

Variable Annuities, Fixed Annuities, and Insurance Products

Lincoln Financial Advisors Corporation (“LFA”) offers clients access to a broad selection of variable annuities, fixed annuities, and insurance products (collectively, “insurance products”), including proprietary insurance products offered by LFA’s affiliates, The Lincoln National Life Insurance Company. Many of the annuity and insurance companies (collectively with their affiliates, “insurance companies”) whose insurance products are available through LFA directly compensate LFA for marketing their insurance products. LFA’s receipt of this compensation presents a conflict of interest for LFA given LFA’s financial incentive to offer the insurance companies and insurance products that make these payments to LFA and to recommend that you use insurance companies and insurance products that make the highest rate and amount of these payments to LFA, rather than other available insurance companies and insurance products that make relatively lower or no payments to LFA. LFA is providing you with this marketing support disclosure so that you are informed about our various conflicts of interest associated with our insurance company and insurance product offerings and recommendations. We encourage you to contact us or your LFA financial professional with any questions you may have regarding these arrangements, and LFA’s related conflicts of interest, before purchasing any insurance products through LFA.

LFA’s Direct Marketing Support Arrangements with Insurance Companies

LFA receives additional compensation, sometimes called “marketing support,” directly from many insurance companies whose insurance products are available through LFA, including, but not limited to, all third-party insurance companies that have variable annuities and/or fixed indexed annuities available through LFA. LFA limits the third-party variable annuities and fixed indexed annuities that are available through LFA to those offered by insurance companies that make marketing support payments to LFA. Insurance companies make these payments to LFA out of their or their affiliates’ assets, not from the insurance product. These payments therefore will not appear as a fee or expense deducted from your account, or as part of the mortality and expense fees for your insurance products. The method, timing, rate, and amount of these marketing support payments vary by insurance company and insurance product, but marketing support payments typically are paid using one or more of the following methodologies: payment of a percentage of the premium paid in connection with each sale and/or payment of an annual fee based on a percentage of total LFA client assets held with the insurance company. Payment rates and amounts vary by insurance company, but insurance companies generally pay LFA up to 0.25% of the premium paid in connection with each sale and/or up to 0.05% annually of total LFA client assets held with the insurance company. Accordingly, the payments LFA receives will increase with the amount of LFA client assets placed with the insurance company.

These marketing support payments subsidize the cost of educational programs and marketing activities that are designed to help facilitate the utilization of these insurance companies’ insurance products and make our financial professionals more knowledgeable about their insurance products. In addition, these payments allow these insurance companies’ representatives to attend and participate in LFA conferences where financial professionals are present, one-on-one marketing meetings, and due diligence presentations.

The insurance companies with which LFA has direct marketing support arrangements are:

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| AIG | Forethought Life Insurance* | Pacific Life |
| Allianz Life | Great American | Prudential Annuities |
| American National | Jackson National | RiverSource Life Insurance* |
| Athene | Lincoln National Life Insurance | Sammons Retirement Solutions |
| Eagle Life | Midland National Life Insurance | |
| Equitable | Nationwide Financial | |

* LFA does not receive marketing support payments in connection with new sales of these insurance companies' insurance products; however, LFA receives marketing support payments from these insurance companies in connection with previously sold insurance products and subsequent deposits therein.

You should be aware that there are insurance products available through LFA that do not pay LFA any marketing support payments and therefore are likely to be less expensive for you than insurance products that do make such payments to LFA.

The marketing support payments that LFA receives from the above insurance companies create financial incentives for LFA that result in conflicts of interest for LFA. In particular, LFA has a conflict of interest given its financial incentive to offer the insurance companies and insurance products that make these payments to LFA and to recommend that you use the insurance companies and insurance products that make such payments to LFA, rather than other available insurance companies and insurance products that do not make such payments to LFA. In addition, LFA has a financial incentive to offer the insurance companies and insurance products that make the highest rate and amount of marketing support payments to LFA and to recommend that you use those insurance companies and insurance products, rather than other available insurance companies and insurance products that make relatively lower or no marketing support payments to LFA. Further, certain insurance companies make marketing support payments to LFA only in connection with certain insurance products (and not others that are available), and certain insurance companies pay LFA more or less marketing support depending on the particular insurance product used. Given these facts, LFA has a conflict of interest given its financial incentive to recommend that you use the insurance products that generate the highest rate and amount of marketing support payments to LFA, rather than other available insurance products that generate relatively lower or no marketing support payments to LFA. Moreover, because LFA limits the third-party variable annuities and fixed indexed annuities that are available through LFA to those offered by insurance companies that make marketing support payments to LFA, LFA and its financial professionals cannot recommend variable annuities or fixed indexed annuities from third-party insurance companies that do not make these payments to LFA and that could potentially cost you less overall and otherwise be suitable for you and in your best interest. This presents a conflict of interest for LFA and its financial professionals given their financial incentive to recommend the variable annuities and fixed indexed annuities that are available through LFA's platform. LFA mitigates these conflicts of interest by: (i) disclosing them to you; (ii) not sharing any of these marketing support payments with the LFA financial professionals that recommend insurance companies and insurance products for your account; and (iii) supervising LFA financial professionals' recommendations to evaluate whether they are suitable for you and in your best interest.

Other Marketing Support from Insurance Companies

In addition to the marketing support payments that LFA receives through the formal marketing support arrangements described above, insurance companies, including, but not limited to, those that have formal marketing support

arrangements with LFA, make flat dollar payments to LFA from time to time. These payments are made for specific activities, including, but not limited to, exhibit booth space, presentation opportunities at LFA meetings or similar events, attendance at conferences, educational events for LFA financial professionals, and participation in other training and educational events. Some insurance companies also reimburse LFA and, indirectly, its financial professionals for certain expenses in connection with due diligence meetings, training and educational events, seminars that offer educational opportunities for clients, and similar events. Some insurance companies also provide LFA and its financial professionals with nominal gifts and gratuities, including, but not limited to, merchandise bearing the brand or logo of the insurance company. For similar reasons as those noted above, these arrangements create financial incentives for LFA that result in conflicts of interest for LFA. LFA mitigates these conflicts of interest by adopting measures similar to those noted above and also by requiring every insurance company, whether or not providing marketing support to LFA through a formal or informal arrangement, including their wholesalers, employees, and agents, to comply with LFA's non-cash compensation policies as they relate to additional payments and compensation, including, but not limited to, marketing support. Insurance companies must also provide documents or other information to evidence compliance with these policies upon request.

You should carefully consider the features, risks, costs, and expenses of an annuity or insurance product before purchasing. This and other important information is available in the prospectus (if applicable), policy or contract, and supporting materials for each annuity or insurance product. Where applicable, prospectuses are available from your LFA financial professional or LFA upon request. Please read applicable annuity's or insurance product's prospectus (if applicable), policy or contract, and supporting materials carefully before purchasing.

For additional information on LFA's various compensation arrangements and related conflicts of interest, please see LFA's Form CRS, Regulation Best Interest Disclosure Document, and Forms ADV, Part 2A, as applicable, which are available at www.lfa-sagemark.com under My accounts—Disclosures.