
Lincoln Financial Distributors enhances annuity sales demonstrator

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.

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“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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