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## **Lincoln Financial Distributors enhances annuity sales demonstrator**

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By Editorial Staff     Thu, Aug 11, 2016

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The Lincoln Investor Advantage Visualizer—which illustrates the potential benefits of incorporating the i4Life variable annuity income rider into a client’s retirement plan, now includes a Tax Deferral Illustrator created by Morningstar, according to Lincoln Financial Distributors.

The enhancement “helps advisors address the impact taxes have on retirement planning and the need for income in retirement,” said John Kennedy, head of Retirement Solutions Distribution, Lincoln Financial Distributors.

“We believe our proprietary Wealth Forecasting Engine (WFE) is a sophisticated way to illustrate the power of tax deferral,” stated John McCarthy, senior product manager at Morningstar.

i4LIFE Advantage is a patented income distribution method, offered only with Lincoln variable annuities. Available for an additional charge, i4LIFE provides tax-efficient income when investing with nonqualified money.

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