

Your Lincoln Long-Term CareSM Advantage

Lincoln ChoicePlus AssuranceSM

variable annuity

Valued Client

Owner

Gender: Female

Age: 60

Valued Client

Annuitant

Gender: Female

Age: 60

Prepared by

Edward Simms

913-558-6958

The Leaders Group Inc

Prepared on: 12/11/2019

State of issue

Kansas

Series (B Share)

Nonqualified

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A variable annuity is a long-term investment product that can offer protected lifetime income through optional benefits for guaranteed growth and income (available for an additional charge), access to leading investment managers, and beneficiary protection (which may have an additional charge). All contract and rider guarantees, including those for optional benefits, are subject to the claims-paying ability of the issuing insurance company. To decide if a variable annuity is right for you, consider that its value will fluctuate; it's subject to investment risk and possible loss of principal; and there are costs associated such as mortality and expense, administrative and advisory fees.

The purpose of this illustration is to demonstrate how the performance of the underlying subaccounts could affect the annuity's account value, death benefit, and other optional benefits and features over an extended period of time. The hypothetical rates and values depicted on the following pages are illustrative only and are not intended to predict or project performance. The values reflect required quarterly rebalancing of the subaccounts selected, as applicable, and the deduction of all applicable charges and expenses.

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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 Help protect my savings from long-term care costs
- 2 Help maximize my investment for long-term care costs
- 3 Beneficiary protection
- ✓ Manage the impact of long-term care expenses with a tax-advantaged solution
- ✓ Triple your original investment for future long-term care benefits
- ✓ Protect your loved ones

YOUR INVESTMENT

\$200,000

Your asset allocation

Equity: 80%
Fixed Income: 20%

For the investment options selected see page 9.

LINCOLN LONG-TERM CARESM ADVANTAGE

How it works

Every dollar invested turns into three dollars of future tax-free long-term care benefits. Your total long-term care benefit may increase annually based on your account's performance.



YOUR BENEFICIARY PROTECTION

\$200,000 Guarantee of Principal Death Benefit

In an up market, your loved ones receive the current Account Value. In a down market, your investment is protected, which will go to your loved ones. Withdrawals including LTC Benefits will reduce the death benefit.

YOUR COSTS*

- 1) Variable annuity: 1.30%
- 2) Lincoln Long-Term CareSM Advantage
 - Acceleration Benefit: 0.50%
 - Extension Benefit: 0.40%
- 3) Investment expense: 0.89%

*Variable annuity charge is the mortality and expense risk and administrative charge, including death benefit. Lincoln Long-Term CareSM Advantage fees are annual; they are assessed quarterly and applies while the annuity rider is in effect. Investment expenses as of 01/01/2020 for the subaccounts illustrated. See Key Terms, Important Disclosures and prospectus for complete detail.

Historical returns 1/1995 – 10/2019

		Your Investment Summary			Your Lincoln Long-Term Care SM Advantage			Beneficiary Protection	
Period Ending	Age	Investment	Net Annual Return ¹	Account Value	Surrender Value	Total LTC Benefit	Annual LTC Benefit ²	Minimum LTC Benefit Duration ³	Guarantee of Principal
		\$200,000							\$200,000
12/1995	60	\$0	26.50%	\$253,005	\$239,005	\$600,000	N/A	N/A	\$253,005
12/1996	61	\$0	9.90%	\$278,060	\$264,060	\$653,005	\$36,278	18 years	\$278,060
12/1997	62	\$0	20.71%	\$335,656	\$323,656	\$678,060	\$45,204	15 years	\$335,656
12/1998	63	\$0	20.66%	\$405,003	\$393,003	\$735,656	\$61,305	12 years	\$405,003
12/1999	64	\$0	22.36%	\$495,548	\$485,548	\$805,003	\$89,445	9 years	\$495,548
12/2000	65	\$0	5.05%	\$520,557	\$512,557	\$895,548	\$149,258	6 years	\$520,557
12/2001	66	\$0	-5.96%	\$489,544	\$483,544	\$920,557	\$153,426	6 years	\$489,544
12/2002	67	\$0	-17.48%	\$403,989	\$403,989	\$920,557	\$153,426	6 years	\$403,989
12/2003	68	\$0	25.66%	\$507,658	\$507,658	\$920,557	\$153,426	6 years	\$507,658
12/2004	69	\$0	7.58%	\$546,135	\$546,135	\$920,557	\$153,426	6 years	\$546,135
12/2005	70	\$0	6.62%	\$582,280	\$582,280	\$946,135	\$157,689	6 years	\$582,280
12/2006	71	\$0	8.45%	\$631,499	\$631,499	\$982,280	\$163,713	6 years	\$631,499
12/2007	72	\$0	5.56%	\$666,617	\$666,617	\$1,031,499	\$171,917	6 years	\$666,617
12/2008	73	\$0	-35.87%	\$427,514	\$427,514	\$1,066,617	\$177,769	6 years	\$427,514
12/2009	74	\$0	28.49%	\$549,323	\$549,323	\$1,066,617	\$177,769	6 years	\$549,323
12/2010	75	\$0	11.50%	\$612,493	\$612,493	\$1,066,617	\$177,769	6 years	\$612,493
12/2011	76	\$0	-3.08%	\$593,617	\$593,617	\$1,066,617	\$177,769	6 years	\$593,617
12/2012	77	\$0	12.81%	\$669,648	\$669,648	\$1,066,617	\$177,769	6 years	\$669,648
12/2013	78	\$0	21.52%	\$813,789	\$813,789	\$1,066,617	\$177,769	6 years	\$813,789
12/2014	79	\$0	6.46%	\$866,322	\$866,322	\$1,066,617	\$177,769	6 years	\$866,322
12/2015	80	\$0	1.22%	\$876,871	\$876,871	\$1,066,617	\$177,769	6 years	\$876,871
12/2016	81	\$0	6.61%	\$934,797	\$934,797	\$1,066,617	\$177,769	6 years	\$934,797
12/2017	82	\$0	18.36%	\$1,106,452	\$1,106,452	\$1,066,617	\$177,769	6 years	\$1,106,452
12/2018	83	\$0	-2.81%	\$1,075,365	\$1,075,365	\$1,066,617	\$177,769	6 years	\$1,075,365

Historical returns 1/1995 – 10/2019

		Your Investment Summary			Your Lincoln Long-Term Care SM Advantage			Beneficiary Protection	
Period Ending	Age	Investment	Net Annual Return ¹	Account Value	Surrender Value	Total LTC Benefit	Annual LTC Benefit ²	Minimum LTC Benefit Duration ³	Guarantee of Principal
10/2019	84	\$0	15.39%	\$1,240,908	\$1,240,908	\$1,066,617	\$177,769	6 years	\$1,240,908
		\$200,000 Total investment	7.63% Cumulative annualized return						

¹ The internal rate of return realized on the investment for the period illustrated taking into account all premiums, withdrawals, contract fees and charges including any charges for optional benefits.

² The annual LTC Benefit is the portion of the total LTC Benefit available to you each year. Your annual benefit amount is based on the year you begin receiving LTC Benefit payments. It is available if the Covered Life is in a Nursing Home, Assisted Living or is receiving Hospice Care and is subject to the Maximum Monthly LTC Benefit. The available benefit is reduced by 50% if the Covered Life is receiving other Qualified Long-Term Care services due to Chronic Illness. The LTC Benefit is not available until the LTC Coverage Effective Date.

³ LTC Benefit Duration is the minimum period of time that LTC benefits are payable, which is six years. If you receive LTC benefits on or after the date of the fifth rider anniversary, your minimum LTC Benefit Duration will be six years. If you receive LTC benefits prior to the fifth rider anniversary date, your minimum LTC Benefit Duration will be longer. Regardless of the LTC Benefit Duration, you still have access to the Total LTC Benefit.

Historical returns (max charges) 1/1995 – 10/2019

		Your Investment Summary			Your Lincoln Long-Term Care SM Advantage			Beneficiary Protection	
Period Ending	Age	Investment	Net Annual Return ¹	Account Value	Surrender Value	Total LTC Benefit	Annual LTC Benefit ²	Minimum LTC Benefit Duration ³	Guarantee of Principal
		\$200,000							\$200,000
12/1995	60	\$0	25.43%	\$250,854	\$236,854	\$600,000	N/A	N/A	\$250,854
12/1996	61	\$0	8.85%	\$273,043	\$259,043	\$650,854	\$36,159	18 years	\$273,043
12/1997	62	\$0	19.62%	\$326,620	\$314,620	\$673,043	\$44,870	15 years	\$326,620
12/1998	63	\$0	19.55%	\$390,472	\$378,472	\$726,620	\$60,552	12 years	\$390,472
12/1999	64	\$0	21.24%	\$473,395	\$463,395	\$790,472	\$87,830	9 years	\$473,395
12/2000	65	\$0	4.05%	\$492,548	\$484,548	\$873,395	\$145,566	6 years	\$492,548
12/2001	66	\$0	-7.01%	\$458,034	\$452,034	\$892,548	\$148,758	6 years	\$458,034
12/2002	67	\$0	-18.53%	\$373,144	\$373,144	\$892,548	\$148,758	6 years	\$373,144
12/2003	68	\$0	24.12%	\$463,138	\$463,138	\$892,548	\$148,758	6 years	\$463,138
12/2004	69	\$0	6.41%	\$492,845	\$492,845	\$892,548	\$148,758	6 years	\$492,845
12/2005	70	\$0	5.54%	\$520,136	\$520,136	\$892,845	\$148,807	6 years	\$520,136
12/2006	71	\$0	7.37%	\$558,475	\$558,475	\$920,136	\$153,356	6 years	\$558,475
12/2007	72	\$0	4.52%	\$583,738	\$583,738	\$958,475	\$159,746	6 years	\$583,738
12/2008	73	\$0	-36.70%	\$369,519	\$369,519	\$983,738	\$163,956	6 years	\$369,519
12/2009	74	\$0	26.60%	\$467,802	\$467,802	\$983,738	\$163,956	6 years	\$467,802
12/2010	75	\$0	10.07%	\$514,899	\$514,899	\$983,738	\$163,956	6 years	\$514,899
12/2011	76	\$0	-4.27%	\$492,896	\$492,896	\$983,738	\$163,956	6 years	\$492,896
12/2012	77	\$0	11.50%	\$549,594	\$549,594	\$983,738	\$163,956	6 years	\$549,594
12/2013	78	\$0	20.27%	\$661,006	\$661,006	\$983,738	\$163,956	6 years	\$661,006
12/2014	79	\$0	5.47%	\$697,159	\$697,159	\$983,738	\$163,956	6 years	\$697,159
12/2015	80	\$0	0.29%	\$699,199	\$699,199	\$983,738	\$163,956	6 years	\$699,199
12/2016	81	\$0	5.65%	\$738,735	\$738,735	\$983,738	\$163,956	6 years	\$738,735
12/2017	82	\$0	17.43%	\$867,524	\$867,524	\$983,738	\$163,956	6 years	\$867,524
12/2018	83	\$0	-3.52%	\$837,011	\$837,011	\$983,738	\$163,956	6 years	\$837,011

Historical returns (max charges) 1/1995 – 10/2019

		Your Investment Summary			Your Lincoln Long-Term Care SM Advantage			Beneficiary Protection	
Period Ending	Age	Investment	Net Annual Return ¹	Account Value	Surrender Value	Total LTC Benefit	Annual LTC Benefit ²	Minimum LTC Benefit Duration ³	Guarantee of Principal
10/2019	84	\$0	14.79%	\$960,825	\$960,825	\$983,738	\$163,956	6 years	\$960,825
		\$200,000 Total investment	6.52% Cumulative annualized return						

¹ The internal rate of return realized on the investment for the period illustrated taking into account all premiums, withdrawals, contract fees and charges including any charges for optional benefits.

² The annual LTC Benefit is the portion of the total LTC Benefit available to you each year. Your annual benefit amount is based on the year you begin receiving LTC Benefit payments. It is available if the Covered Life is in a Nursing Home, Assisted Living or is receiving Hospice Care and is subject to the Maximum Monthly LTC Benefit. The available benefit is reduced by 50% if the Covered Life is receiving other Qualified Long-Term Care services due to Chronic Illness. The LTC Benefit is not available until the LTC Coverage Effective Date.

³ LTC Benefit Duration is the minimum period of time that LTC benefits are payable, which is six years. If you receive LTC benefits on or after the date of the fifth rider anniversary, your minimum LTC Benefit Duration will be six years. If you receive LTC benefits prior to the fifth rider anniversary date, your minimum LTC Benefit Duration will be longer. Regardless of the LTC Benefit Duration, you still have access to the Total LTC Benefit.

0% gross return (-2.17% net return⁴) with max charges

		Your Investment Summary			Your Lincoln Long-Term Care SM Advantage			Beneficiary Protection	
End of Year	Age	Investment	Net Annual Return ¹	Account Value	Surrender Value	Total LTC Benefit	Annual LTC Benefit ²	Minimum LTC Benefit Duration ³	Guarantee of Principal
		\$200,000							\$200,000
1	60	\$0	-4.45%	\$191,101	\$177,101	\$600,000	N/A	N/A	\$200,000
2	61	\$0	-4.56%	\$182,395	\$168,395	\$600,000	\$33,333	18 years	\$200,000
3	62	\$0	-4.67%	\$173,878	\$161,878	\$600,000	\$40,000	15 years	\$200,000
4	63	\$0	-4.79%	\$165,546	\$153,546	\$600,000	\$50,000	12 years	\$200,000
5	64	\$0	-4.92%	\$157,394	\$147,394	\$600,000	\$66,667	9 years	\$200,000
6	65	\$0	-5.07%	\$149,419	\$141,419	\$600,000	\$100,000	6 years	\$200,000
7	66	\$0	-5.22%	\$141,617	\$135,617	\$600,000	\$100,000	6 years	\$200,000
8	67	\$0	-5.39%	\$133,984	\$133,984	\$600,000	\$100,000	6 years	\$200,000
9	68	\$0	-5.57%	\$126,517	\$126,517	\$600,000	\$100,000	6 years	\$200,000
10	69	\$0	-5.77%	\$119,211	\$119,211	\$600,000	\$100,000	6 years	\$200,000
11	70	\$0	-6.00%	\$112,064	\$112,064	\$600,000	\$100,000	6 years	\$200,000
12	71	\$0	-6.24%	\$105,072	\$105,072	\$600,000	\$100,000	6 years	\$200,000
13	72	\$0	-6.54%	\$98,197	\$98,197	\$600,000	\$100,000	6 years	\$200,000
14	73	\$0	-6.85%	\$91,470	\$91,470	\$600,000	\$100,000	6 years	\$200,000
15	74	\$0	-7.19%	\$84,890	\$84,890	\$600,000	\$100,000	6 years	\$200,000
16	75	\$0	-7.54%	\$78,487	\$78,487	\$600,000	\$100,000	6 years	\$200,000
17	76	\$0	-7.98%	\$72,222	\$72,222	\$600,000	\$100,000	6 years	\$200,000
18	77	\$0	-8.49%	\$66,094	\$66,094	\$600,000	\$100,000	6 years	\$200,000
19	78	\$0	-9.07%	\$60,099	\$60,099	\$600,000	\$100,000	6 years	\$200,000
20	79	\$0	-9.76%	\$54,233	\$54,233	\$600,000	\$100,000	6 years	\$200,000
21	80	\$0	-10.58%	\$48,495	\$48,495	\$600,000	\$100,000	6 years	\$200,000
22	81	\$0	-11.58%	\$42,881	\$42,881	\$600,000	\$100,000	6 years	\$200,000
23	82	\$0	-12.81%	\$37,389	\$37,389	\$600,000	\$100,000	6 years	\$200,000
24	83	\$0	-14.37%	\$32,016	\$32,016	\$600,000	\$100,000	6 years	\$200,000

0% gross return (-2.17% net return⁴) with max charges

		Your Investment Summary			Your <i>Lincoln Long-Term Care</i> SM Advantage			Beneficiary Protection	
End of Year	Age	Investment	Net Annual Return ¹	Account Value	Surrender Value	Total LTC Benefit	Annual LTC Benefit ²	Minimum LTC Benefit Duration ³	Guarantee of Principal
25	84	\$0	-16.42%	\$26,759	\$26,759	\$600,000	\$100,000	6 years	\$200,000
		\$200,000 Total investment	-7.73% Cumulative annualized return						

¹ The internal rate of return realized on the investment for the period illustrated taking into account all premiums, withdrawals, contract fees and charges including any charges for optional benefits.

² The annual LTC Benefit is the portion of the total LTC Benefit available to you each year. Your annual benefit amount is based on the year you begin receiving LTC Benefit payments. It is available if the Covered Life is in a Nursing Home, Assisted Living or is receiving Hospice Care and is subject to the Maximum Monthly LTC Benefit. The available benefit is reduced by 50% if the Covered Life is receiving other Qualified Long-Term Care services due to Chronic Illness. The LTC Benefit is not available until the LTC Coverage Effective Date.

³ LTC Benefit Duration is the minimum period of time that LTC benefits are payable, which is six years. If you receive LTC benefits on or after the date of the fifth rider anniversary, your minimum LTC Benefit Duration will be six years. If you receive LTC benefits prior to the fifth rider anniversary date, your minimum LTC Benefit Duration will be longer. Regardless of the LTC Benefit Duration, you still have access to the Total LTC Benefit.

⁴ The Net Rate reflects the deduction of all charges, excluding the living benefit rider charge. Therefore, the actual net rate of return will be lower than what is noted.

Your allocations and historical returns

The table to the right reflects the annualized total returns for the variable subaccounts selected to illustrate how the performance of the variable subaccounts could affect this annuity contract. To view current month-end performance, visit www.LincolnFinancial.com.

The following charges are included: annual charge to the daily net asset value of 1.30% for variable annuity charge (mortality and expense risk and administrative charge), asset management fees, including any 12b-1 fees, and any annual contract fee. The following charges are excluded: living benefit rider fees and taxes, including state premium tax. If living benefit rider fees were reflected, the performance return would be lower.

Standardized Annualized Total Returns: Reflects the returns of the variable subaccounts as of 9/30/2019. **These returns are measured from the date the subaccount was available to the product and assumes the surrender of the contract occurred in the year noted.**

Non-Standardized Annualized Total Returns: Reflects the returns of the variable subaccounts as of 10/31/2019. **These returns are measured from the inception date of the subaccount and may predate the offering of the fund as an investment option in the variable annuity.** Therefore, it is hypothetical performance depicting how the variable annuity might have reacted had the fund been available during the time period. The returns with surrender charge assume the surrender of the contract occurred in the year noted.

Allocation %	Subaccount Name	Surrender Charge	1 Year	5 Year	10 Year	Since Inception	Inception Date
40%	LVIP American Growth						
	Standardized Quarter End (9/30/2019)	✔	-9.44%	9.75%	12.49%	12.49%	06/29/2010
	Non-Standardized Month End (10/31/2019)	✔	4.15%	10.35%	12.18%	10.57%	02/08/1984
	Non-Standardized Month End (10/31/2019)		11.15%	11.02%	12.18%	10.57%	02/08/1984
40%	LVIP American Growth-Income						
	Standardized Quarter End (9/30/2019)	✔	-7.04%	7.56%	11.87%	11.87%	06/29/2010
	Non-Standardized Month End (10/31/2019)	✔	2.71%	7.50%	10.84%	9.17%	02/08/1984
	Non-Standardized Month End (10/31/2019)		9.71%	8.24%	10.84%	9.17%	02/08/1984
20%	LVIP Delaware Bond						
	Standardized Quarter End (9/30/2019)	✔	0.93%	0.75%	2.61%	2.61%	11/20/1998
	Non-Standardized Month End (10/31/2019)	✔	2.22%	0.60%	2.53%	6.10%	12/28/1981
	Non-Standardized Month End (10/31/2019)		9.22%	1.56%	2.53%	6.10%	12/28/1981

Quoted performance data represents past performance. Past performance does not guarantee future results. Principal value and investment returns will fluctuate, so that an investor's share/units, when redeemed, may be worth more or less than the original cost. Current performance may be lower or higher than the performance data quoted. Specific fees and expenses can be found in the prospectus.

Key terms

Contract key terms

Account Value is the sum of the values of the variable subaccount(s). May be referred to Contract Value in the contract or prospectus.

The **Feeder fund** invests its assets in a separate mutual fund (the Master Fund) from the American Funds Insurance Series, but has essentially the same investment objective and limitations as the corresponding Master Fund.

Net Annual Return is the internal rate of return realized on the investment taking into account all premiums and withdrawals from the initial Purchase Payment date through the period illustrated. This rate reflects the deduction of all applicable contract fees and charges.

Purchase Payment is the amount you have invested in the annuity contract. It is commonly referred to as investment(s).

Surrender Charge is a percentage charge applied to the amount withdrawn based upon the period of time a Purchase Payment has been invested in the annuity contract. The charge is calculated separately for each Purchase Payment.

Completed Years*	1	2	3	4	5	6	7
Withdrawal charge (% of purchase payment)	7%	7%	6%	6%	5%	4%	3%

*Number of completed years from date of purchase payment.

Surrender Value is the value of the contract after the deduction of applicable Surrender Charges.

Your Long-Term Care (LTC) Benefit

Lincoln Long-Term CareSM Advantage generates three times your investment for tax-free long-term care (LTC) benefits.

Key terms (Refer to the Additional Details for more information)

Acceleration Benefit is a portion of the Total LTC Benefit, initially equal to the total Purchase Payments. It is paid from the Account Value and guaranteed to be available for qualified long-term care expenses even if the Account Value equals zero. It is the first LTC Benefit to be paid.

Acceleration Benefit Duration is the period of time the Acceleration Benefit is payable; the minimum period is two years. See LTC Benefit Duration for details.

Annual LTC Benefit is the maximum LTC benefit available during a benefit year. See Maximum Monthly LTC Benefit for details.

Extension Benefit is a portion of the Total LTC Benefit, initially equal to two times the total Purchase Payments. These LTC benefit payments are provided by Lincoln.

Extension Benefit Duration is the period of time the Extension Benefit is payable, which begins once the Acceleration Benefit is reduced to zero. The minimum period is four years. See LTC Benefit Duration for details.

Growth Benefit is an option that provides the opportunity for the Total LTC Benefit to increase. The Growth Benefit is a portion of the Total LTC Benefit and is equal to the difference between the LTC Guaranteed Amount and the Acceleration Benefit. The Growth Benefit is paid from the Account Value during both the Acceleration and Extension Benefit durations and is guaranteed to be available for qualified long-term care expenses even if the Account Value equals zero.

LTC Benefit Duration is the minimum period of time that LTC benefits are payable, which is six years. If you receive LTC benefits on or after the date of the fifth rider anniversary, your minimum LTC Benefit Duration will be six years. If you receive LTC benefits prior to the fifth rider anniversary date, your minimum LTC Benefit Duration will be longer. Regardless of the LTC Benefit Duration, you still have access to the Total LTC Benefit.

LTC Coverage Effective Date is when you are eligible to begin receiving LTC benefits, subject to the deductible period. It is the first rider date anniversary. If you receive LTC benefit payments prior to the fifth rider date anniversary, your Maximum Monthly LTC Benefit will be less and your LTC Benefit Duration will be longer.

LTC Guaranteed Amount is equal to the Acceleration Benefit plus the Growth Benefit. The LTC Guaranteed Amount may increase annually to equal the current Account Value through age 75 (subject to the maximum LTC Guaranteed Amount).

Maximum Monthly LTC Benefit is the maximum amount of LTC benefits you may receive in a given calendar month. This benefit is only payable if you are in a nursing home or hospice care. It is calculated by dividing the Annual LTC Benefit by 12; and will be reduced by 50% for any other qualified long-term care services due to chronic illness, including assisted living.

Optional Non-forfeiture Benefit - provides a minimum LTC Benefit if the contract is surrendered or the rider is terminated after three years, the contract is annuitized prior to the maturity date or an annuity payout option is elected after the rider has been in effect for three years.

Total LTC Benefit is the total amount available for payment for qualified long-term care expenses, and includes the Acceleration Benefit, Extension Benefit, and Growth Benefit.

Withdrawal is any amount received over and above LTC benefit payments. Withdrawals are either conforming or excess. Conforming withdrawals do not reduce the Total LTC Benefit; however, excess withdrawals reduce the Total LTC Benefit proportionally. See Additional details and prospectus for complete details.

Key terms

Additional details

Additional Purchase Payments will not be accepted after 90 days from the contract date.

You are subject to investment requirements. Lincoln will automatically rebalance your investment allocation on a quarterly basis.

Benefits and features may vary by state. Check with your representative for complete details.

Refer to the Long-Term Care Insurance Outline of Coverage form for additional information.

Full surrenders will terminate the *Lincoln Long-Term Care*SM Advantage benefit, the contract, and the guarantees.

A conforming withdrawal is the amount you may withdraw annually without reducing your LTC Benefit. Conforming withdrawals equal 5% of the difference between the Account Value and LTC Guaranteed Amount on your Benefit Year Anniversary. If your LTC GA is equal to or greater than your Account Value on your benefit year anniversary, all withdrawals will be considered excess withdrawals.

An excess withdrawal are those withdrawals that exceed the conforming withdrawal limit. Excess withdrawals may substantially reduce or eliminate your LTC Benefits. For each excess withdrawal, the Total LTC Benefits will be reduced in the same proportion that the Withdrawal reduced the Account Value.

The surrender charge does not apply to LTC benefit payment.

See Important Disclosures for fees and charges.

Your beneficiary protection

Guarantee of Principal Death Benefit. In an up market, your loved ones receive the current Account Value. In a down market, your investment is protected, which will go to your loved ones.

Your investment is reduced proportionally for withdrawals including LTC Benefits. The Account Value is the value on the valuation date the death benefit is approved for payment. See prospectus for complete details.

Tax details

*Lincoln Long-Term Care*SM Advantage is a qualified long-term care insurance contract under Section 7702B(b) of the Internal Revenue Code of 1986, as amended. The benefits provided qualify as qualified long-term care insurance (QLTCi). The QLTCi rider charges are deducted from the Account Value on each quarterly anniversary. Section 7702B(b) treats this QLTCi rider as a separate contract, and the deductions from the Account Value to pay the LTC charges are treated as distributions from the annuity.

For tax years after 2009, deductions from the Account Value to pay QLTCi premiums will not be reported as taxable distributions from the annuity. Further, any QLTC benefits paid under this rider that do not exceed the greater of (1) the expenses incurred for QLTC services, or (2) a maximum per diem limit as prescribed by law, will not be reported as taxable income to you. See prospectus for the current maximum per diem limit.

The deductions from the Account Value to pay QLTCi premiums will reduce the Account Value and the investment in the contract (cost basis), but not below zero. The QLTC benefits that are paid will reduce the investment in the contract (cost basis), but not below zero.

Please consult and rely on the advice of a qualified tax advisor.

Important disclosures

PAST PERFORMANCE DOES NOT GUARANTEE FUTURE RESULTS

This illustration must be preceded or accompanied by a prospectus for the variable annuity product. You should consider the investment objectives, risks, charges, and expenses of the variable annuity product and its underlying funds carefully before investing. This is an illustration, not a contract and is not complete unless all pages are included.

For use with your financial advisor

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 advisor 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 Lincoln insurer or any of its employees for you or your investment situation. A financial advisor can provide you with investment advice for your investment situation. Lincoln insurer, its respective employees, representatives, and/or insurance agents do not provide tax, accounting, or legal advice.

Performance, fees and charges

This illustration may not include all available investment options. To view current month-end performance for this variable annuity and available subaccounts, please go to LincolnFinancial.com or ask your registered representative.

Certain benefits or features may be added to a variable annuity and may have additional charges or expenses associated with them which may or may not be advantageous in meeting long-term goals. These additional charges and expenses should be considered carefully before purchasing.

Lincoln Long-Term CareSM Advantage has an annual expense charge assessed on quarterly basis equal to the sum of the Acceleration Benefit charge, the Extension Benefit charge and the optional non-forfeiture benefit charge, if elected. The annual Acceleration Benefit charge is 0.50% (maximum annual charge of 1.50%) and is based on your LTC Guaranteed Amount (Acceleration Benefit plus Growth Benefit). The Extension Benefit charge is 0.40% and is based on your Extension Benefit. If elected, the Optional Non-forfeiture Benefit charge is 0.06% and is based on your Extension Benefit. See prospectus for further details.

Ask your registered representative for additional sales material which will provide more detail about this variable annuity product, including fees and charges.

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 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 return would be lower.

Lincoln Financial Group® affiliates, their distributors, and their respective employees, representatives, and/or insurance producers do not provide tax, accounting, or legal advice. Clients should consult their own independent advisor as to any tax, accounting or legal statements made herein.

Investment risks

Significant differences exist in risk among investment asset classes. Some investments have principal and yield that will fluctuate, some with extreme volatility. Consider personal investment horizons and income tax brackets, both current and anticipated, when making an investment decision as these may further impact results. Other investment vehicles may offer lower maximum income tax rates on capital gains and dividends which may lead to more favorable returns on taxable investments.

The return of principal in bond portfolios is not guaranteed. Bond funds have the same interest rate, inflation, credit, duration, prepayment and market risks that are associated with the underlying bonds owned by the fund or account. Applicable funds include LVIP Delaware Bond.

Investments in Delaware VIP Series, Delaware Funds, LVIP Delaware Funds or Lincoln Life accounts managed by Macquarie Investment Management Advisors, a series of Macquarie Investments 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 or accounts, the repayment of capital from the series or funds or account, or any particular rate of return. Applicable funds include LVIP Delaware Bond.

This fund operates under a master-feeder structure. The fund invests all its assets in a separate mutual fund (the master fund) that in turn purchases investment securities. Funds of this nature may be more expensive than other investment options. Performance shown is from the inception date of each master fund, that was purchased by the applicable LVIP American Fund (i.e., the feeder fund in the master-feeder fund structure). Performance information shown is that of each master fund as adjusted for the feeder fund expenses, including the fees and expenses of the Service Class II shares and product fees. The performance information shown is not the feeder fund's own performance, and it should not be considered as indicative of past or future performance or as a substitute for the fund's performance. Applicable funds include LVIP American Growth, LVIP American Growth-Income.

Guarantees are subject to the claims-paying ability of the insurer. They are not subject to the broker/dealer or insurance agency from which this annuity is purchased, 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. Restrictions on issue age, purchase payments and feature availability may vary by state.

Important disclosures

Other

*Lincoln ChoicePlus Assurance*SM Series (B Share) is issued on 30070-B and state variations by The Lincoln National Life Insurance Company, Fort Wayne, IN, and distributed by Lincoln Financial Distributors. The Lincoln National Life Insurance Company is not authorized nor does it solicit business in the state of New York. This annuity was available for sale beginning 05/19/2003, subject to state approval. **Guarantees are subject to the claims-paying ability of the insurer.**

The long-term care riders are form #AR-518 series and #AR-519 series with state variations.