

# Dividends may help boost returns in your portfolio

Especially in today's interest rate environment



Without the benefit of dividends, cumulative market returns would have been nearly 50% lower over the last 30 years.<sup>1</sup>

You purchase an Indexed Universal Life (IUL) policy for death benefit protection and growth potential. If you want to add *Lincoln WealthAccumulate*® 2 IUL and *Lincoln WealthPreserve*® 2 IUL to your financial portfolio and are looking for an indexed account built to focus on dividends, the Fidelity AIM® Dividend Index might be a good option. Your retirement income plan could potentially benefit from a strategy that's focused on dividends.

To highlight the power of dividends, let's look at an index with a long history that most investors know – the S&P 500 Index. We'll compare two scenarios to see how dividends have contributed to total returns during past market cycles.

The impact of dividends	
#1 Scenario	#2 Scenario
Returns during low interest rate environments	Returns after a bull market
Past performance <sup>1</sup>	
The 10-year Treasury stayed below 4% for 34 years, including all of the 1930s. <sup>2</sup>	The years during the 2000s followed an extended bull market run.
<b>1930s:</b> The average return of the S&P 500 Index was <b>-0.1%</b> , but dividends had a <b>5.4%</b> average return.	<b>2000s:</b> The average return of the S&P 500 Index was <b>-0.9%</b> , but dividends had a <b>1.8%</b> average return.
Present situation	
The 10-year Treasury has been below 4% for 11 straight years. <sup>2</sup>	March 2020 marked the end of longest bull market run in history – followed by an unpredictable market.

For illustrative purposes only. Does not represent an actual investment. Past performance is no guarantee of future results.

## So how can you benefit from current market conditions?

When you look at the similarities between past and present, it's clear that a strategy focused on dividends may boost returns during periods of market uncertainty. The Fidelity AIM Dividend Index provides exposure to high dividend stock with a treasury overlay, which may reduce volatility and deliver a steadier ride over time. Use one of the Fidelity AIM Dividend Index accounts for a strategy with a focus on dividends and provides downside protection.

<sup>1</sup> Percentages and statistics from Fidelity Investments and Morningstar, as of 12/31/18.

<sup>2</sup> [www.multpl.com/10-year-treasury-rate/table/by-year](http://www.multpl.com/10-year-treasury-rate/table/by-year).

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Talk with your financial professional about the benefits of a dividend-focused strategy.

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