

Variable and Fixed Annuity and Insurance Products

Lincoln Financial Securities Corporation (“LFS”) offers its clients access to a broad selection of variable and fixed annuity and insurance products (collectively, “insurance products”), including proprietary insurance products offered by LFS’s affiliates. Some of the annuity and insurance companies (collectively, “insurance companies”) whose insurance products are available through LFS directly compensate LFS for the purpose of marketing their insurance products, and LFS’s receipt of such compensation gives LFS an incentive to offer these insurance companies’ insurance products and to recommend certain insurance products over other insurance products for which LFS receives less or no compensation. LFS is providing you with this marketing support disclosure so that you are informed about the conflicts of interest associated with our insurance product offerings and recommendations, and we encourage you to contact us with any questions you may have.

LFS’s Direct Marketing Support Arrangements with Insurance Companies

LFS receives additional compensation, sometimes called “marketing support,” directly from certain insurance companies available through LFS, including, but not limited to, all insurance companies that have variable annuities and/or fixed indexed annuities available through LFS. LFS limits the variable annuities and fixed indexed annuities that are available through LFS to those offered by insurance companies that make marketing support payments to LFS. Insurance companies make these payments to LFS 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 the insurance product. Depending on the insurance company, these payments can be made on the basis of total sales or on the basis of the amount of LFS client assets held with the insurance company. These payments vary from insurance company to insurance company, but each insurance company generally pays LFS up to 0.25% of the gross amount of each sale or up to 0.05% annually of total LFS client assets held with the insurance company. Accordingly, the payments LFS can receive will increase with the amount of client assets placed with the insurance company. Certain insurance companies make marketing support payments in connection with only certain insurance products (and not others), and certain insurance companies pay LFS more or less depending on the particular insurance product. Moreover, not all insurance companies available through LFS make these payments to LFS and, among those that do, some insurance companies pay LFS more than others.

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

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

AIG	Athene	Great American
Allianz Life	Eagle Life	Jackson National
American National	Equitable	Lincoln National Life Insurance

Nationwide Financial
Pacific Life

Prudential Annuities
Sammons Retirement Solutions

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

The marketing support payments made by the above insurance companies create incentives for LFS that result in conflicts of interest for LFS. In particular, because of these marketing support payments, LFS has an incentive to offer these insurance companies' insurance products and to recommend that you utilize insurance products that make such payments to LFS, rather than other insurance products or investments that do not make such payments to LFS or that make less marketing support payments to LFS. In addition, LFS has an incentive to offer insurance products from insurance companies that make the highest or relatively higher marketing support payments to LFS and to recommend that you utilize those insurance companies' insurance products. Moreover, because LFS limits the variable annuities and fixed indexed annuities that are available through LFS to those offered by insurance companies that make marketing support payments to LFS, LFS's financial professionals cannot recommend a variable annuity or fixed indexed annuity from an insurance company that does not make these payments and that could potentially cost you less overall and otherwise be in your best interest. LFS addresses these conflicts of interest by: (i) disclosing them to you; (ii) not sharing any of these revenues with the financial professionals that recommend insurance companies and insurance products for your account; and (iii) supervising financial professionals' recommendations to evaluate whether they are suitable and in your best interest. In considering the insurance companies and insurance products made available to its clients, LFS also takes into consideration industry and consumer demand in the marketplace and other relevant factors.

Other Marketing Support from Insurance Companies

In addition to the marketing support payments that LFS receives through the formal marketing support arrangements described above, insurance companies, including, but not limited to, those that have formal marketing support arrangements with LFS, make flat dollar payments to LFS from time to time. These payments are not made as part of any formalized agreement, but rather for specific activities, including, but not limited to, exhibit booth space, presentation opportunities at LFS meetings or similar events, attendance at conferences, educational events for LFS financial professionals, and participation in other training and educational events. Some insurance companies also reimburse LFS 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 LFS 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 incentives for LFS that result in conflicts of interest for LFS. LFS addresses 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 LFS through a formal or informal arrangement, including their wholesalers, employees, and agents, to comply with LFS'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.

Carefully consider the features, risks, costs, and expenses of an insurance product before purchasing. This and additional information is available in the prospectus (if applicable), policy or contract, and supporting materials for each insurance product. Where applicable, prospectuses are available from your financial professional or LFS upon

request. Read the prospectus (if applicable), policy or contract, and supporting materials carefully before purchasing an insurance product or sending money.