

SERFF Tracking Number: LCNC-127140487 State: Arkansas
Filing Company: The Lincoln National Life Insurance Company State Tracking Number: 48583
Company Tracking Number: 2053679, 2053662, 2053663
TOI: LTC06 Long Term Care - Other Sub-TOI: LTC06.000 Long Term Care - Other
Product Name: Lincoln Long-Term Care Fixed Annuity Advertising Materials
Project Name/Number: Lincoln Long-Term Care Fixed Annuity Advertising Materials/2053679, 2053662, 2053663

Filing at a Glance

Company: The Lincoln National Life Insurance Company

Product Name: Lincoln Long-Term Care Fixed Annuity Advertising Materials SERFF Tr Num: LCNC-127140487 State: Arkansas

Product Name: Lincoln Long-Term Care Fixed Annuity Advertising Materials

TOI: LTC06 Long Term Care - Other

SERFF Status: Closed-Filed-Closed

State Tr Num: 48583

Sub-TOI: LTC06.000 Long Term Care - Other

Co Tr Num: 2053679, 2053662, 2053663

State Status: Filed-Closed

Filing Type: Advertisement

Reviewer(s): Harris Shearer, Stephanie Fowler

Author: Anabela Tavares

Disposition Date: 05/04/2011

Date Submitted: 04/26/2011

Disposition Status: Filed-Closed

Implementation Date Requested: On Approval

Implementation Date:

State Filing Description:

General Information

Project Name: Lincoln Long-Term Care Fixed Annuity Advertising Materials

Status of Filing in Domicile: Pending

Project Number: 2053679, 2053662, 2053663

Date Approved in Domicile:

Requested Filing Mode: Review & Approval

Domicile Status Comments:

Explanation for Combination/Other:

Market Type: Individual

Submission Type: New Submission

Individual Market Type:

Overall Rate Impact:

Filing Status Changed: 05/04/2011

State Status Changed: 05/04/2011

Deemer Date:

Created By: Anabela Tavares

Submitted By: Anabela Tavares

Corresponding Filing Tracking Number:

Filing Description:

The Lincoln National Life Insurance Company

NAIC# 020-65676 FEIN # 35-0472300

Re: NEW SUBMISSION

Advertising Filing – Fixed Annuity with Long Term Care

SERFF Tracking Number: LCNC-127140487 State: Arkansas
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Form(s):

2053679 – Lincoln Long-Term CareSM Fixed Annuity – Facts At-A-Glance
2053662 - Lincoln Long-Term CareSM Fixed Annuity – Client Guide
2053663 - Lincoln Long-Term CareSM Fixed Annuity – Rate Sheet

Dear Sir or Madam:

Attached for your review and approval are the above-referenced advertising forms. These forms are new and does not replace any other form previously approved by your Department.

This advertising brochure will be used with base contract 09-612 approved by your department on March 27, 2009 and riders AE-227, AE-235 and AE-236 approved on February 18, 2010.

If you need any additional information, please contact me toll-free at 1-800-238-6252, Extension 2307. Thank you for your attention to this matter.

Company and Contact

Filing Contact Information

Anabela Tavares, Compliance Coordinator anabela.tavares@lfg.com
350 Church Street 860-466-2307 [Phone]
Hartford , CT 06103 860-466-1348 [FAX]

Filing Company Information

The Lincoln National Life Insurance Company CoCode: 65676 State of Domicile: Indiana
350 Church Street - MPM1 Group Code: 20 Company Type: Life
Hartford, CT 06103-1106 Group Name: State ID Number:
(860) 466-2899 ext. [Phone] FEIN Number: 35-0472300

Filing Fees

Fee Required? Yes
Fee Amount: \$150.00
Retaliatory? No
Fee Explanation:
Per Company: No

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COMPANY	AMOUNT	DATE PROCESSED	TRANSACTION #
The Lincoln National Life Insurance Company	\$150.00	04/26/2011	46952566

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Correspondence Summary

Dispositions

Status	Created By	Created On	Date Submitted
Filed-Closed	Stephanie Fowler	05/04/2011	05/04/2011

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Disposition

Disposition Date: 05/04/2011

Implementation Date:

Status: Filed-Closed

Comment:

Rate data does NOT apply to filing.

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Schedule	Schedule Item	Schedule Item Status	Public Access
Form	Lincoln Long-Term CareSM Fixed Annuity – Client Guide	Filed	Yes
Form	Lincoln Long-Term CareSM Fixed Annuity – Rate Sheet	Filed	Yes
Form	Lincoln Long-Term CareSM Fixed Annuity – Facts At-A-Glance	Filed	Yes

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Form Schedule

Lead Form Number:

Schedule Item	Form Number	Form Type	Form Name	Action	Action Specific Data	Readability	Attachment
Filed 05/04/2011	2053662	Advertising	Lincoln Long-Term CareSM Fixed Annuity – Client Guide	Initial		0.000	2053662.pdf
Filed 05/04/2011	2053663	Advertising	Lincoln Long-Term CareSM Fixed Annuity – Rate Sheet	Initial		0.000	2053663.pdf
Filed 05/04/2011	2053679	Advertising	Lincoln Long-Term CareSM Fixed Annuity – Facts At-A-Glance	Initial		0.000	2053679.pdf



FOR INCOME

Fixed Annuities

The Lincoln National Life Insurance Company

*Lincoln Long-Term Care*SM Fixed Annuity

Flexibility and control for your future

Client Guide

Hello future⁺



The purpose of this communication is the solicitation of insurance. Contact will be made by an insurance agent or insurance company.

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

WE BELIEVE...

LINCOLN FOR INCOME

Your income
should last
your lifetime

Your income
should weather
the market's
ups and downs

Your income
should have
the potential
to grow



Your income should help protect your lifestyle

IT ALL COMES DOWN TO ASSET PROTECTION

There are many things that can jeopardize your retirement lifestyle. One of the most overlooked risks is the cost of long-term care. The quickly rising costs of long-term care can easily drain your retirement savings.

THE REALITIES OF LONG-TERM CARE*

70% **THE ODDS ARE THAT YOU WILL NEED IT**
Approximately 70% of Americans currently age 65 or older will need some type of long-term care.

40% **YOU MAY NEED IT SOONER THAN YOU THINK**
Approximately 40% of people currently receiving long-term care are under age 65.

 **IT COULD BE MORE EXPENSIVE THAN YOU THINK**
Long-term care expenses are growing faster than inflation. Doing nothing to prepare now could be very costly later.

2009 NATIONAL AVERAGE ANNUAL COSTS FOR LONG-TERM CARE SERVICES



*"LifePlans, Long-Term Care Market Summary;" www.LincolnFinancial.com; Research & Analysis; January 15, 2010. For a printed copy of the report, call 877 ASK-LINCOLN.

To have confidence that your retirement income can weather these challenges, you need a solution that works for you.

AT LINCOLN, YOUR FUTURE CAN BE MORE SECURE

Fixed annuities are designed to help those with a low risk tolerance who seek to preserve a portion of their wealth by providing a fixed rate of return on their money. A *Lincoln Long-Term Care*SM Fixed Annuity can also provide long-term care benefits that add an extra level of protection.

THE TRUTH ABOUT LONG-TERM CARE

Most people don't expect to require long-term care and therefore may not have sufficient savings to cover it. They aren't prepared for the impact these costs can have when they come, and their retirement savings can be decimated as a result. As the need and price for long-term care continues to climb, how can you make sure you're ready to face the future before putting your savings at risk?

A PLAN FOR TODAY

A *Lincoln Long-Term Care*SM Fixed Annuity offers an innovative and tax-advantaged way to help manage the impact of long-term care expenses. With this product you have two options: double leverage or triple leverage. This product makes your dollars go further by providing two or three times your premium in long-term care benefits, depending on the option you choose. Contract growth will also be added to your long-term care benefit, helping to increase its effectiveness.

FLEXIBILITY FOR TOMORROW

What if you never need long-term care, or if your needs change?

- Once you have purchased a *Lincoln Long-Term Care*SM Fixed Annuity, you can keep it in place for as long as you like and continue to earn interest.
- Or, you can select other income options.

OUR PAST — YOUR FUTURE

You might not access your long-term care benefit for 20 to 30 years. That's why it's especially important to choose a company with a history of strength and ability to pay. Lincoln has over 100 years of trusted service in the financial industry, so you can feel confident with your future.

YOUR SAVINGS IS WORTH MORE...

With a *Lincoln Long-Term Care*SM Fixed Annuity, you can reposition a portion of your after-tax savings to generate two or three times your premium in long-term care benefits that are intended to be income tax-free.¹ And, your benefit will grow with interest earnings.

HOW TO GET STARTED

Unlike most long-term care insurance, there's no need for a visit to the doctor to obtain coverage. All you need to do is follow three simple steps:

- ▶ Prequalify by 1) reviewing the medical statements on the *Lincoln Long-Term Care* Fixed Annuity eligibility statements form to ensure you can respond appropriately; and 2) verifying that you are not taking certain prescription medications. (See the list in the accompanying forms packet.)
- ▶ If you qualify, simply fill out the *Lincoln Long-Term Care*SM Fixed Annuity application.
- ▶ After a very short review of your medical statements and a prescription drug screening to confirm that you are not taking certain prescription medications, we process your *Lincoln Long-Term Care*SM Fixed Annuity. It's that simple.

Read this hypothetical example to see how a *Lincoln Long-Term Care*SM Fixed Annuity might work. This hypothetical example is for illustrative purposes only and assumes: \$100,000 single premium and a contract growth of \$12,000 with no withdrawals taken.



CATHERINE, AGE 62

Catherine's primary concerns with her long-term care:

- Protecting her savings from the impact of long-term care costs
- Maintaining financial independence
- Increasing her long-term care dollars
- Retaining a death benefit for her children

Catherine has been careful in saving money for her retirement. She didn't want the costs of long-term care to take her by surprise or put a heavy burden on her family. Five years ago (at age 57), she used \$100,000 of her \$1 million portfolio to purchase a *Lincoln Long-Term Care*SM Fixed Annuity with the triple leverage option.

*Lincoln Long-Term Care*SM
every do

Catherine used
\$100,000 to purchase a
*Lincoln Long-Term Care*SM
Fixed Annuity.

1
Catherine's
\$100,000
premium

...AND IT'S EASY TO ACCESS YOUR BENEFITS

Lincoln Long-Term CareSM Fixed Annuity, with the triple leverage option, turns every dollar into three dollars of future long-term care benefits.

Lincoln increases Catherine's future long-term care benefits with \$200,000.

Lincoln's \$200,000 benefit amount

The *Lincoln Long-Term CareSM Fixed Annuity* increased Catherine's guaranteed long-term care benefit to three times her single premium payment.

\$300,000 total long-term care income tax-free guaranteed benefit

\$12,000 of contract growth benefit increases Catherine's future annual benefit payments, equally spread out over the benefit period.

Contract growth is based on crediting rates at time of purchase and the annual fee.²

Upon verifying her eligibility for long-term care benefits after the fifth year, Catherine could access her income tax-free maximum annual benefit of \$52,000, paid out over a minimum six-year benefit period as monthly payments of \$4,333.33.³

If Catherine needs her long-term care benefit sooner, she can begin to receive payments after her first year. She will still receive the same total amount, just with a smaller annual benefit paid over a longer period of time. Before long-term care benefit payments are received, a 90-day deductible period must first be satisfied. Additionally, benefits are not available in the first contract year.

Catherine does not need to submit her expenses for reimbursement—once she's eligible for her benefit and receiving care, it is paid to her automatically, subject to periodic verification of ongoing eligibility.

If she never needs long-term care

Unlike traditional long-term care insurance, Catherine still retains her annuity contract value and death benefit if she never needs to use her long-term care benefits.

Catherine can also make withdrawals from the annuity contract value, or she can choose one of the Lincoln fixed annuity income payout options.

Withdrawals taken for purposes other than for long-term care benefits will reduce your total long-term care guaranteed benefit on a pro rata basis, which means the amount of the reduction may be more than the amount withdrawn.

Guarantees are backed by the claims-paying ability of The Lincoln National Life Insurance Company.

¹ Long-term care reimbursements are generally income tax-free under IRC Section 104(a)(3).

² It's possible that the annual fee will exceed the amount of interest credited in a contract year.

³ Benefits are drawn from your original premium first. The maximum annual long-term care benefit is paid for nursing home or hospice care. For other services, 50% of the maximum annual benefit is paid. If the maximum benefit is not used in a given year, the unused portion will be added on to the end of the benefit period. If the maximum long-term care growth benefit is not used in a given year, the unused portion will be allocated over the benefit period.

COVERAGE AND ELIGIBILITY

UNDERSTANDING COVERAGE COSTS

Currently, the annual fee for a *Lincoln Long-Term Care*SM Fixed Annuity has two components: an Acceleration Charge and an Extension Charge. Currently the Acceleration Charge is zero.* The Extension Charge is for the long-term care benefit amount Lincoln provides. The amount of the fee is based on whether you choose the double or triple leverage option. For additional information regarding fees, please reference the *Lincoln Long-Term Care* Fixed Annuity Facts At-A-Glance.

Lincoln long-term care benefit charge (based on age at issue) [†]						
	Age 45-49	Age 50-54	Age 55-59	Age 60-64	Age 65-69	Age 70-74
Triple Leverage Option	0.26%	0.30%	0.32%	0.38%	0.50%	0.68%
Double Leverage Option	0.40%	0.44%	0.46%	0.50%	0.58%	0.72%

Here is how the annual cost for a *Lincoln Long-Term Care*SM Fixed Annuity with the triple leverage option was calculated for Catherine (based on her age of 57 at time of purchase).

\$200,000 x 0.32% = \$640
(deducted from Catherine's contract value)

\$100,000 x 0.46% = \$460
(deducted from Catherine's contract value if she would have chosen the double leverage option)

BENEFIT ELIGIBILITY

You will become eligible to receive benefits after your first contract anniversary, and maximum annual long-term care benefits will be available after year five. Before long-term care benefit payments are received, a 90-day deductible period must first be satisfied.

You will be eligible for long-term care benefits if you have and follow a plan of care prescribed by a licensed healthcare practitioner. Additionally, a licensed healthcare practitioner must certify you as being chronically ill, which is the incapacity to perform two of six activities of daily living (ADLs) for at least 90 days, and/or you have a severe cognitive disability that requires you to have substantial supervision, and you receive qualified long-term care services. The ADLs include bathing, continence, dressing, eating, toileting and transferring. Qualified long-term care services includes Maintenance or Personal Care service, or any diagnostic, preventive, therapeutic, curing, treating, mitigating and rehabilitative service.

100% of the annual long-term care benefit is available if you are residing in a nursing home or are receiving hospice care. If you are receiving other qualified long-term care

services, 50% of the maximum annual benefit is available. Benefits are paid out automatically (subject to periodic verification of ongoing eligibility) on a monthly basis.

If the maximum monthly long-term care benefit amount exceeds the limits under IRS rules, which for 2010 are \$290.00 per day/\$105,850 annually, amounts received by you in excess of this limit may be excludable from ordinary income to the extent that you have actually incurred long-term care expenses of that amount. You should take into account the IRS limit when selecting the amount of monthly long-term care benefit you would like to receive. Please consult with your tax advisor for further guidance. For costs and further details of the coverage, including exclusions, any reductions or limitations, and terms under which the policy may be continued in-force, see your agent or write to the company.

*After the surrender charge period, Lincoln may, at its discretion, change the Acceleration Charge percentage. Any such change will be made on a class basis in a nondiscriminatory manner.

[†]After the surrender charge period, Lincoln may, at its discretion, change the Extension Charge percentage. Any such change will be made on a class basis in a nondiscriminatory manner and will be subject to approval by the state insurance authorities where the contract is delivered, as required by law.



HELPING YOU FACE YOUR 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. To that end, we provide advice and solutions to help you protect yourself and your loved ones, save for tomorrow, secure and maximize your income, 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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150 N. Radnor-Chester Road
Radnor, PA 19087

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LCN1104-2053662
PRNT 4/11 Z01

Order code: FA-LTCMV-BRC001

2053662

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A fixed 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 annuity is not a registered security or stock market investment and does not directly participate in any stock or equity investments, or index.

Lincoln Long-Term CareSM Fixed Annuity (Contract Form 09-612, or state variation) with Long-Term Care Benefits Rider (Form AE-227, or state variation), Long-Term Care Coverage Endorsement (Form AE-235, or state variation. Endorsement covered under form AE-227 in the state of Maryland.) and Contract Amendment for Long-Term Care Benefits (Form

AE-236, or state variation) 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.**

The exact terms of the annuity are contained in the contracts and any attached riders, endorsements or 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 Lincoln representative.

Income taxes are due upon withdrawal other than for LTC Benefits and, if withdrawn before age 59½, a 10% federal penalty tax may apply. Withdrawals other than for LTC Benefits and surrenders may be subject to surrender charges and a Market Value Adjustment (MVA).

Product and features are subject to state availability.

Limitations and exclusions may apply. Limitations and exclusions on eligibility of long-term care benefits include: receiving treatment for nervous or mental disorders (excluding Alzheimer's disease or dementia), receiving treatment for alcoholism or drug addiction (unless the drug addiction is a result of medication taken in doses as prescribed by a physician), receiving treatment arising out of an attempt at suicide or an intentionally self-inflicted injury, or receiving treatment provided in a Veteran's Administration or other government facility. Anyone receiving qualified long-term care services for which benefits are available under Medicare or other governmental programs (except Medicaid), workers compensation laws, employer's liability laws, occupational disease laws, or motor vehicle no-fault laws will also not be eligible. Additionally, this includes qualified long-term care services provided by members of the covered life's immediate family, whether paid or unpaid.



FOR INCOME

Lincoln Long-Term CareSM Fixed Annuity

RATE SHEET

Single premium deferred fixed annuity

Rates effective mm/dd/yy.¹

Product	7-year guaranteed rate
Lincoln Long-Term Care SM	X.XX%

Rates are based on product/contract features, including any additional rider benefits, and death benefit options. All rates are declared by the appropriate issuing company.

The purpose of this communication is the solicitation of insurance. Contact will be made by an insurance agent or insurance company.

¹ Subsequent rates may be higher or lower than the initial rates and may differ from those used for new contracts or for contracts issued at different times.

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

Fixed interest is credited and compounded daily.

Lincoln Long-Term CareSM is a fixed annuity intended for retirement or other long-term needs.

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
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Products issued by:
The Lincoln National Life Insurance Company

Hello future.®

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May go down in value

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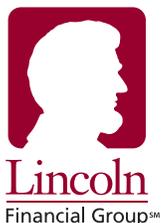
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LCN1104-2053663

POD 3/11 Z01

Order code: FA-LTCMV-RST001



2053663

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*Lincoln Long-Term Care*SM Fixed Annuity (Contract Form 09-612, or state variation) with Long-Term Care Benefits Rider (Form AE-227, or state variation), Long-Term Care Coverage Endorsement (Form AE-235, or state variation. Endorsement covered under form AE-227 in the state of Maryland.) and Contract Amendment for Long –Term Care Benefits (Form AE-236, or state variation) 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 backed by the claims-paying ability of The Lincoln National Life Insurance Company.**

The exact terms of the annuity are contained in the contracts and any attached riders, endorsements or amendments, which will control the issuing company's contractual obligations. For more information about the annuity, please also read the Illustration and Disclosure Statement, Client Guide, Facts At-A-Glance, or contact your Lincoln representative.

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Product and features are subject to state availability. Limitations and exclusions may apply. Limitations and exclusions on eligibility of long-term care benefits include: receiving treatment for nervous or mental disorders (excluding Alzheimer's Disease or dementia), receiving treatment for alcoholism or drug addiction (unless the drug addiction is a result of medication taken in doses as prescribed by a physician), receiving treatment arising out of an attempt at suicide or an intentionally self-inflicted injury, or receiving treatment provided in a Veteran's Administration or other government facility. Anyone receiving Qualified Long-Term Care Services for which benefits are available under Medicare or other governmental programs (except Medicaid), workers compensation laws, employer's liability laws, occupational disease laws, or motor vehicle no-fault laws will also not be eligible. Additionally, this includes Qualified Long-Term Care Services provided by members of the Covered Life's Immediate Family, whether paid or unpaid.



Lincoln Long-Term CareSM Fixed Annuity

Facts At-A-Glance

Single premium deferred annuity with Long-Term Care (LTC) Benefits

Issue ages 45–74

Available market Nonqualified

Minimum premium

The minimum single premium is \$50,000.

Maximum premium (without prior Home Office approval)

Triple Leverage Option (2+4 Benefit Duration): \$400,000
Double Leverage Option (3+3 Benefit Duration): \$600,000
The maximum premium limit is per contractowner, including previous *Lincoln Long-Term CareSM Fixed Annuity* contracts involving the same individual.

Interest rate

Contract's interest rate will be the interest rate in effect on the day the contract is issued.

Interest rate guarantee period

Initial: Seven years **Subsequent:** One year

Guaranteed minimum interest rate¹

During the guarantee period: 1.25%
After the initial guarantee period: Between 1.00% and 3.00%

Accumulation value (contract value)

Before annuity payments begin: The single premium plus interest, and less LTC Benefits paid, LTC Benefit charges, partial surrenders, surrender charges, market value adjustment (MVA) and any deductions for taxes if Lincoln is required to pay them.

Surrender charges (% of accumulation value surrendered)

Surrender charges and a MVA apply to the amount of Contract Value withdrawn, other than for LTC Benefits, or surrendered in excess of the free withdrawal amount.

Contract year	1	2	3	4	5	6	7	8+
	8%	8%	7%	6%	5%	4%	3%	0%

Market Value Adjustment (MVA)

If you access more than the 10% free withdrawal amount before the end of the surrender charge period, it may be subject to a surrender charge and a 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: LTC Benefits, withdrawals after the surrender charge period, 10% free withdrawals, the death benefit, and annuitization.

Partial surrenders²

Beginning in the first contract year, up to 10% (known as the free withdrawal amount) of Contract Value may be withdrawn each contract year without incurring surrender charges.

Note: Withdrawals taken for purposes other than for LTC Benefits will reduce Total LTC Benefits on a pro-rata basis, which means the amount of the reduction may be more than the amount withdrawn.

Death benefit (prior to annuitization)

Upon the death of the contractowner or annuitant, beneficiaries receive the Contract Value.

Scheduled maturity date

Later of the 10th contract anniversary or the contract anniversary on or immediately following the annuitant's 95th birthday. Maturity date may be changed after the fifth contract year to any date earlier than the 95th birthday.

Choice of income payment options (annuitization)

After the fifth contract year, the Contract Value without surrender charges or a MVA may be received under a number of income payment options, including an income that cannot be outlived.

Long-Term Care (LTC) Benefits

Monthly LTC Benefits are paid when the covered life:

- Has been given and follows a plan of care prescribed by a licensed healthcare practitioner.
- Has been certified by a licensed healthcare practitioner as being chronically ill, which is the incapacity to perform two of six activities of daily living (ADLs) for at least 90 days; and/or has a severe cognitive disability that requires the covered life to have substantial supervision; and is receiving qualified long-term care services. The ADLs include bathing, continence, dressing, eating, toileting and transferring. Qualified long-term care services include Maintenance or Personal Care service or any diagnostic, preventive, therapeutic, curing, treating, mitigating and rehabilitative service.

Total LTC Benefits are paid over a minimum of six years. Maximum monthly LTC Benefits are available after the fifth contract anniversary. Lower monthly LTC Benefits payments may be received after the first contract anniversary; lower monthly payments are spread over longer than six years, but total LTC Benefits remain the same.

Before LTC Benefit payments are received, a 90-day deductible period must first be satisfied.

(continued on next page)

The purpose of this communication is the solicitation of insurance. Contact will be made by an insurance agent or insurance company.

¹ Guarantees are backed by the claims-paying ability of The Lincoln National Life Insurance Company.

² Withdrawals other than for LTC Benefits are subject to income taxes and, if withdrawn before age 59½, a 10% federal penalty tax may apply.

Products issued by:
The Lincoln National Life Insurance Company

Primary LTC Benefits: An Acceleration Benefit is paid first from the contract value during the Acceleration Benefit Duration and an Extension Benefit is then paid from Lincoln funds during the Extension Benefit Duration.

An additional Growth Benefit may also be available.

The maximum monthly LTC Benefit is recalculated on each contract anniversary and each time a withdrawal other than for LTC Benefits is made. The monthly amount of coverage is based on the amount of the single premium paid, the Leverage Option chosen and when LTC Benefits are taken.

The chart below shows the amounts of LTC Benefits that may be received for a single premium payment of \$50,000. The amounts assume no growth, no withdrawals taken and no LTC Benefits paid before the fifth contract anniversary.

The contractowner chooses the Leverage Option at contract issue.

	Acceleration Benefit Duration	Extension Benefit Duration	Guaranteed Monthly Maximum Benefit	Acceleration Benefit	Extension Benefit	Total Long-Term Care Benefit
Triple Leverage Option	2 years	4 years	\$2,083.33	\$50,000	\$100,000	\$150,000
Double Leverage Option	3 years	3 years	\$1,388.89	\$50,000	\$50,000	\$100,000

If the covered life is not in a nursing home or is not receiving hospice care, the monthly benefit is reduced by 50%; the total benefits payable are the same but are paid over a period longer than six years.

An Optional Nonforfeiture Benefit may be elected.

LTC Benefits charges

Acceleration charge	Currently zero
Extension charge	The cost of the LTC Benefits Lincoln provides
Nonforfeiture charge	Only if the Optional Nonforfeiture Benefit is elected

Charges are based on the contractowner's age at contract issue and the Leverage Option chosen.

It is possible that the annual charge may exceed the amount of interest credited in a contract year.

The Lincoln Long-Term CareSM fixed annuity may not cover all of the long-term care expenses incurred during the period of coverage. Accordingly, Lincoln strongly advises that all contract terms, conditions, limitations and exclusions be carefully reviewed.

Hello futureSM

Not FDIC-insured
Not insured by any federal government agency
Not guaranteed by any bank or savings association
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A fixed 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 annuity is not a registered security or stock market investment and does not directly participate in any stock or equity investments, or index.

Lincoln Long-Term CareSM Fixed Annuity (Contract Form 09-612, or state variation) with Long-Term Care Benefits Rider (Form AE-227, or state variation), Long-Term Care Coverage Endorsement (Form AE-235, or state variation. Endorsement covered under form AE-227 in the state of Maryland.) and Contract Amendment for Long-Term Care Benefits (Form AE-236, or state variation) 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**

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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 Client Guide, or contact your Lincoln representative.

Income taxes are due upon withdrawal other than for LTC Benefits and, if withdrawn before age 59½, a 10% federal penalty tax may apply. Withdrawals other than for LTC Benefits and surrenders may be subject to surrender charges and a MVA.

Product and features are subject to state availability. Limitations and exclusions may apply. Limitations and exclusions on eligibility of Long-Term Care Benefits include: receiving treatment for nervous or mental disorders (excluding Alzheimer's disease or dementia), receiving treatment for alcoholism or drug addiction (unless the drug addiction is a result of medication taken in doses as prescribed by a physician), receiving treatment arising out of an attempt at suicide or an intentionally self-inflicted injury, or receiving treatment provided in a Veteran's Administration or other government facility. Anyone receiving qualified long-term care Services for which benefits are available under Medicare or other governmental programs (except Medicaid), workers compensation laws, employer's liability laws, occupational disease laws, or motor vehicle no-fault laws will also not be eligible. Additionally, this includes qualified long-term care services provided by members of the covered life's Immediate Family, whether paid or unpaid.