

Wealth protection and growth potential

Lincoln OptiBlend® 10 fixed indexed annuity

Valued Client

Owner

Gender: Male Age: 65

Valued Client

Annuitant

Gender: Male Age: 65

Prepared by

Valued Agent

Prepared on: 02/15/2021

State of issue North Carolina

Nonqualified

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A fixed indexed annuity is intended for retirement or other long-term needs. It offers 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 quaranteed.

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

1 Principal protection

Protect your Account Value from down markets. Interest credited will never be less than 0%.

2 Growth potential

Grow your Account Value based on your allocations in the Fixed Account and/or indexed account(s).

3 Flexibility

Reallocate your money across the buckets as your needs change.

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 February 15, 2021



1 Year Fidelity AIM Dividend Participation

Participation Rate: 65.00%

- 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.



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

Spread: 1.00%

- 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.

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 Account Summary			
End of Year	Age	Premiums	Withdrawals	Interest Credited Rate	Interest Credited	Account Value	Death Benefit	Guaranteed Minimum Cash Surrender Value ¹
At Issue	65	\$100,000				\$100,000		
1	66		\$5,000	11.26%	\$11,261	\$106,261	\$106,261	\$83,375
2	67		\$5,000	4.89%	\$5,201	\$106,462	\$106,462	\$79,209
3	68		\$5,000	5.71%	\$6,075	\$107,537	\$107,537	\$75,001
4	69		\$5,000	2.60%	\$2,796	\$105,334	\$105,334	\$70,751
5	70		\$5,000	18.06%	\$19,019	\$119,352	\$119,352	\$66,458
6	71		\$5,000	9.16%	\$10,933	\$125,285	\$125,285	\$62,123
7	72		\$5,000	11.57%	\$14,494	\$134,779	\$134,779	\$57,744
8	73		\$5,000	6.79%	\$9,152	\$138,932	\$138,932	\$53,322
9	74		\$5,000	6.72%	\$9,335	\$143,267	\$143,267	\$48,855
10	75		\$5,000	1.25%	\$1,797	\$140,064	\$140,064	\$44,343
11	76		\$5,000	1.19%	\$1,663	\$136,727	\$136,727	\$45,830
12	77		\$5,000	0.89%	\$1,213	\$132,940	\$132,940	\$40,876
13	78		\$5,000	7.02%	\$9,327	\$137,266	\$137,266	\$35,916
14	79		\$5,000	4.03%	\$5,528	\$137,794	\$137,794	\$30,952
15	80		\$5,000	2.51%	\$3,463	\$136,257	\$136,257	\$25,983
16	81		\$5,000	7.85%	\$10,697	\$141,954	\$141,954	\$21,009
17	82		\$5,000	4.65%	\$6,599	\$143,553	\$143,553	\$16,030
18	83		\$5,000	0.00%	\$0	\$138,553	\$138,553	\$11,046
19	84		\$5,000	4.52%	\$6,265	\$139,818	\$139,818	\$6,057
20	85		\$5,000	4.49%	\$6,273	\$141,091	\$141,091	\$1,063
21	86		\$5,000	1.27%	\$1,785	\$137,876	\$137,876	\$0
22	87		\$5,000	3.75%	\$5,175	\$138,051	\$138,051	\$0
23	88		\$5,000	8.60%	\$11,867	\$144,918	\$144,918	\$0
24	89		\$5,000	3.60%	\$5,221	\$145,139	\$145,139	\$0
25	90		\$5,000	0.00%	\$0	\$140,139	\$140,139	\$0
26	91		\$5,000	3.75%	\$5,252	\$140,391	\$140,391	\$0
27	92		\$5,000	12.80%	\$17,974	\$153,365	\$153,365	\$0
28	93		\$5,000	0.00%	\$0	\$148,365	\$148,365	\$0





Hypothetical (1/1/1991 - 1/1/2021)

				Y	our Account Summary			
End of Year	Age	Premiums	Withdrawals	Interest Credited Rate	Interest Credited	Account Value	Death Benefit	Guaranteed Minimum Cash Surrender Value ¹
29	94		\$5,000	8.93%	\$13,247	\$156,612	\$156,612	\$0
30	95		\$5,000	0.14%	\$213	\$151,825	\$151,825	\$0
		\$100,000 Total Premium	\$150,000 Total withdrawals	5.27% Average ²	\$201,825 Total interest credited			

¹The 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.

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



Guaranteed minimum (0% credited on indexed account)

					Your Account Summary			
				Interest				Guaranteed
End of Year	Age	Premiums	Withdrawals	Credited Rate	Interest Credited	Account Value	Death Benefit	Minimum Cash Surrender Value ¹
At Issue	65	\$100,000				\$100,000		
1	66		\$5,000	0.00%	\$0	\$95,000	\$95,100	\$83,375
2	67		\$5,000	0.00%	\$0	\$90,000	\$90,195	\$79,209
3	68		\$5,000	0.00%	\$0	\$85,000	\$85,285	\$75,001
4	69		\$5,000	0.00%	\$0	\$80,000	\$80,371	\$70,751
5	70		\$5,000	0.00%	\$0	\$75,000	\$75,451	\$66,458
6	71		\$5,000	0.00%	\$0	\$70,000	\$70,526	\$62,123
7	72		\$5,000	0.00%	\$0	\$65,000	\$65,597	\$57,744
8	73		\$5,000	0.00%	\$0	\$60,000	\$60,663	\$53,322
9	74		\$5,000	0.00%	\$0	\$55,000	\$55,723	\$48,855
10	75		\$5,000	0.00%	\$0	\$50,000	\$50,779	\$44,343
11	76		\$5,000	0.00%	\$0	\$45,000	\$45,830	\$45,830
12	77		\$5,000	0.00%	\$0	\$40,000	\$40,876	\$40,876
13	78		\$5,000	0.00%	\$0	\$35,000	\$35,916	\$35,916
14	79		\$5,000	0.00%	\$0	\$30,000	\$30,952	\$30,952
15	80		\$5,000	0.00%	\$0	\$25,000	\$25,983	\$25,983
16	81		\$5,000	0.00%	\$0	\$20,000	\$21,009	\$21,009
17	82		\$5,000	0.00%	\$0	\$15,000	\$16,030	\$16,030
18	83		\$5,000	0.00%	\$0	\$10,000	\$11,046	\$11,046
19	84		\$5,000	0.00%	\$0	\$5,000	\$6,057	\$6,057
20	85		\$5,000	0.00%	\$0	\$0	\$0	\$0
21	86		\$0	0.00%	\$0	\$0	\$0	\$0
22	87		\$0	0.00%	\$0	\$0	\$0	\$0
23	88		\$0	0.00%	\$0	\$0	\$0	\$0
24	89		\$0	0.00%	\$0	\$0	\$0	\$0
25	90		\$0	0.00%	\$0	\$0	\$0	\$0
26	91		\$0	0.00%	\$0	\$0	\$0	\$0
27	92		\$0	0.00%	\$0	\$0	\$0	\$0
28	93		\$0	0.00%	\$0	\$0	\$0	\$0



Guaranteed minimum (0% credited on indexed account)

					Your Account Summary			
End of Year	Age	Premiums	Withdrawals	Interest Credited Rate	Interest Credited	Account Value	Death Benefit	Guaranteed Minimum Cash Surrender Value ¹
29	94		\$0	0.00%	\$0	\$0	\$0	\$0
30	95		\$0	0.00%	\$0	\$0	\$0	\$0
		\$100,000 Total Premium	\$100,000 Total withdrawals	0.00% Average ²	\$0 Total interest credited			

¹The 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.

²The 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	Withdrawals
At Issue	65	\$100,000	
1	66		\$5,000
2	67		\$5,000
3	68		\$5,000
4	69		\$5,000
5	70		\$5,000
6	71		\$5,000
7	72		\$5,000
8	73		\$5,000
9	74		\$5,000
10	75		\$5,000
		\$100,000 Total	\$50,000 Total

Premium

Total

Premium

withdrawals

Total withdrawals

GROWTH POTENTIAL IN AN UP MARKET

Based on the hypothetica	Based on the hypothetical returns from 1/1/1991 – 1/1/2001			
Interest Credited Rate	Interest Credited	Account Value		
		\$100,000		
11.26%	\$11,261	\$106,261		
4.89%	\$5,201	\$106,462		
5.71%	\$6,075	\$107,537		
2.60%	\$2,796	\$105,334		
18.06%	\$19,019	\$119,352		
9.16%	\$10,933	\$125.285		
11.57%	\$14.494	\$134,779		
6.79%	\$9,152	\$138,932		
6.72%	\$9,335	\$143,267		
1.25%	\$1,797	\$140,064		
7.80% Average ¹	\$90,063 Total interest credited	, ,,,		

Death Benefit	Guaranteed Minimum Cash Surrender Value
\$106,261	\$83,375
\$106,462	\$79,209
\$107,537	\$75,001
\$105,334	\$70,751
\$119,352	\$66,458
\$125,285	\$62,123
\$134,779	\$57,744
\$138,932	\$53,322
\$143,267	\$48,855
\$140,064	\$44,343

WEALTH PROTECTION IN A DOWN MARKET

End of Year	Age	Premiums	Withdrawals
At Issue	65	\$100,000	
1	66		\$5,000
2	67		\$5,000
3	68		\$5,000
4	69		\$5,000
5	70		\$5,000
6	71		\$5,000
7	72		\$5,000
8	73		\$5,000
9	74		\$5,000
10	75		\$5,000
		\$100,000	\$50,000

Based on the hypothetical returns from 1/1/2000 – 1/1/2010		
Interest Credited Rate	Interest Credited	Account Value
		\$100,000
1.77%	\$1,773	\$96,773
1.71%	\$1,655	\$93,428
1.27%	\$1,188	\$89,61
6.87%	\$6,153	\$90,768
4.13%	\$3,746	\$89,514
2.25%	\$2,012	\$86,52
7.52%	\$6,506	\$88,03
5.01%	\$4,414	\$87,44
0.00%	\$0	\$82,44
4.30%	\$3,542	\$80,98
3.48% Average ¹	\$30,989 Total interest credited	

Death Benefit	Guaranteed Minimum Cash Surrender Value
\$96,773	\$83,375
\$93,428	\$79,209
\$89,615	\$75,001
\$90,768	\$70,751
\$89,514	\$66,458
\$86,525	\$62,123
\$88,031	\$57,744
\$87,445	\$53,322
\$82,445	\$48,855
\$80,987	\$44,343

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



How it works during different time periods continued

End of Withdrawals Year Age **Premiums** At Issue 65 \$100,000 \$5,000 66 67 \$5,000 \$5,000 68 69 \$5,000 \$5,000 70 71 \$5,000 \$5,000 72 73 \$5,000 74 \$5,000 75 10 \$5,000 \$100,000 \$50,000 Total Total

Premium

withdrawals

	Based on the hypothetical returns from 1/1/2011 - 1/1/2021			
Interest Credited Rate	Interest Credited	Account Value		
		\$100,000		
1.63%	\$1,629	\$96,629		
3.82%	\$3,688	\$95,318		
8.38%	\$7,984	\$98,302		
3.70%	\$3,638	\$96,940		
0.00%	\$0	\$91,940		
3.81%	\$3,505	\$90,445		
12.47%	\$11,282	\$96,727		
0.00%	\$0	\$91,727		
8.85%	\$8,115	\$94,842		
0.17%	\$164	\$90,007		
4.28 % Average ¹	\$40,005 Total interest credited			

GROWTH AND PROTECTION THE PAST 10 YEARS

Death Benefit	Guaranteed Minimum Cash Surrender Value
\$96,629	\$83,375
\$95,318	\$79,209
\$98,302	\$75,001
\$96,940	\$70,751
\$91,940	\$66,458
\$90,445	\$62,123
\$96,727	\$57,744
\$91,727	\$53,322
\$94,842	\$48,855
\$90,007	\$44,343





Hypothetical account details

YOUR WEALTH PROTECTION AND GROWTH POTENTIAL

				1 Year Fidelit	y AIM Dividend Par	ticipation	1 Year S&P 500 5% Daily Risk Control Spread		
End of Year	Age	Premiums	Withdrawals ¹	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		\$5,000	10.03%	6.52%	\$25,433	13.84%	12.84%	\$80,828
2	67		\$5,000	7.12%	4.63%	\$25,416	5.98%	4.98%	\$81,046
3	68		\$5,000	8.62%	5.60%	\$25,647	6.74%	5.74%	\$81,891
4	69		\$5,000	7.66%	4.98%	\$25,703	2.86%	1.86%	\$79,630
5	70		\$5,000	-2.97%	0.00%	\$24,670	24.88%	23.88%	\$94,683
6	71		\$5,000	7.14%	4.64%	\$24,825	11.34%	10.34%	\$100,460
7	72		\$5,000	12.74%	8.28%	\$25,919	13.38%	12.38%	\$108,861
8	73		\$5,000	-2.23%	0.00%	\$25,018	9.41%	8.41%	\$113,913
9	74		\$5,000	3.62%	2.35%	\$24,743	8.68%	7.68%	\$118,523
10	75		\$5,000	10.47%	6.81%	\$25,517	1.09%	0.09%	\$114,547
11	76		\$5,000	10.03%	6.52%	\$26,221	-1.06%	0.00%	\$110,506
12	77		\$5,000	7.12%	4.63%	\$26,440	-4.58%	0.00%	\$106,500
13	78		\$5,000	8.62%	5.60%	\$26,939	8.37%	7.37%	\$110,327
14	79		\$5,000	7.66%	4.98%	\$27,290	4.79%	3.79%	\$110,504
15	80		\$5,000	-2.97%	0.00%	\$26,324	4.13%	3.13%	\$109,933
16	81		\$5,000	7.14%	4.64%	\$26,609	9.62%	8.62%	\$115,345
17	82		\$5,000	12.74%	8.28%	\$27,843	4.81%	3.81%	\$115,710
18	83		\$5,000	-2.23%	0.00%	\$26,873	-4.43%	0.00%	\$111,680
19	84		\$5,000	3.62%	2.35%	\$26,556	6.04%	5.04%	\$113,262
20	85		\$5,000	10.47%	6.81%	\$27,393	4.94%	3.94%	\$113,698
21	86		\$5,000	10.03%	6.52%	\$28,157	-0.88%	0.00%	\$109,719
22	87		\$5,000	7.12%	4.63%	\$28,430	4.53%	3.53%	\$109,621
23	88		\$5,000	8.62%	5.60%	\$29,021	10.37%	9.37%	\$115,897
24	89		\$5,000	7.66%	4.98%	\$29,451	4.26%	3.26%	\$115,688
25	90		\$5,000	-2.97%	0.00%	\$28,436	-2.06%	0.00%	\$111,703
26	91		\$5,000	7.14%	4.64%	\$28,734	4.52%	3.52%	\$111,657
27	92		\$5,000	12.74%	8.28%	\$30,130	14.97%	13.97%	\$123,234
28	93		\$5,000	-2.23%	0.00%	\$29,148	-0.05%	0.00%	\$119,217

Protection: Your Account Value was protected from loss.





Hypothetical account details

YOUR WEALTH PROTECTION AND GROWTH POTENTIAL

				1 Year Fidelit	y AIM Dividend Parti	cipation	1 Year S&P 500 5% Daily Risk Control Spread			
End of Year	Age	Premiums	Withdrawals ¹	Index Return	Your Interest Credited Rate	Account Value	Index Return	Your Interest Credited Rate	Account Value	
29	94		\$5,000	11.95%	7.77%	\$30,440	10.21%	9.21%	\$126,172	
30	95	\$5,000		1.04%	0.68%	\$29,668	1.01%	0.01%	\$122,156	
		\$100,000 Total Premium	\$150,000 Total withdrawals	6.18% Average	4.36% Average ²		5.92 % Average	5.56% Average ²		

Prot

Protection: Your Account Value was protected from loss.

¹ Withdrawals are deducted from the Fixed Account and proportionally from the indexed accounts.

²The 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 quaranteed 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	8	9	10
Surrender charge %	9%	9%	8%	7%	6%	5%	4%	3%	2%	1%

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*® 10 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.

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 4th, 1957. The Fidelity AIM Dividend Index is July 31st, 2019. The S&P 500 Daily Risk Control 5% Index is September 10th, 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

This material was prepared to show the operation of an insurance product issued by The Lincoln National Life Insurance Company or Lincoln Life & Annuity Company of New York (Lincoln insurer), based on the options, features and assumptions you or your financial professional specified. This illustration, and the options, features or assumptions on which it is based, are not intended to be, and should not be, viewed as specific investment advice or any suggestion or recommendation by the Lincoln insurer or any of its employees for you or your investment situation. The Lincoln insurer, its respective employees, representatives, and/or insurance agents do not provide tax, accounting, or legal advice.

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), cap(s) and spread(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. 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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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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Other

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