

The Power of Zero

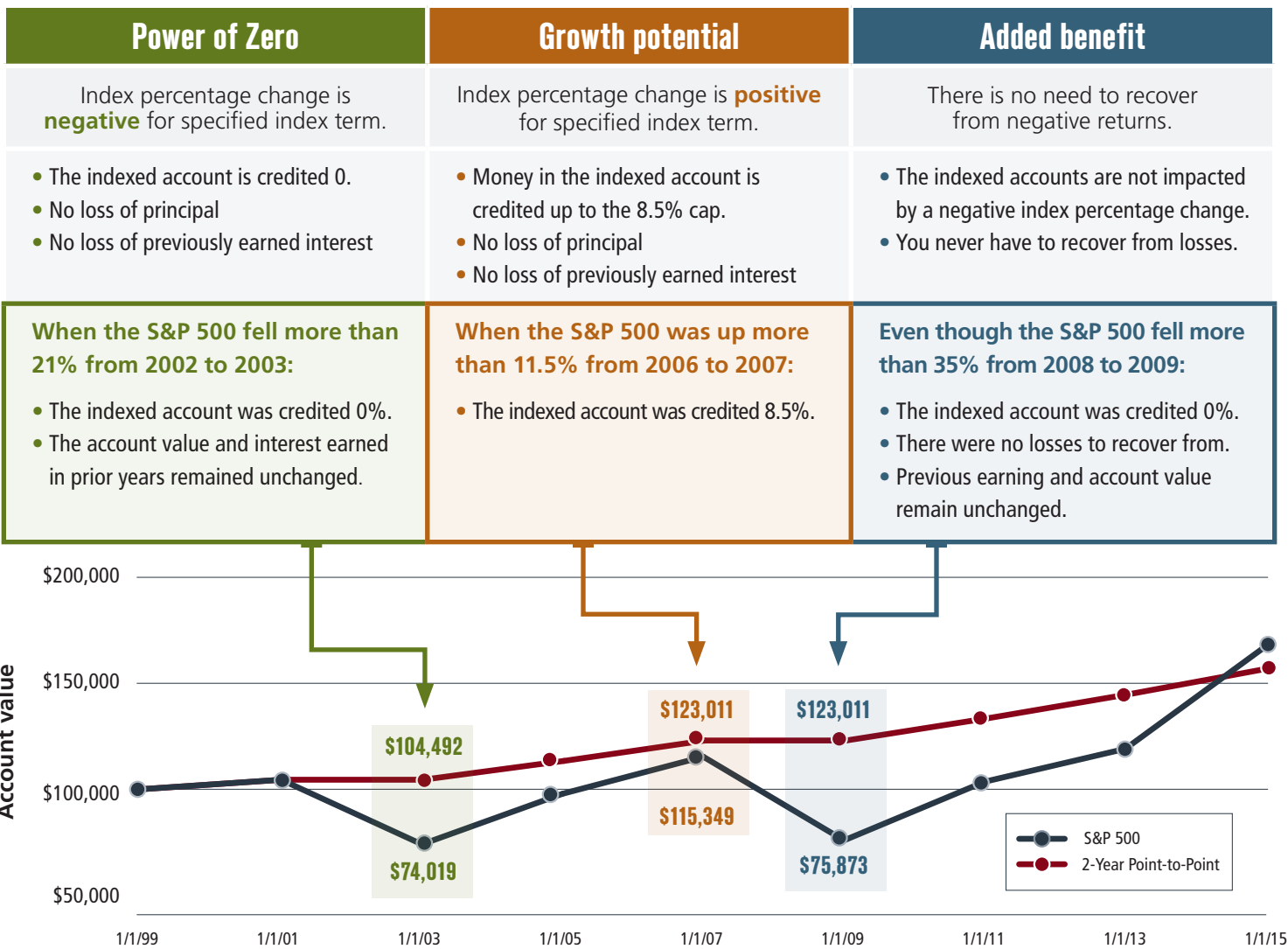
Capture growth opportunities and hedge against market volatility

As you near retirement, you want to help protect your savings from market losses. With a Lincoln fixed indexed annuity, you can stop worrying about market volatility and focus on growth opportunities. The annuity's indexed accounts have credited interest based on the performance of the S&P 500 Index. Even in a down market, your accounts never earn less than 0%. That's the Power of Zero.

This chart 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 Account¹
- Indexed interest cap of 8.5%
- No withdrawals



Data source: Stock Performance Guide, "S&P 500 Index Yearly Returns," 1Stock1.com, http://www.1stock1.com/1stock1_141.htm, accessed December 2, 2015.

¹For information on other indexed accounts and indexed account crediting calculations, including when the S&P 500 Index has no percentage change, please review your fixed indexed annuity Disclosure Statement, Client Guide, and Facts At-A-Glance. Indexed interest is credited and compounded at the end of the indexed term. A new indexed interest cap is declared for each one-year indexed term and will never be less than 3.00%. If any withdrawals are taken from an indexed interest account, the amount withdrawn will not receive any indexed interest for that term. It is not possible to invest directly in an index. Past performance is no guarantee of future results.

Insurance products issued by:
The Lincoln National Life Insurance Company
Lincoln Life & Annuity Company of New York

Growth potential and loss protection

Ask your advisor about the Power of Zero.

Find out how you can do more for your retirement with a Lincoln fixed indexed annuity.

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

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Order code: FA-ZERO-FLI002



You're In Charge®

Important information

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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 indexed 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.

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 subject to the claims-paying ability of The Lincoln National Life Insurance Company.**

Contracts issued in New York are issued by Lincoln Life & Annuity Company of New York, Syracuse, NY, and distributed by Lincoln Financial Distributors, Inc., a broker-dealer. **Contractual obligations are subject to the claims-paying ability of Lincoln Life & Annuity Company of New York.**

Contract may be referred to as "policy" or "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 issuing company to a group annuity trust.

The exact terms of the annuity are contained in the contracts and any attached riders, endorsements and amendments, which will control the issuing company's contractual obligations. For more information about the annuity, please also read the Client Guide, Disclosure Statement and Facts At-A-Glance, or contact your representative.

Income taxes are due upon withdrawal and if withdrawn before age 59½, an additional 10% federal tax may apply. Withdrawals and surrenders may be subject to surrender charges and a Market Value Adjustment.

There is no additional tax-deferral benefit for contracts purchased in an IRA or other tax-qualified plan, since they are already afforded tax-deferred status.

Product and features are subject to state availability. Limitations and exclusions may apply.