LIFE
RETIREMENT
GROUP BENEFITS

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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Lincoln LifeElements® Level Term is issued on policy form TRM5065 and state variations; *Lincoln LifeElements*® One-Year Term is issued on policy form LN485 and state variations by The Lincoln National Life Insurance Company, Fort Wayne, IN. **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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