

EXECUTIVE PROFILE



MARK E. KONEN

*President, Insurance Solutions
Lincoln Financial Group*



Mark E. Konen is president of the Insurance Solutions division of Lincoln Financial Group which takes a holistic approach to the suite of individual life insurance and group protection products designed for the protection and transfer of wealth for Lincoln Financial customers. In this role, Konen is responsible for the strategic leadership and profitability management of the segment. Konen is also responsible for providing asset liability management for all insurance product lines across the enterprise, as well as oversight of the Lincoln UK business unit.

In the Individual Life Insurance areas, Konen's responsibilities span the product lifecycle from concept to commercialization, including product development, new business and underwriting. Insurance Solutions partners with Lincoln Financial Distributors to capitalize on its distribution depth and breadth and with Shared Services to leverage its outstanding customer service and operations strengths. The entire Group Protection business resides within Insurance Solutions, including all product development, operations, and sales and distribution.

For the past two years Konen has served as president of the Individual Markets segment for Lincoln Financial Group. Individual Markets was formed to bring focus to the manufacturing of insurance and annuity products for individual customers. Under Konen's leadership, the segment boosted Lincoln Financial's industry rankings in life and annuities, achieved record growth, and was recognized for product innovation and responsiveness.

Konen has more than 27 years of experience in the insurance industry. He served in various senior management positions with Jefferson Pilot Financial and was executive vice president of Life and Annuity Manufacturing at the time of the merger with Lincoln Financial Group in 2006. His areas of responsibility included product development and implementation, underwriting, new business, profitability management, actuarial and financial analysis, asset/liability management and reinsurance. Konen began his tenure at Jefferson Pilot as senior vice president and corporate actuary with responsibility for strategic planning, rating agency relations, capital management, and merger and acquisition activity.

Konen is a fellow of the Society of Actuaries and earned his bachelor of science degree in mathematics from the University of Nebraska.

He is an active community leader, serving on the board of the North Carolina Nature Conservancy, as well as the Leadership Council to End Homelessness. His industry activities include serving on the board for LLGlobal, as well as various ACLI committees.

Lincoln Financial Group is the marketing name for Lincoln National Corporation and its affiliates. The Lincoln Financial Group includes such companies as: The Lincoln National Life Insurance Company, Lincoln Life & Annuity Company of New York, Lincoln Financial Advisors Corporation, Lincoln Financial Securities Corporation, Lincoln Financial Distributors, Inc., Lincoln UK and Delaware Management Holdings, Inc.

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