To decide how to invest, choose the investment option that best fits your personality and current situation. As your situation changes over time, you may want to consider changing your investment approach:



### **MAKE AN ALL-IN-ONE CHOICE**

Ready to save in the plan, but don't have the time or inclination to decide which direction to take your investments? It's easy to get started with an all-in-one portfolio.



### **MANAGE IT YOURSELF**

If you enjoy learning about investments and want to build your own portfolio from the lineup of investments offered in your plan, choose this option. Of course, when it comes to retirement plan investing, even do-it-yourselfers don't have to go it alone. Lincoln is committed to making sure you have the information and tools you need to make informed decisions.



## **DECIDE HOW TO INVEST**



## One diversified portfolio managed for you

You don't have to spend a lot of time and effort researching investments to take advantage of your retirement plan. These professionally designed all-in-one investment options may be all you need.

**Target-date options** are designed to allow you to invest your contributions across a broadly diversified mix of investments, such as bond- and stock-based mutual funds, with just one selection. You choose the option that most closely matches the year you expect to retire — your target date — and it's all managed for you. Target-date options seek more growth in the early years, then gradually become more conservative over time as you approach retirement.

The target date is the approximate date when you plan to retire or start withdrawing your money. Target-date investment options continue to adjust the asset allocation to a more conservative mix until the target date is reached, and sometimes beyond (see prospectus for the fund's allocation strategy). As with most of the investments offered in your plan, the principal value of this option is not guaranteed at any time, including at the target date. An asset allocation strategy does not guarantee performance or protect against investment losses.

**Target-risk options** base their investment mix on your sensitivity to the ups and downs of the market. Investment managers create a mix of investments that span a risk spectrum, from conservative to aggressive. The higher the proportion of stocks in the mix, the higher returns it seeks and the greater the magnitude of the ups and downs you can expect.

While you can take comfort in having the big investing decisions made for you, you may want to revisit your choices as your situation or risk tolerance changes.

## TARGET-DATE PORTFOLIOS

Asset allocation portfolios consist of a mix of investments, such as bond- and stock-based mutual funds. Rather than constructing your own portfolio, you choose the asset allocation portfolio that best matches your retirement savings objective.



A target-date portfolio helps your savings grow early on and helps protect your savings as you approach retirement. You pick the target date that most closely corresponds to the year you plan to retire. Each portfolio automatically shifts allocations as its target year approaches — from more aggressive stocks to more conservative bonds and cash equivalents.

On the target date or some specified date thereafter, your retirement plan will automatically move your balance in the target-date portfolio into a designated Retirement Allocation Portfolio that corresponds to your selected risk level. It is designed to offer some potential growth and to protect against inflation while maintaining a conservative allocation to support capital preservation.

The target date is the approximate date when you plan to retire. As with most individual investment options offered in your plan, the principal value of this portfolio or any of the underlying investments within the portfolio is not guaranteed at any time, including at the target date. An asset allocation strategy does not guarantee performance or protect against investment losses.

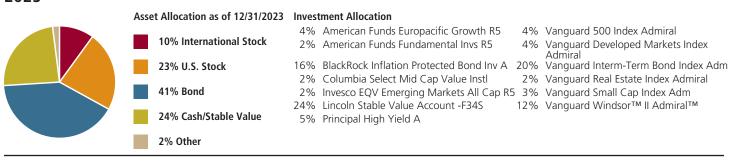
### How target-date options work

Let's say the approximate date when you plan to retire is sometime between 2035 and 2045. You may consider a 2040 portfolio because it has a target date that aligns with when you expect to retire. The portfolio will automatically allocate less to stocks and more to bonds, becoming increasingly conservative as your target date approaches. Along the way, the portfolio will periodically rebalance to its target asset allocation.

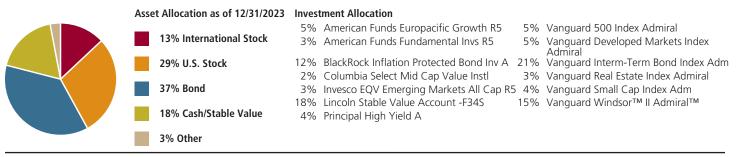
By selecting an asset allocation portfolio, participants may invest in the same percentages illustrated in that portfolio. The participant's account will then experience any associated reallocation and automatic rebalancing activities associated with the portfolio as selected by the plan sponsor; as a result, some redemption fees may apply. Asset allocation portfolios are based on generally accepted investment theories that take into account historical market performance and investment principles specified by modern portfolio theory. The material facts and assumptions on which asset allocation portfolios are based include the following: participant's risk profile; participant's distribution/retirement date; historical market(s) performance; modern portfolio theory; investment risk/return interrelationship characteristics. In applying particular asset allocation portfolios to their individual situations, participants or beneficiaries should consider their other assets, income, and investments (e.g., equity in a home, IRA investments, savings accounts, and interests in other qualified and nonqualified plans) in addition to their interest in the plan. An asset allocation strategy and diversification may help reduce, but cannot eliminate, risk of investment losses. There is no guarantee that by assuming more risk, you will achieve higher returns. Asset allocation portfolios generally include all of the investment options available. However, other investment options with similar risk and return characteristics may be available under the plan. Information on these investment options may be found in the investment section of your enrollment book. For most investment options, including a mutual fund that is part of a portfolio, you may obtain a prospectus or similar document by requesting one from your employer or calling a Lincoln Financial representative at 800-234-3500.

#### **Target-Date Portfolios**

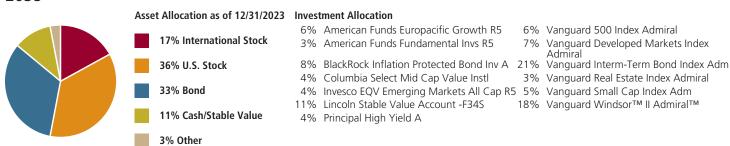
#### 2025



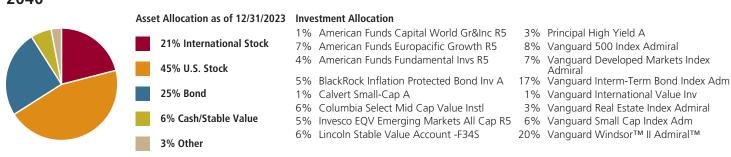
#### 2030



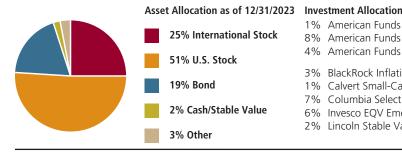
#### 2035



### 2040



#### 2045



inve	stment Allocation		
1%	American Funds Capital World Gr&Inc R5	2%	Principal High Yield A
8%	American Funds Europacific Growth R5	9%	Vanguard 500 Index Admiral
4%	American Funds Fundamental Invs R5		Vanguard Developed Markets Index Admiral
3%	BlackRock Inflation Protected Bond Inv A	14%	Vanguard Interm-Term Bond Index Adm
1%	Calvert Small-Cap A	2%	Vanguard International Value Inv
7%	Columbia Select Mid Cap Value Instl	3%	Vanguard Real Estate Index Admiral
6%	Invesco EQV Emerging Markets All Cap R5	8%	Vanguard Small Cap Index Adm

#### 2050



2% Lincoln Stable Value Account -F34S

•	III V C.	Suite in Anocation		
	1%	American Funds Capital World Gr&Inc R5	10%	Vanguard 500 Index Admiral
	9%	American Funds Europacific Growth R5	8%	Vanguard Developed Markets Index Admiral
	4%	American Funds Fundamental Invs R5	12%	Vanguard Interm-Term Bond Index Adm
	2%	BlackRock Inflation Protected Bond Inv A	3%	Vanguard International Value Inv
	1%	Calvert Small-Cap A	4%	Vanguard Real Estate Index Admiral
	7%	Columbia Select Mid Cap Value Instl	9%	Vanguard Small Cap Index Adm
	7%	Invesco EQV Emerging Markets All Cap R5	22%	Vanguard Windsor™ II Admiral™
	1%	Principal High Yield A		

22% Vanguard Windsor™ II Admiral™

#### 2055



2%	American Funds Capital World Gr&Inc R5	10%	Vanguard 500 Index Admiral
9%	American Funds Europacific Growth R5	8%	Vanguard Developed Markets Index Admiral
5%	American Funds Fundamental Invs R5	9%	Vanguard Interm-Term Bond Index Adm
1%	BlackRock Inflation Protected Bond Inv A	3%	Vanguard International Value Inv
2%	Calvert Small-Cap A	4%	Vanguard Real Estate Index Admiral
7%	Columbia Select Mid Cap Value Instl	9%	Vanguard Small Cap Index Adm
7%	Invesco EQV Emerging Markets All Cap R5	23%	Vanguard Windsor™ II Admiral™

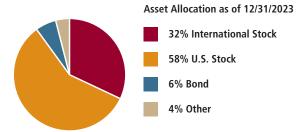
#### 2060



1% Principal High Yield A

2%	American Funds Capital World Gr&Inc R5 9	9%	Vanguard Developed Markets Index
100/	American Funds Europacific Growth R5 6	0/	Admiral Vanguard Interm-Term Bond Index Adm
1070	American runus Europacinic Growth No	70	variguaru iriteriii-Teriii bonu iridex Adiii
5%	American Funds Fundamental Invs R5 4	١%	Vanguard International Value Inv
2%	Calvert Small-Cap A 4	١%	Vanguard Real Estate Index Admiral
7%	Columbia Select Mid Cap Value Instl 10	)%	Vanguard Small Cap Index Adm
7%	Invesco EQV Emerging Markets All Cap R523	3%	Vanguard Windsor™ II Admiral™
11%	Vanguard 500 Index Admiral		

## 2065



Invest	tment Allocation		
2%	American Funds Capital World Gr&Inc R5	9%	Vanguard Developed Markets Index Admiral
10%	American Funds Europacific Growth R5	6%	Vanguard Interm-Term Bond Index Adm
5%	American Funds Fundamental Invs R5	4%	Vanguard International Value Inv
2%	Calvert Small-Cap A	4%	Vanguard Real Estate Index Admiral
7%	Columbia Select Mid Cap Value Instl	10%	Vanguard Small Cap Index Adm
7%	Invesco EQV Emerging Markets All Cap R5	23%	Vanguard Windsor™ II Admiral™
11%	Vanguard 500 Index Admiral		

## TARGET-RISK PORTFOLIOS

Asset allocation portfolios consist of a mix of investments, such as bond- and stock-based mutual funds. Rather than constructing your own portfolio, you choose the asset allocation portfolio that best matches your retirement savings objective.

Risk-based asset allocation portfolios provide an easy way to allocate your investments along a spectrum from conservative to aggressive. The more cash and bonds a portfolio holds, the more conservative it is. The more stocks a portfolio holds, the more aggressive it is.

## Where do you see yourself on the spectrum?



#### **INVESTMENT APPROACH:**

#### Allocates more to bonds

- Risk averse
- Seeking more stable returns over time

#### Conservative portfolio

Its 20% allocation to stocks may limit capital growth potential, but is designed to help reduce exposure to risk.

#### Allocates evenly between stocks & bonds

- Comfortable with a moderate level of risk
- Seeking a balance between risk and return

#### Moderate portfolio

Its 50% allocation to stocks makes this portfolio riskier than the conservative portfolio, but is designed for modest capital growth over the medium to long term.

#### Allocates more to stocks

- Comfortable with a significant level of risk
- Able to tolerate significant market fluctuations and sustain extensive losses
- Seeking to maximize capital growth

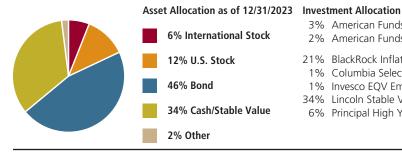
#### Aggressive portfolio

Its 80% allocation to stocks makes this portfolio riskier than both the conservative and moderate portfolios, but is designed to maximize capital growth over the medium to long term.

By selecting an asset allocation portfolio, participants may invest in the same percentages illustrated in that portfolio. The participant's account will then experience any associated reallocation and automatic rebalancing activities associated with the portfolio as selected by the plan sponsor; as a result, some redemption fees may apply. Asset allocation portfolios are based on generally accepted investment theories that take into account historical market performance and investment principles specified by modern portfolio theory. The material facts and assumptions on which asset allocation portfolios are based include the following: participant's risk profile; participant's distribution/retirement date; historical market(s) performance; modern portfolio theory; investment risk/return interrelationship characteristics. In applying particular asset allocation portfolios to their individual situations, participants or beneficiaries should consider their other assets, income, and investments (e.g., equity in a home, IRA investments, savings accounts, and interests in other qualified and nonqualified plans) in addition to their interest in the plan. An asset allocation strategy and diversification may help reduce, but cannot eliminate risk of investment losses. There is no guarantee that by assuming more risk, you will achieve higher returns. Asset allocation portfolios generally include all of the investment options available. However, other investment options with similar risk and return characteristics may be available under the plan. Information on these investment options may be found in the investment section of your enrollment book. For most investment options in the plan, including a mutual fund that is part of a portfolio, you may obtain a prospectus or similar document by requesting one from your employer or calling a Lincoln Financial representative at 800-234-3500.

### **Target-Risk Portfolios**

#### Conservative

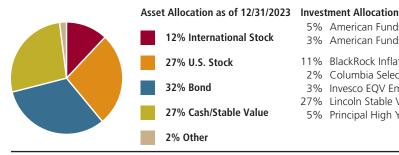


3%	American Funds	Europacific Growth R5
2%	American Funds	Fundamental Invs R5

- 21% BlackRock Inflation Protected Bond Inv A
- 1% Columbia Select Mid Cap Value Instl 1% Invesco EQV Emerging Markets All Cap R5
- 34% Lincoln Stable Value Account -F34S
- 6% Principal High Yield A

- 1% Vanguard 500 Index Admiral
- Vanguard Developed Markets Index Admiral
- 19% Vanguard Interm-Term Bond Index Adm
- 2% Vanguard Real Estate Index Admiral
- 2% Vanguard Small Cap Index Adm
- 6% Vanguard Windsor™ II Admiral™

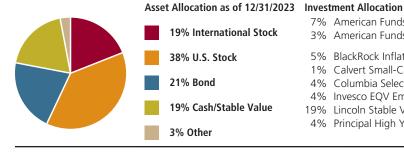
#### **Moderate Conservative**



5%	American Funds	Europacific Growth R
3%	American Funds	Fundamental Invs R5

- 11% BlackRock Inflation Protected Bond Inv A 2% Columbia Select Mid Cap Value Instl
- 3% Invesco EQV Emerging Markets All Cap R5 4% Vanguard Small Cap Index Adm
- 27% Lincoln Stable Value Account -F34S 5% Principal High Yield A
- 4% Vanguard 500 Index Admiral
- 4% Vanguard Developed Markets Index
- Vanguard Interm-Term Bond Index Adm
- 2% Vanguard Real Estate Index Admiral
- 14% Vanguard Windsor™ II Admiral™

#### **Moderate**

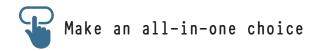


- 7% American Funds Europacific Growth R5 3% American Funds Fundamental Invs R5 5% BlackRock Inflation Protected Bond Inv A
- 1% Calvert Small-Cap A
- 4% Columbia Select Mid Cap Value Instl 4% Invesco EQV Emerging Markets All Cap R5 6%
- 19% Lincoln Stable Value Account -F34S 4% Principal High Yield A
- 6% Vanguard 500 Index Admiral
- 7% Vanguard Developed Markets Index Admiral
- 12% Vanguard Interm-Term Bond Index Adm
- 1% Vanguard International Value Inv
- 3% Vanguard Real Estate Index Admiral
- Vanguard Small Cap Index Adm
- 18% Vanguard Windsor™ II Admiral™

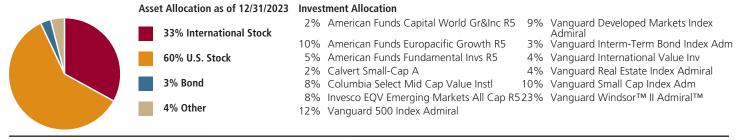
### **Moderate Aggressive**



- 1% American Funds Capital World Gr&Inc R5 9% American Funds Europacific Growth R5
- 4% American Funds Fundamental Invs R5
- 2% BlackRock Inflation Protected Bond Inv A 1% Calvert Small-Cap A
- 6% Columbia Select Mid Cap Value Instl
- 10% Lincoln Stable Value Account -F34S
- 2% Principal High Yield A
- 9% Vanguard 500 Index Admiral
- Vanguard Developed Markets Index
- 6% Vanguard Interm-Term Bond Index Adm
- 3% Vanguard International Value Inv
- 3% Vanguard Real Estate Index Admiral
- 7% Invesco EQV Emerging Markets All Cap R5 8% Vanguard Small Cap Index Adm
  - 21% Vanguard Windsor™ II Admiral™



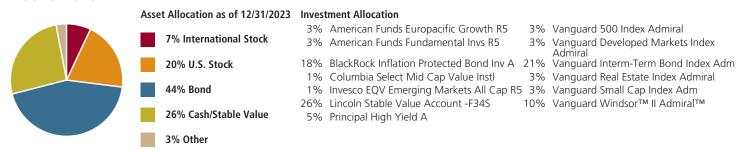
### **Aggressive**



#### **Retirement Allocation Portfolios**

A retirement allocation portfolio is designed to offer some potential growth, protect against inflation, and help provide a regular stream of income.

#### Retirement



While the name "retirement allocation" implies the receipt of income in retirement, there is no guarantee that the portfolio will provide adequate income at or through retirement, nor does it assume or require a participant to take retirement income while invested in the retirement portfolio. Asset allocation, a tool used to diversify assets, does not eliminate risk, does not guarantee a profitable investment return, and does not guarantee against a loss. It is a method used to manage risk.

Retirement portfolios are not designed to provide for plan distributions/withdrawals over a set period or to guarantee a return of principal. Plan distributions/withdrawals will reduce the investment balance and future returns are not earned on amounts withdrawn. The retirement portfolios may not be appropriate for all plan participants. As with any asset allocation portfolio, there is no guarantee that a portfolio will achieve its objective. A portfolio's underlying funds' share prices fluctuate, which means you could lose money by investing in accordance with the portfolio allocations.

## DECIDE HOW TO INVEST



## MANAGE IT YOURSELF

Your plan offers a number of funds to choose from. Some invest in stocks, others in bonds or stable value/cash, and some in a combination of more than one type of asset. A well-diversified portfolio — one that includes exposure across the asset classes — can help you balance potential return with your ability and willingness to weather the ups and downs of the market.

**Stocks** are shares of ownership (or equity) in a company. They're also called "equities." Stocks carry greater risks than bonds, balanced options and cash options, but historically have offered the greatest potential for long-term growth.

**Bonds** are debt securities that intend to pay the holder the original amount invested plus interest on a specific future date. Bonds offer lower potential risk and lower potential returns than stocks.

Cash/stable value investments generally hold short-term money market instruments that seek to preserve their value and pay a low level of interest. While these investment options may help you add some stability to your account value, by themselves they may not provide the growth necessary to help you outpace inflation over the long run.

**Balanced/asset allocation** funds contain a mix of stocks and bonds. Because stocks and bonds tend to perform differently at any given time, balanced funds are designed to help smooth out the ups and downs of investing while still seeking some growth from stocks. Therefore, they offer a level of risk between pure stock funds and pure bond funds, and their level of potential return is also in-between the two. With a single, broadly diversified balanced fund, you may not need to include any other funds in your portfolio. Please note that participation in an asset allocation program does not guarantee performance or protect against loss.

Need help building your portfolio?

Refer to the "Manage it Yourself – Investor Profile Quiz" in the back of the kit.



## STILL UNDECIDED?

Still don't know which investments to choose, but you do know that you want to participate in the plan? If you elect a savings rate but don't elect your investment options, that's OK — you'll default into the **Default Investment Alternative (DIA)** selected by your employer. It's an investment fund or portfolio designed to provide both long-term appreciation and capital preservation through a mix of stock and bond investments. Management of the fund's or portfolio's investments might be based on your age, your target retirement date, or the overall age of the plan's employees. You decide your contribution level now — and you can always choose your own investments later.

**Your Plan's DIA** For your plan's DIA, your employer has selected an option based on your target retirement date. Refer to this chart to see how you will default if you elect a savings rate but don't elect your investment options.

Target date option	Year of retirement
Retirement	Prior to 2023
2025	2023 to 2027
2030	2028 to 2032
2035	2033 to 2037
2040	2038 to 2042
2045	2043 to 2047
2050	2048 to 2052
2055	2053 to 2057
2060	2058 to 2062
2065	2063 and After

For your plan's QDIA, your employer has selected an asset allocation portfolio designed to protect your savings and provide long-term growth.

The target date is the approximate date when you plan to retire or start withdrawing your money. Target-date investment options continue to adjust the asset allocation to a more conservative mix until the target date is reached, and sometimes beyond (see the prospectus for the fund's allocation strategy). As with most of the investments offered in your plan, the principal value of this option is not guaranteed at any time, including at the target date. An asset allocation strategy does not guarantee performance or protect against investment losses.

# ONCE YOU HAVE DECIDED



**Take the long-term view** Studies show that investor behavior has a greater effect than fund selection on investment results. That's because dramatic swings in the market can lead investors to panic, selling stock funds when the market is down and buying them when it's up.

When you're investing for retirement, you usually have time to weather short-term market losses. Diversifying your portfolio with stock, bond and money market funds can help to even out the highs and lows.



**Stay diversified** Spreading your holdings across the basic asset classes can help to keep your savings growing while minimizing volatility. To further minimize the risk of loss, it's also important to stay diversified within the asset classes — by dividing your stock investments among funds with different strategies (for example, those that invest in large, medium and small companies). Plus, look at each fund's underlying holdings. A broadly diversified fund that's invested in hundreds of stocks is inherently more diversified than one that holds just 20. Your time until retirement may change how much you invest in each asset class; still, diversification remains a good idea throughout your investing life.



**Review your choices at least annually** A good rule of thumb is to annually review your investment approach to see if it is moving you toward your retirement savings goal. You may want to reconsider your choices if you experience significant life changes. Also, rebalancing can help keep you on track. If your plan offers automatic rebalancing, you can even set your asset allocations to periodically align to their target levels without any effort on your part. To see if this service is offered in your plan, access your plan website at **LincolnFinancial.com/Retirement**. Keep in mind that neither diversification nor participation in a rebalancing program guarantees performance or protects against loss.

Important note: If you have chosen an asset allocation portfolio, there is no need to set up automatic rebalancing; automatic rebalancing is already part of the portfolio service. In fact, adjusting your allocations or setting automatic rebalancing after you have invested in a portfolio will move you out of the portfolio. You will then be responsible for all future allocation changes.



**Be mindful of inflation** While the ups and downs of the market represent risks for short-term investors, inflation is the bigger enemy of long-term investors. For example, if inflation averages 3% a year, and your money is invested in a money market fund returning 4% a year, it's as if you're gaining only 1% each year! If the return on your investments doesn't keep up with rising prices, you may not have the buying power you'll need in the future. That's why long-term investors may want to include stock investments in their portfolios — because they have greater potential to exceed the inflation rate over the long term than other investments.