

# Wealth protection and growth potential

## Lincoln OptiBlend® 7 fixed indexed annuity

### Valued Client

Owner

Gender: Male

Age: 65

### Valued Client

Annuitant

Gender: Male

Age: 65

### Prepared by

Craig Geiger

708-606-1674

Lincoln Financial Distributors

Prepared on: 06/15/2021

### State of issue

Michigan

### Nonqualified

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LCN-3445616-020921

A fixed indexed annuity is intended for retirement or other long-term needs. It may offer principal protection, access to interest accounts, options for guaranteed income (available for an additional charge), and beneficiary protection. 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.

The purpose of this illustration is to show you how the annuity contract works using examples of how interest is calculated and credited to each of the interest accounts selected. While the contract allows for reallocations, this illustration does not reflect those. Hypothetical values are shown for illustrative purposes and are not guaranteed.

For complete product details including information about each of the interest-earning accounts, please see the Product Client Guide and Disclosure Statement for this fixed indexed annuity. State variations may apply. The exact terms of the annuity are contained in the contract and any attached riders, endorsements and amendments, which will control the issuing company's contractual obligations.

**THIS IS AN ILLUSTRATION, NOT A CONTRACT, AND IS NOT COMPLETE UNLESS ALL PAGES ARE INCLUDED.**

**For use by financial professionals with the general public.**



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		

## Summary of your benefits

### ADDRESSING YOUR NEEDS

- |   |   |
|---|---|
| <p><b>1</b> Principal protection</p> <p><b>2</b> Growth potential</p> <p><b>3</b> Flexibility</p> | <p>✓ Protect your Account Value from down markets. Interest credited will never be less than 0%.</p> <p>✓ Grow your Account Value based on your allocations in the Fixed Account and/or indexed account(s).</p> <p>✓ Reallocate your money across the buckets as your needs change.</p> |
|---|---|

### YOUR PREMIUM

**\$100,000**

You can allocate your premium among different buckets. No matter what bucket(s) you choose, you have the confidence of knowing you will not experience loss from down markets. You can reallocate at the end of each term.

### YOUR ALLOCATION

Rate as of June 15, 2021



#### 1 Year Fidelity AIM Dividend Participation

**Participation Rate: 75.00%**

- At the end of the term, if the market index has a positive change, your account is credited the percentage change multiplied by the participation rate.
- If the change in the market index is negative or remains flat, your account is protected from the loss but no interest is credited.
- A new participation rate is set at the start of each term and may be lower or higher than the initial participation rate.



#### 1 Year S&P 500 5% Daily Risk Control Spread

**Spread: 0.65%**

- At the end of the term, if the market index has a positive change, your account is credited the percentage change minus the spread.
- If the change in the market index is negative or remains flat, your account is protected from the loss but no interest is credited.
- A new spread is set at the start of each term and may be lower or higher than the initial spread.

This illustration may not include all the buckets available in this product. Marketing material includes details on all buckets. A Surrender Charge and Market Value Adjustment may apply if a withdrawal is taken. See Key Terms and Important Disclosures for further details.

Hypothetical (1/1/1991 – 1/1/2021)

## YOUR WEALTH PROTECTION AND GROWTH POTENTIAL

Your Account Summary						
End of Year	Age	Premiums	Interest Credited Rate	Interest Credited	Account Value	Death Benefit
At Issue	65	\$100,000			\$100,000	Guaranteed Minimum Cash Surrender Value <sup>1</sup>
1	66		11.77%	\$11,774	\$111,774	\$111,774
2	67		5.33%	\$5,959	\$117,733	\$117,733
3	68		6.18%	\$7,275	\$125,008	\$125,008
4	69		3.06%	\$3,824	\$128,832	\$128,832
5	70		18.24%	\$23,496	\$152,328	\$152,328
6	71		9.57%	\$14,580	\$166,909	\$166,909
7	72		12.09%	\$20,183	\$187,092	\$187,092
8	73		7.03%	\$13,162	\$200,254	\$200,254
9	74		7.05%	\$14,122	\$214,376	\$214,376
10	75		1.75%	\$3,754	\$218,129	\$218,129
11	76		1.41%	\$3,065	\$221,195	\$221,195
12	77		1.06%	\$2,340	\$223,534	\$223,534
13	78		7.46%	\$16,671	\$240,205	\$240,205
14	79		4.47%	\$10,742	\$250,947	\$250,947
15	80		2.76%	\$6,932	\$257,879	\$257,879
16	81		8.24%	\$21,252	\$279,130	\$279,130
17	82		5.22%	\$14,567	\$293,698	\$293,698
18	83		0.00%	\$0	\$293,698	\$293,698
19	84		4.85%	\$14,233	\$307,931	\$307,931
20	85		5.01%	\$15,413	\$323,344	\$323,344
21	86		1.55%	\$4,998	\$328,341	\$328,341
22	87		4.20%	\$13,781	\$342,122	\$342,122
23	88		9.01%	\$30,809	\$372,931	\$372,931
24	89		4.07%	\$15,169	\$388,100	\$388,100
25	90		0.00%	\$0	\$388,100	\$388,100
26	91		4.19%	\$16,279	\$404,379	\$404,379

The purpose of this illustration is to show you how the annuity contract works using examples of how interest is calculated and credited to each of the interest accounts selected. While the contract allows for reallocations, this illustration does not reflect those. Hypothetical values are shown for illustrative purposes and are not guaranteed.

Hypothetical (1/1/1991 – 1/1/2021)

## YOUR WEALTH PROTECTION AND GROWTH POTENTIAL

Your Account Summary						
End of Year	Age	Premiums	Interest Credited Rate	Interest Credited	Account Value	Death Benefit
27	92		13.26%	\$53,640	\$458,019	\$458,019
28	93		0.00%	\$0	\$458,019	\$458,019
29	94		9.43%	\$43,212	\$501,231	\$501,231
30	95		0.45%	\$2,235	\$503,466	\$503,466
		<b>\$100,000 Total Premium</b>	<b>5.62% Average<sup>2</sup></b>	<b>\$403,467 Total interest credited</b>		
						<b>Guaranteed Minimum Cash Surrender Value<sup>1</sup></b>
						\$114,468
						\$115,613
						\$116,769
						\$117,937

<sup>1</sup>The Guaranteed Minimum Cash Surrender Value is the minimum amount you could receive upon a full surrender of the contract. Your actual Cash Surrender Value which is your Account Value adjusted for surrenders, market value adjustments, and surrender charges may be higher than the value shown.

<sup>2</sup>The average Interest Credited Rate excludes any years in which your Account Value is zero.

**Guaranteed minimum (0% credited on indexed account)**

## YOUR WEALTH PROTECTION AND GROWTH POTENTIAL

Your Account Summary						
End of Year	Age	Premiums	Interest Credited Rate	Interest Credited	Account Value	Death Benefit
At Issue	65	\$100,000			\$100,000	Guaranteed Minimum Cash Surrender Value <sup>1</sup>
1	66		0.00%	\$0	\$100,000	\$100,100
2	67		0.00%	\$0	\$100,000	\$100,200
3	68		0.00%	\$0	\$100,000	\$100,300
4	69		0.00%	\$0	\$100,000	\$100,401
5	70		0.00%	\$0	\$100,000	\$100,501
6	71		0.00%	\$0	\$100,000	\$100,602
7	72		0.00%	\$0	\$100,000	\$100,702
8	73		0.00%	\$0	\$100,000	\$100,803
9	74		0.00%	\$0	\$100,000	\$100,904
10	75		0.00%	\$0	\$100,000	\$101,005
11	76		0.00%	\$0	\$100,000	\$101,106
12	77		0.00%	\$0	\$100,000	\$101,207
13	78		0.00%	\$0	\$100,000	\$101,308
14	79		0.00%	\$0	\$100,000	\$101,409
15	80		0.00%	\$0	\$100,000	\$101,585
16	81		0.00%	\$0	\$100,000	\$102,601
17	82		0.00%	\$0	\$100,000	\$103,627
18	83		0.00%	\$0	\$100,000	\$104,663
19	84		0.00%	\$0	\$100,000	\$105,710
20	85		0.00%	\$0	\$100,000	\$106,767
21	86		0.00%	\$0	\$100,000	\$107,834
22	87		0.00%	\$0	\$100,000	\$108,913
23	88		0.00%	\$0	\$100,000	\$110,002
24	89		0.00%	\$0	\$100,000	\$111,102
25	90		0.00%	\$0	\$100,000	\$112,213
26	91		0.00%	\$0	\$100,000	\$113,335
27	92		0.00%	\$0	\$100,000	\$114,468
28	93		0.00%	\$0	\$100,000	\$115,613

## Guaranteed minimum (0% credited on indexed account)

### YOUR WEALTH PROTECTION AND GROWTH POTENTIAL

Your Account Summary						
End of Year	Age	Premiums	Interest Credited Rate	Interest Credited	Account Value	Death Benefit
29	94		0.00%	\$0	\$100,000	\$116,769
30	95		0.00%	\$0	\$100,000	\$117,937
		\$100,000 Total Premium	0.00% Average <sup>2</sup>	\$0 Total interest credited		Guaranteed Minimum Cash Surrender Value <sup>1</sup>
						\$116,769
						\$117,937

<sup>1</sup>The Guaranteed Minimum Cash Surrender Value is the minimum amount you could receive upon a full surrender of the contract. Your actual Cash Surrender Value which is your Account Value adjusted for surrenders, market value adjustments, and surrender charges may be higher than the value shown.

<sup>2</sup>The average Interest Credited Rate excludes any years in which your Account Value is zero.

## How it works during different time periods

End of Year	Age	Premiums
At Issue	65	\$100,000
1	66	
2	67	
3	68	
4	69	
5	70	
6	71	
7	72	
8	73	
9	74	
10	75	
		<b>\$100,000 Total Premium</b>

### GROWTH POTENTIAL IN AN UP MARKET

Based on the hypothetical returns from 1/1/1991 – 1/1/2001

Interest Credited Rate	Interest Credited	Account Value
		\$100,000
11.77%	\$11,774	\$111,774
5.33%	\$5,959	\$117,733
6.18%	\$7,275	\$125,008
3.06%	\$3,824	\$128,832
18.24%	\$23,496	\$152,328
9.57%	\$14,580	\$166,909
12.09%	\$20,183	\$187,092
7.03%	\$13,162	\$200,254
7.05%	\$14,122	\$214,376
1.75%	\$3,754	\$218,129
<b>8.21% Average<sup>1</sup></b>	<b>\$118,129 Total interest credited</b>	

Death Benefit	Guaranteed Minimum Cash Surrender Value
\$111,774	\$88,375
\$117,733	\$89,259
\$125,008	\$90,151
\$128,832	\$91,053
\$152,328	\$91,963
\$166,909	\$92,883
\$187,092	\$93,812
\$200,254	\$100,803
\$214,376	\$100,904
\$218,129	\$101,005

End of Year	Age	Premiums
At Issue	65	\$100,000
1	66	
2	67	
3	68	
4	69	
5	70	
6	71	
7	72	
8	73	
9	74	
10	75	
		<b>\$100,000 Total Premium</b>

### WEALTH PROTECTION IN A DOWN MARKET

Based on the hypothetical returns from 1/1/2000 – 1/1/2010













Interest Credited Rate	Interest Credited	Account Value
		\$100,000
2.30%	\$2,297	\$102,297
1.98%	\$2,028	\$104,325
1.48%	\$1,548	\$105,872
7.36%	\$7,787	\$113,659
4.60%	\$5,231	\$118,890
2.48%	\$2,944	\$121,834
7.95%	\$9,686	\$131,520
5.65%	\$7,426	\$138,946
0.00%	\$0	\$138,946
4.63%	\$6,431	\$145,377
<b>3.84% Average<sup>1</sup></b>	<b>\$45,378 Total interest credited</b>	

Death Benefit	Guaranteed Minimum Cash Surrender Value
\$102,297	\$88,375
\$104,325	\$89,259
\$105,872	\$90,151
\$113,659	\$91,053
\$118,890	\$91,963
\$121,834	\$92,883
\$131,520	\$93,812
\$138,946	\$100,803
\$138,946	\$100,904
\$145,377	\$101,005

<sup>1</sup>The average Interest Credited Rate excludes any years in which your Account Value is zero.

## Hypothetical account details

### YOUR WEALTH PROTECTION AND GROWTH POTENTIAL

			1 Year Fidelity AIM Dividend Participation			1 Year S&P 500 5% Daily Risk Control Spread		
End of Year	Age	Premiums	Index Return	Your Interest Credited Rate	Account Value	Index Return	Your Interest Credited Rate	Account Value
At Issue	65	\$100,000			\$25,000			\$75,000
1	66		10.03%	7.52%	\$26,880	13.84%	13.19%	\$84,894
2	67		7.12%	5.34%	\$28,315	5.98%	5.33%	\$89,418
3	68		8.62%	6.46%	\$30,145	6.74%	6.09%	\$94,864
4	69		7.66%	5.74%	\$31,876	2.86%	2.21%	\$96,956
5	70		-2.97%	0.00% 	\$31,876	24.88%	24.23%	\$120,452
6	71		7.14%	5.36%	\$33,585	11.34%	10.69%	\$133,324
7	72		12.74%	9.55%	\$36,793	13.38%	12.73%	\$150,299
8	73		-2.23%	0.00% 	\$36,793	9.41%	8.76%	\$163,461
9	74		3.62%	2.72%	\$37,792	8.68%	8.03%	\$176,584
10	75		10.47%	7.85%	\$40,760	1.09%	0.44%	\$177,369
11	76		10.03%	7.52%	\$43,825	-1.06%	0.00% 	\$177,369
12	77		7.12%	5.34%	\$46,165	-4.58%	0.00% 	\$177,369
13	78		8.62%	6.46%	\$49,148	8.37%	7.72%	\$191,057
14	79		7.66%	5.74%	\$51,971	4.79%	4.14%	\$198,975
15	80		-2.97%	0.00% 	\$51,971	4.13%	3.48%	\$205,907
16	81		7.14%	5.36%	\$54,756	9.62%	8.97%	\$224,374
17	82		12.74%	9.55%	\$59,987	4.81%	4.16%	\$233,711
18	83		-2.23%	0.00% 	\$59,987	-4.43%	0.00% 	\$233,711
19	84		3.62%	2.72%	\$61,616	6.04%	5.39%	\$246,315
20	85		10.47%	7.85%	\$66,456	4.94%	4.29%	\$256,888
21	86		10.03%	7.52%	\$71,453	-0.88%	0.00% 	\$256,888
22	87		7.12%	5.34%	\$75,268	4.53%	3.88%	\$266,854
23	88		8.62%	6.46%	\$80,131	10.37%	9.72%	\$292,800
24	89		7.66%	5.74%	\$84,735	4.26%	3.61%	\$303,366
25	90		-2.97%	0.00% 	\$84,735	-2.06%	0.00% 	\$303,366
26	91		7.14%	5.36%	\$89,275	4.52%	3.87%	\$315,103
27	92		12.74%	9.55%	\$97,803	14.97%	14.32%	\$360,216
28	93		-2.23%	0.00% 	\$97,803	-0.05%	0.00% 	\$360,216



**Protection:** Your Account Value was protected from loss.



## Hypothetical account details

### YOUR WEALTH PROTECTION AND GROWTH POTENTIAL

		1 Year Fidelity AIM Dividend Participation			1 Year S&P 500 5% Daily Risk Control Spread			
End of Year	Age	Premiums	Index Return	Your Interest Credited Rate	Account Value	Index Return	Your Interest Credited Rate	Account Value
29	94		11.95%	8.96%	\$106,567	10.21%	9.56%	\$394,664
30	95		1.04%	0.78%	\$107,398	1.01%	0.36%	\$396,067
		\$100,000 Total Premium	6.18% Average	5.03% Average <sup>1</sup>		5.92% Average	5.84% Average <sup>1</sup>	



**Protection:** Your Account Value was protected from loss.

<sup>1</sup>The average Interest Credited Rate excludes any years in which your Account Value is zero.

## Key terms

**Account Value** is the value of your annuity contract that includes any interest credited to the Fixed Account and Indexed Account(s). May be referred to as Accumulation Value.

**Death Benefit** your beneficiaries receive the greater of the Account Value, Guaranteed Minimum Cash Surrender Value and Guaranteed Minimum Cash Non-Surrender Value.

**10% Free Withdrawal** is the amount you may withdraw from your contract each year during the surrender period without incurring a Surrender Charge or Market Value Adjustment.

**Guaranteed Minimum Cash Surrender Value** is based on a guaranteed minimum rate of return and is the lowest possible value you would receive upon surrender during the Surrender Charge period. If you leave your money in the contract until the end of the Surrender Charge period, and then surrender your contract, you are guaranteed to walk away with more than the initial premium (if no withdrawals were made). See additional details for calculation.

**Interest Credited Rate** is the annual rate earned on the Account Value.

**Market Value Adjustment (MVA)** is an adjustment, positive or negative, based on current interest rates at the time of withdrawal or surrender during the Surrender Charge period. A Market Value Adjustment does not apply to any 10% Free Withdrawals, annuitization after a certain number of contract years, or death benefit.

**Premiums** are the amount you deposited into the annuity contract.

**Withdrawal** is any amount you receive from the annuity contract. Withdrawals are first deducted from the Fixed Account and then proportionally from the Indexed Accounts. May be referred to as surrenders.

**Surrender Charge** is the percentage applied to a withdrawal after any Market Value Adjustment.

Completed Years	1	2	3	4	5	6	7
Surrender charge %	9%	8%	7%	6%	5%	4%	3%

## Additional details

The Guaranteed Minimum Cash Surrender Value is 87.50% of the total premium paid, less any surrenders and any taxes, accumulated at the Guaranteed Minimum Cash Surrender Value interest rate of 1.00% during the Surrender Charge period and a rate of 1.00% after the Surrender Charge period. If the actual Account Value (less applicable Surrender Charge and Market Value Adjustment) exceeds the Guaranteed Minimum Cash Surrender Value, the Account Value is paid. After the Surrender Charge period, the surrender value will not be less than the greater of the Guaranteed Minimum Cash Surrender Value and the Guaranteed Minimum Non-Surrender Value. The Guaranteed Minimum Non-Surrender Value is 100% of the Premium paid, less any surrenders and related Surrender Charges and any taxes accumulated at the Guaranteed Minimum Non-Surrender Value interest rate of 0.10%. Your actual cash surrender value is equal to your Account Value on the date of surrender, less Market Value Adjustment and Surrender Charges (if applicable), and less any applicable taxes. The cash surrender value may be higher than the Guaranteed Minimum Cash Surrender value.

## Important disclosures

This is a hypothetical illustration only. It is intended to show how the *Lincoln OptiBlend® 7* fixed indexed annuity works using examples of how interest is calculated and credited to each of the annuity's interest accounts, if the contract was available at that time. While the contract allows for reallocation, this illustration does not reflect reallocations and assumes the current rates are used for the entire illustration. Values do not reflect deductions for taxes or any Market Value Adjustments for withdrawals. Hypothetical values are shown for illustrative purposes and are not guaranteed. As the illustration demonstrates, there is no "best" interest scenario. The scenarios may never be repeated and are not and should not be considered an attempt to predict future changes in an index. **Refer to the Fixed and Indexed Accounts disclosures below for more details.**

This illustration is based on selected historical experience of the S&P 500® Index and back-tested Fidelity AIM Dividend Index and back-tested S&P 500 Daily Risk Control 5% Index. **The inception date of the S&P 500 Index is March 4<sup>th</sup>, 1957. The Fidelity AIM Dividend Index is July 31<sup>st</sup>, 2019. The S&P 500 Daily Risk Control 5% Index is September 10<sup>th</sup>, 2009.** If an index has a short history it may be repeated in later years to provide a longer future performance projection. There are different scenarios and periods reflecting different patterns of movement in the indices. During each period, the indices increased in some years and decreased in other years. The "Hypothetical," "Guaranteed minimum," and "How it works during different time periods" tables in this illustration compare indices performance with the Interest Credited that might have been available in each of the scenarios. Past performance of the indices is no guarantee of future changes in the indices or of future indexed interest earnings for this product. The indices are used solely as a mechanism for calculating indexed interest.

### For use with your financial professional

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### Fixed and Indexed Account

Interest is not credited between the date premium is received and the date the contract is issued. Your contract will issue with the rate(s) and cap(s), if any, in effect as of the date the contract is issued. **The hypothetical values shown in each scenario use the current declared initial rate(s), spread(s) and cap(s). These rates remain unchanged in each scenario during all time periods. This is not likely to occur. Actual rates declared in subsequent contract years and indexed terms may be higher or lower than the initial rates and may differ from rates used for new contracts or for other contracts issued at different times. This means that your returns may be lower or higher than the returns shown.** Fixed interest is credited daily throughout the contract year. Indexed interest is credited at the end of an indexed term. Each interest account has a method of calculating and crediting interest. Refer to the Product Client Guide and Disclosure Statement for detailed information about interest rate calculation and application to each account.

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## Important disclosures

The Fidelity AIM® Dividend Index (the "Index") is a product of Fidelity Product Services LLC ("FPS") and has been licensed for use by The Lincoln National Life Insurance Company and its affiliates and reinsurers ("Lincoln"). Fidelity is a registered trademark of FMR LLC. The Index is the exclusive property of FPS and is made and compiled without regard to the needs, including, but not limited to, the suitability needs of Lincoln or any Lincoln annuity owner. Lincoln exercises sole discretion in determining whether and how the annuity will be linked to the value of the Index. FPS does not provide investment advice to owners of the annuity, and in no event shall any Lincoln annuity owner be deemed to be a client of FPS. Neither FPS nor any third party involved in, or related to, making or compiling the Index makes any representation regarding the Index, Index information, Index or market performance, annuities generally or the Lincoln annuity in particular, and Lincoln annuities are not sold, sponsored, endorsed or promoted by FPS or any other third party involved in, or related to, making or compiling the Index (including the Index calculation agent, as applicable). FPS disclaims all warranties, express or implied, including all warranties of merchantability or fitness for a particular use; does not guarantee the adequacy, accuracy, timeliness, and/or completeness of the Index or any data or communication related thereto; and assumes no liability for errors, omissions, or interruptions of the Fidelity AIM® Dividend Index.

All information presented prior to Index launch date is back-tested. Back-tested performance is not actual performance but is hypothetical. The back-test calculations are based on the same methodology that was in effect when the Index was officially launched. However, it should be noted that the historic calculations of an Economic Index may change from month to month based on revisions to the underlying economic data used in the calculation of the index. Another limitation of using back-tested information is that the back-tested calculation is generally prepared with the benefit of hindsight. Back-tested information reflects the application of the index methodology and selection of index components in hindsight. No hypothetical record can completely account for the impact of financial risk in actual trading. Past performance is not a guarantee of future results.

**Past performance of the indices is no guarantee of future changes in the indices or future indexed interest earnings for this contract. The indices are used solely to calculate the indexed account(s) interest.**

### Withdrawals and tax considerations

Withdrawals of taxable amounts from an annuity are subject to income tax, and a 10% penalty may apply to withdrawals prior to age 59½. Withdrawals have the effect of reducing the account value, death benefit, cash Surrender Value, and any other illustrated living benefits. The effects of taxes and early withdrawal tax penalties have not been reflected in this illustration. If these charges had been reflected, the Account Value would be lower.

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**Guarantees are subject to the claims-paying ability of the insurer.** They are not subject to 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. Restrictions on issue age, purchase payments and feature availability may vary by state.

### Other

*Lincoln OptiBlend® 7* fixed indexed annuity is issued on ICC1515-619 and state variations by The Lincoln National Life Insurance Company, Fort Wayne, Indiana, and distributed by Lincoln Financial Distributors and offered through agents and broker-dealers with effective selling agreements. The Lincoln National Life Insurance Company is not authorized nor does it solicit business in the state of New York. Certain states may refer to the product as an "equity indexed annuity".

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