

# Put the Power of Zero to work for you



## The Power of Zero: How does it work?

People nearing retirement today are understandably concerned about preserving their wealth. With a fixed indexed annuity, you can stop worrying over losses from market volatility.

Lincoln fixed indexed annuities offer indexed accounts that use crediting calculations based on the performance of the S&P 500 Index. Once the index percentage change is calculated, it determines what your account earns. Plus, you never have to worry about recovering from negative index changes, because the indexed account is never credited less than 0%.

See for yourself how the Power of Zero can give you a unique opportunity to save for retirement. The hypothetical chart below compares a Lincoln fixed indexed annuity with a hypothetical investment of the same amount that mirrors the performance of the S&P 500 Index. The example assumes:

- \$100,000 premium allocated to a 2-Year Point-to-Point Indexed Account<sup>1</sup>
- Indexed interest cap of 12%
- No withdrawals

### Power of Zero

**When the index percentage change is negative for the specified indexed term:**

The indexed account is credited 0% rather than a negative rate. This prevents loss of principal and previously earned interest, keeping the account value intact. When the S&P 500 fell almost 20% over the 2000–01 indexed term, the indexed account was credited 0% and the account value remained at \$100,000.

### Growth potential

**When the index percentage change is positive for the specified indexed term:**

Money in the indexed account is credited a positive interest rate up to the indexed interest cap. As you can see, the S&P 500 Index grew by over 16% during the 2004–05 indexed term, but the indexed account was credited the indexed interest cap of 12%.

### Added benefit

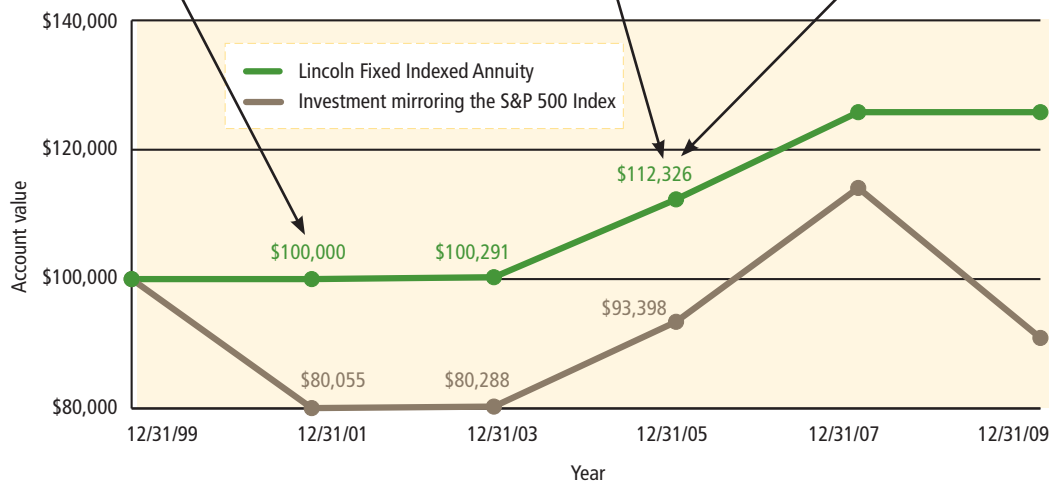
**No need to recover from negative returns:**

Since the indexed accounts never earn a negative interest rate, you never have to recover from losses before you can benefit from a positive index percentage change. With a positive percentage change over the 2004–05 indexed term, the indexed account value increased, even though the S&P 500 had not fully recovered its losses from the previous six years.

<sup>1</sup>For information on other indexed accounts and indexed account crediting calculations, including when the S&P 500 Index has no percentage change, please refer to the product-specific Disclosure Statement, Client Guide, and Facts At-A-Glance.

In the event that the index percentage change is 0% for every indexed term, you would receive no less than the Guaranteed Minimum Cash Surrender Value upon surrender. Please see the product-specific Disclosure Statement, Client Guide, and Facts At-A-Glance.

Indexed interest is credited and compounded at the end of the indexed term. If any withdrawals are taken from an indexed interest account, the amount withdrawn will not receive any indexed interest for that term.





**With a fixed indexed annuity, you can stop worrying over losses and put the Power of Zero to work. Get growth potential and the protection of zero with a Lincoln fixed indexed annuity.**

[Name]

[Phone]

[E-mail address]

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A fixed indexed 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. The index used is a price index and does not reflect dividends paid on the underlying stocks.

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The exact terms of the annuity are contained in the contracts and any attached riders, which will control the appropriate 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.

Purchase of the contract through a qualified plan does not provide any additional tax-deferral benefits beyond those already provided through the plan. If you are purchasing the contract through a qualified plan, you should consider purchasing it for its death benefit, annuity payment options, and other non-tax related benefits.

Income taxes are due upon withdrawal and if withdrawn before age 59½, a 10% federal penalty tax may apply. Withdrawals and surrenders may be subject to surrender charges and a market value adjustment.

Lincoln fixed indexed annuities 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.**

Contract may be referred to as "certificate" in certain states (certificate may not be available in all states). The certificate is a group annuity certificate issued under a group annuity contract issued by The Lincoln National Life Insurance Company to a group annuity trust.

Product and features are subject to state availability. Limitations and exclusions may apply. Product is not available in New York.

Not a deposit
Not FDIC-insured
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May go down in value

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