

Is your retirement ready for you?



Susan K. Procelli, CRPC

Retirement Consultant

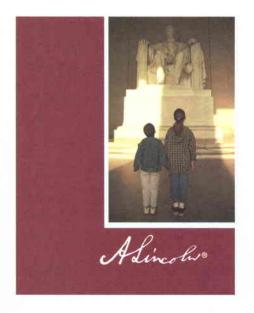


Lincoln Financial Advisors Corp.
phone 317 566-0027
toll free 866 278-2921
fax 260 455-0199
cell 317 645-6294

Susan.Procelli2@LFG.com

Mail to Address: 1950 E. Greyhound Pass Suite 18, PMB 103 Carmel, IN 46033





# A tradition of integrity

At Lincoln Financial Group, we have a heritage of helping companies find solutions to their funding and benefit needs—with the same honesty, integrity, and responsibility that you'd expect from our namesake. It's a legacy that we proudly and respectfully continue each day.

# The strength of Lincoln Financial Group® affiliates

We believe our continued commitment to strength and stability is indispensable to who we are and critical to your confidence in us. We are a proven industry leader in identifying and delivering sophisticated financial strategies and product solutions for the creation, protection, and utilization of capital. We are committed to assist companies in helping their employees and their families redefine their retirement because we don't believe retirement is an end—it's an opportunity for everyone to start doing what they were meant for all along.

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

©2008 Lincoln National Corporation

www.LincolnFinancial.com

LCN0803-2014193 EMM-000-07-0473 FLYR0386\_Z01 ECG\_3/08\_**Z01** 

Order code: EM-ECVR-FLY0386

Lincoln Financial Group is the marketing name for Lincoln National Corporation and its affiliates. Affiliates are separately responsible for their own financial and contractual obligations.



Hello future®



# Multi-Fund® investment tools

# Risk pyramid and option categories

Multi-Fund® is a variable annuity. Variable annuities are long-term retirement planning vehicles and can offer tax deferral, lifetime income, and death benefits to help meet financial needs and goals. Along with these benefits, variable annuities have limitations and expense charges. The risk pyramid and investment option categories are designed to help you make the choices that fit your investment style.

The investment pyramid illustrates the risk and potential return of each objective. As you move upward toward the highest level of the pyramid, the investment options within each objective provide you an increasing opportunity for higher returns. However, with greater return potential comes greater risk.



AllianceBernstein VPS Global Thematic Growth15

Delaware VIP® Smid Cap Growth2\* DWS Small Cap Index VIP2,4 LVIP Baron Growth Opportunities<sup>2</sup> LVIP SSgA Emerging Markets 1001,10 LVIP SSgA Small-Cap Index2,4 LVIP T. Rowe Price Structured Mid-Cap

Growth<sup>2</sup> Neuberger Berman AMT Mid-Cap Growth<sup>2</sup>

Long-term Growth

American Funds Global Growth<sup>1</sup> American Funds Growth American Funds International<sup>1</sup> Delaware VIP® Small Cap Value2\* DWS Equity 500 Index VIP⁴ Fidelity® VIP Contrafund® Fidelity® VIP Growth LVIP Cohen & Steers Global Real Estate<sup>1,5,9</sup>

LVIP Delaware Growth and Income\*

LVIP Delaware Social Awareness\*

LVIP Delaware Special Opportunities2\*

LVIP Janus Capital Appreciation LVIP Mondrian International Value<sup>1</sup> LVIP SSgA International Index1.4 LVIP SSqA S&P 500 Index4,12 LVIP Vanguard Domestic Equity ETF Fund<sup>11,14</sup> LVIP Vanguard International Equity ETF Fund1,11,14

MFS® VITUtilities5

# Growth & Income

AllianceBernstein VPS Growth and Income American Funds Growth-Income Delaware VIP® REIT5,9\* Delaware VIP® Value\* LVIP Wells Fargo Intrinsic Value

American Century VP Inflation Protection<sup>6</sup> Delaware VIP® Diversified Income6\* Delaware VIP® High Yield8\* LVIP Delaware Bond6\* LVIP Global Income<sup>1,6</sup> LVIP SSqA Bond Index46 PIMCO VIT Total Return<sup>6</sup>

# **Preservation of Capital**

LVIP Money Market3

Fixed Account<sup>†</sup> LVIP Delaware Diversified Floating Rate<sup>13\*</sup>

## Asset Allocation—Fund of Funds

BlackRock Global Allocation V.I.17 DWS Alternative Asset Allocation Plus

LVIP Delaware Foundation® Aggressive Allocation7\*

LVIP Delaware Foundation® Conservative Allocation7\*

LVIP Delaware Foundation® Moderate Allocation7\*

LVIP SSgA Global Tactical Allocation7,11

LVIP Protected Profile 2010<sup>11,15</sup>

LVIP Protected Profile 202011,15 LVIP Protected Profile 2030<sup>11,15</sup>

LVIP Protected Profile 2040<sup>11,15</sup>

LVIP Protected Profile 2050<sup>11,15</sup>

LVIP Conservative Profile<sup>11</sup>

LVIP Moderate Profile<sup>11</sup>

LVIP Moderately Aggressive Profile<sup>11</sup>

- Investing internationally involves risks not associated with investing solely in the United States, such as currency fluctuation, political risk, differences in accounting, and the limited availability of information.
- <sup>2</sup> Funds that invest in small- and/or mid-size company stocks typically involve greater risk, particularly in the short term, than those investing in larger, more established companies.
- 3 An investment in a money market fund is not insured or guaranteed by the FDIC or any other government agency. Although the Fund seeks to preserve the value of your investment at \$1.00 per share (or for the LVIP Money Market Fund \$10.00 per share), it is possible to lose money by investing in the Fund.
- <sup>4</sup> An index is unmanaged, and one cannot invest directly in an index.
- <sup>5</sup> Funds that concentrate investments in one region or industry may carry greater risk than more broadly diversified funds.

- <sup>6</sup> The return of principal in bond portfolios is not guaranteed. Bond portfolios have the same interest rate, inflation, credit, prepayment and market risks that are associated with the underlying bonds owned by the fund (or account).
- <sup>7</sup> Asset allocation does not ensure a profit, nor protect against loss in a declining
- <sup>8</sup> High yield portfolios may invest in high-yield or lower-rated fixed income securities (junk bonds), which may experience higher volatility and increased risk of nonpayment or default.
- REITs involve risks such as refinancing, economic conditions in the real estate industry, changes in property values, dependency on real estate management, and other risks associated with a portfolio that concentrates its investments in one sector or geographic region.
- 10 Investing in emerging markets can be riskier than investing in well-established foreign markets. International investing involves special risks not found in domestic investing, including increased political, social, and economic instability.

See remaining footnotes on the reverse side.

# Option categories

The style box illustration is designed to help you plan and maintain a diversified portfolio. Each investment option has been

	assigned to a specific style box on the basis of its current investment style.			
	Value	Blend	Growth	
Large-cap	AllianceBernstein VPS Growth and Income American Funds Growth-Income Delaware VIP® Value* LVIP Wells Fargo Intrinsic Value LVIP Mondrian International Value <sup>1</sup>	American Funds International!  DWS Equity 500 Index VIP4  Fidelity® VIP Contrafund®  LVIP Delaware Growth and Income*  LVIP Delaware Social  Awareness*  LVIP SSgA International Index!4  LVIP SSgA S&P 500 Index4.12  LVIP Vanguard Domestic Equity  ETF**!.14  LVIP Vanguard International  Equity ETF**!1.14	AllianceBernstein VPS Global Thematic Growth <sup>1,5</sup> American Funds Global Growth <sup>1</sup> American Funds Growth Fidelity® VIP Growth LVIP Janus Capital Appreciation	
Mid-cap	Delaware VIP® REIT <sup>5,9</sup> * LVIP Delaware Special Opportunities <sup>2</sup> * MFS® VIT Utilities <sup>5</sup>	LVIP Cohen & Steers Global Real Estate <sup>1,5,9</sup>	LVIP T. Rowe Price Structured Mid- Cap Growth <sup>2</sup> Neuberger Berman AMT Mid-Cap Growth <sup>2</sup>	
Small-cap	Delaware VIP® Small Cap Value <sup>2*</sup> LVIP SSgA Emerging Markets 100 <sup>1,10</sup>	DWS Small Cap Index VIP <sup>2,4</sup> LVIP SSgA Small-Cap Index <sup>2,4</sup>	Delaware VIP® Smid Cap Growth <sup>2</sup> * LVIP Baron Growth Opportunities <sup>2</sup>	
	Fixed/Guaranteed Money Market options	Bond options		
	Fixed Account <sup>†</sup> LVIP Delaware Diversified Floating Rate Fund <sup>13*</sup> LVIP Money Market <sup>3</sup>	Delaware VIP® Diversified Income <sup>6*</sup> Delaware VIP® High Yield <sup>8*</sup> LVIP Delaware Bond <sup>6*</sup>	LVIP Global Income <sup>16</sup> LVIP SSgA Bond Index <sup>46</sup> PIMCO VIT Total Return <sup>6</sup>	

# Asset Allocation — Fund of Funds

American Century VP Inflation

Protection<sup>6</sup>

BlackRock Global Allocation V.I.<sup>1,7</sup> DWS Alternative Asset Allocation Plus VIP15.7.11 LVIP Delaware Foundation® Aggressive Allocation7\* LVIP Delaware Foundation® Conservative Allocation7\* LVIP Delaware Foundation® Moderate Allocation7\* LVIP SSgA Global Tactical Allocation<sup>7,11</sup> LVIP Conservative Profile<sup>11</sup>

LVIP Moderate Profile"

LVIP Moderately Aggressive Profile<sup>11</sup> LVIP Protected Profile 2010<sup>11,15</sup>

LVIP Protected Profile 2020115 LVIP Protected Profile 2030<sup>11,15</sup>

LVIP Protected Profile 204011.15

LVIP Protected Profile 205011,15

Investment styles may change over time. Not all of the investment options within each category box may have the same characteristics, but hopefully this illustration will help you to determine how one investment option compares to the others available to you.

Growth: A growth-oriented portfolio will mostly contain companies that its portfolio manager believes have the potential to increase earnings faster than the rest of the market. These managers are generally willing to pay higher market multiples for the superior growth rates and profitability they anticipate. As a result, stocks in growth portfolios will tend to have higher price/earnings ratios and will generally pay little-to-no dividends.

Value: A value orientation focuses on stocks that the manager thinks are currently undervalued in price and believes will eventually see their worth recognized by the market. These managers are often referred to as "price-driven" investors, because they focus on stocks with low price/earnings ratios and/or above-average dividend yields as indicators of value.

Blend: A blend portfolio will mix the growth and value philosophies. This portfolio may contain growth stocks and value stocks, or it may contain stocks that exhibit both

Because Multi-Fund® variable annuity has multiple investment options to choose from, you can customize your choices to fit your needs and change them easily when your needs change.

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

# Hello future.®

©2011 Lincoln National Corporation

### www.LincolnFinancial.com

Lincoln Financial Group is the marketing name for Lincoln National Corporation and its affiliates.

Affiliates are separately responsible for their own financial and contractual obligations.

LCN1104-2053470 POD 5/11 Z06 Order code: MFE-PYRA-FLI102



- " Each Fund is operated as a fund of funds, which invests primarily in other funds rather than in individual securities. Funds of this nature may be more expensive other investment options.
- 12 "Standard & Poor's ", "S&P ", "S&P 500", Standard & Poor's 500", and "500" are trademarks of Standard & Poor's Financial Services LLC, a subsidiary of The McGraw-Hill Companies, Inc. and have been licensed for use by Lincoln Variable Insurance Products Trust and its affiliates. The Product is not sponsored, endorsed, sold or promoted by Standard & Poor's and Standard & Poor's makes no representation regarding the advisability of purchasing the Product.
- 19 Floating rate funds should not be considered alternatives to CDs or money market funds, and should not be considered as cash alternatives.
- 14 Exchange-traded funds (ETFs) in this lineup are available through collective trusts or mutual funds. Investors cannot invest directly in an ETF.
- <sup>15</sup> The target date is the approximate date when investors plan to retire or start withdrawing their money. Some target date funds make no changes in asset allocations after the target date is reached; other target date funds continue to make asset allocation changes following the target date (see prospectus for the fund's allocation strategy). The principal value is not guaranteed at any time, including at the target date.
- \* Investments in Delaware Investments VIP® Series and LVIP Delaware Funds managed by Delaware Investment Advisors, a series of Delaware Management Business Trust, are not and will not be deposits with or liabilities of Macquarie Bank Limited ABN 46008 583 542 and its holding companies, including their subsidiaries or related companies, and are subject to investment risk, including possible delays in prepayment and loss of income and capital invested. No Macquarie Group company guarantees or will guarantee the performance of the Series or Funds, the

- repayment of capital from the Series or Funds, or any particular rate of
- <sup>†</sup> The Fixed Account is part of the general assets of The Lincoln National Life Insurance Company.

Variable annuities are sold by prospectus. Consider the investment objectives, risks, charges and expenses of the variable annuity and its underlying investment options carefully before investing. The prospectus contains this and other information about the variable annuity and its underlying investment options. A prospectus is available by calling 800 4LINCOLN (800 454-6265) or 800 341-0441. Read it carefully before investing.

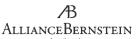
Multi-Fund® variable annuities (contract numbers 18829, 18831, 25982, 28645, 28883, 30070-B, and state variations) are issued by The Lincoln National Life Insurance Company, Fort Wayne, IN, and distributed by Lincoln Financial Distributors, Inc., a broker/dealer. The Lincoln National Life Insurance Company does not solicit business in the state of New York, nor is it authorized to do so. Contractual obligations are backed by the claims-paying ability of The Lincoln National Life Insurance Company.

Some investment options may not be available in all states and your employer may restrict the availability of some investment options. The investment return and principal value of an investment will fluctuate so that when withdrawn from the contract it may be worth more or less than the original cost. Not available in New York.



# Multi-Fund® Select variable annuity

Highlights

































PIMCO

STATE STREET GLOBAL ADVISORS









A variable annuity is a long-term investment product designed particularly for retirement purposes. Variable annuities contain both investment and insurance components and have fees and charges, including mortality and expense, administrative and advisory fees. The annuity's value fluctuates with the market value of the underlying investment options, and all assets accumulate tax-deferred.

Lincoln *Multi-Fund®* Select variable annuity offers a Fixed Account plus a variety of investment options from several leading fund managers within a single contract. Each has a distinctive approach and the experience of having weathered financial markets of every type. This means you enjoy diversification opportunities across all investment categories.

# Highlights include

- 100% of your contributions working for you
- Transfers among variable subaccounts without tax consequences (additional charge may apply for more than 12 transfers per contract year)
- · Competitive Fixed Account interest rate
- Contract loans (if available)
- No surrender charges for:
  - First partial withdrawals up to 15% of your contract value during any contract year
  - Annuity payments
  - Total and permanent disability of annuitant
  - Death of annuitant
  - Financial hardship/unforeseeable emergency
  - Retirement
  - Separation from service

# **Fixed Account restrictions**

Transfer of value from the fixed portion of the contract to any of the variable subaccounts is limited to 25% of the Fixed Account value in any 12-month period. While this restriction is not currently being enforced, Lincoln reserves the right to impose the limit at any time in the future without advance notice.

# Surrender fees

The surrender charge applies to the amount withdrawn as follows: 6%, 6%, 6%, 5%, 4%, 3%, 2%, 1%, and 0% thereafter. These fees would apply to withdrawals in excess of 15% of the amount withdrawn each year.

# Guaranteed minimum death benefit

This benefit guarantees that, prior to commencement of annuity payments and upon the death of the participant, the greater of the following amounts will be paid:

- Net purchase payments
- Contract value less any outstanding loan balance

2053494 Page 1 of 2

# Asset charges

The annual asset charges range from 1.54% to 3.14%, depending on the investment options selected, and are reflected in the daily unit values. The charges include: 1) investment management; 2) mortality expense guarantees; 3) administrative expenses; and 4) fund distribution expenses, such as 12b-1. The asset charges do not apply to amounts held in the Fixed Account.

# No administrative maintenance fee

# Convenient information access

You have direct access to your account 24 hours a day from your personal computer or telephone. Once you've registered, you can use this service to obtain:

- Account balances
- Transfer transactions

Unit values

- Withdrawals
- Performance
- Other special information

You also may register for e-delivery of prospectuses, annual reports and semiannual reports.

# How to access your account online

- Enter www.LincolnFinancial.com, login: Employer Retirement Plans
- For new users, click Register Now; under Policy/Account Holders, select Employer Retirement Plans

You may want to bookmark this URL for future access.

Dial 800 4LINCOLN (800 454-6265) for Lincoln Retirement Interactive Voice Response (IVR) or to speak with a customer service representative.

# Hello future.®

©2011 Lincoln National Corporation

www.LincolnFinancial.com Login: Employer Retirement Plans

Lincoln Financial Group is the marketing name for Lincoln National Corporation and its affiliates.

Affiliates are separately responsible for their own financial and contractual obligations.

LCN1104-2053494 ECG 5/11 **Z05 Order code: MFE-S195-FST023** 



This material was prepared to support the promotion and marketing of a variable annuity product. Lincoln Financial Group® affiliates, their distributors, and their respective employees, representatives, and/or insurance agents do not provide tax, accounting, or legal advice. Any tax statements contained herein were not intended or written to be used, and cannot be used, for the purpose of avoiding U.S. federal, state, or local tax penalties. Please consult your own independent advisor as to any tax, accounting, or legal statements made herein.

Variable annuities are long-term investment products designed for retirement purposes and are subject to market fluctuation, investment risk, and possible loss of principal. Variable annuities contain both investment and insurance components and have fees and charges, including mortality and expense, administrative, and advisory fees. Optional features are available for an additional charge. The annuity's value fluctuates with the market value of the underlying investment options, and all assets accumulate tax-deferred. Withdrawals of earnings are taxable as ordinary income and, if taken prior to age 59½, may be subject to a 10% federal tax penalty. Withdrawals will reduce the death benefit and cash surrender value.

Investors are advised to consider the investment objectives, risks, and charges and expenses of the variable annuity and

its underlying investment options carefully before investing. The applicable variable annuity prospectus contains this and other important information about the variable annuity and its underlying investment options. Please call 800 4LINCOLN (800 454-6265) for a free prospectus. Read it carefully before investing or sending money. Products and features are subject to state availability.

Multi-Fund\* variable annuities (contract numbers 18829, 18831, 25982, 28645, 28883, 30070-B, 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 backed by the claims-paying ability of The Lincoln National Life Insurance Company.

Some investment options may not be available in all states, and your employer may restrict the availability of some investment options. The investment return and principal value of an investment will fluctuate so that when withdrawn from the contract it may be worth more or less than the original cost.

There is no additional tax-deferral benefit for an annuity contract purchased in an IRA or other tax-qualified plan. Not available in New York.