

Retirement planning with cash value life insurance

LIFE SOLUTIONS

Client Guide

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

3157464

Not insured by any federal government agency	Not a deposit	Not FDIC-insured
May go down in value	Not guaranteed by any bank or savings association	

The confidence to meet your retirement income goals

As you plan for retirement, consider that you will need approximately 70% to 80% of what you've earned while working to maintain your lifestyle. Once you've maxed out contributions to your retirement plans or Roth IRAs, there still may be a significant shortfall. Life insurance is an asset that can complement your portfolio to help you meet both your retirement income and financial protection goals.

In retirement, Social Security only replaces a portion of your earnings. The more you earned, the higher your benefit, but the lower your replacement rate.

Social Security retirement benefits only replace a small percentage of income¹

Annual salary	Current Social Security retirement benefit	Current Social Security percentage of income replacement
\$25,000	\$12,780	51%
\$50,000	\$18,732	37%
\$75,000	\$24,672	33%
\$100,000	\$30,072	30%



Most retired individuals rely on three income sources:



Employer-sponsored retirement benefits



Personal savings

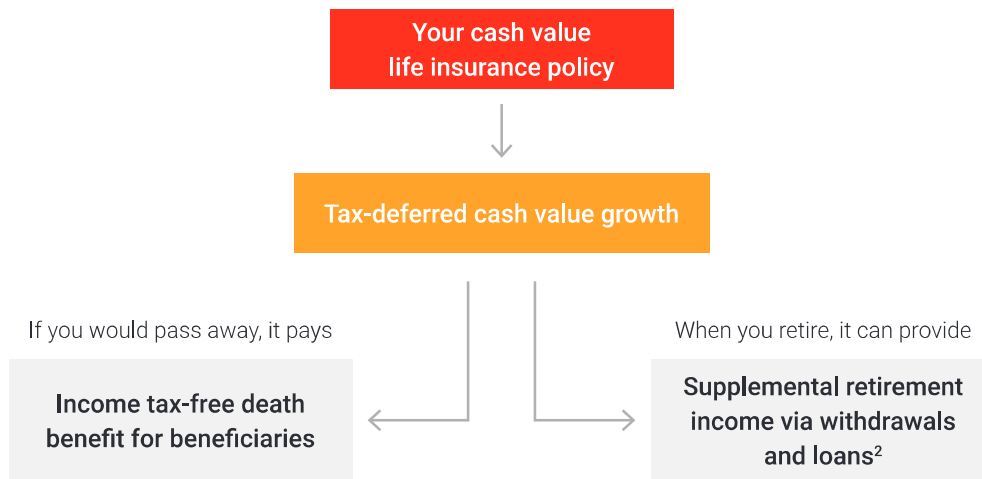


Social Security

¹ Social Security Administration, <https://www.ssa.gov/OACT/quickcalc/index.html>.

What cash value life insurance can do for your retirement portfolio

Not only does it provide financial security for your loved ones with a death benefit that can replace income or pay expenses, but your policy's cash value can accumulate tax-deferred, giving you the ability to supplement your retirement income.



Choose a policy backed by the strength of Lincoln

When you're planning for your future, it's smart to choose a cash value life insurance policy that offers the advantages you want. It's also important to consider the financial strength of the life insurance issuing company.

Since 1905, Lincoln Financial has remained committed to helping Americans plan for retirement, prepare for the unexpected, and protect their wealth from taxes, long-term health costs, longevity, inflation, and market risk. We have continued to keep our promises through challenging financial times, including the Great Depression and the Financial Crisis of 2008. When other companies failed, we remained strong and prospered.

Today, millions of Americans rely on us for the knowledge, experience and solutions to help them meet their goals.

² Loans and withdrawals reduce a policy's cash surrender value and death benefit, may cause the policy to lapse, and may have tax implications. Withdrawals and surrenders are tax-free up to your cost basis, provided your policy is not a modified endowment contract (MEC). A MEC policy is one in which the life insurance limits exceed certain high levels of premium, or the cumulative premium payments exceed certain amounts specified under the Internal Revenue Code. For policies that are MECs, distributions during the life of the insured, including loans, are first treated as taxable to the extent of income in the contract, and an additional 10% federal income tax may apply for withdrawals made prior to age 59½. Loans are not considered income and are not taxed.



Ask your financial professional about meeting your retirement goals with cash value life insurance.

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

©2020 Lincoln National Corporation

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.

LCN-3157464-070920
POD 7/20 **Z02**

Order code: LIF-LIRP-FLI001
20-002497



Important information

Lincoln life insurance policies 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.**

Policies sold 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.

All guarantees and benefits of the insurance policy are subject to the claims-paying ability of the issuing insurance company. They are not backed by the broker-dealer and/or insurance agency selling the policy, or any affiliates of those entities other than the issuing company affiliates, and none makes any representations or guarantees regarding the claims-paying ability of the issuer.

Products, riders and features are subject to state availability. Limitations and exclusions may apply.