

## **Lincoln Financial Restructures Its Retirement Efforts**

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By Editor Test     *Mon, Jun 29, 2009*

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*The Institutional Retirement Solutions Distribution group, headed by Garry Spence, will no longer be part of the Retirement Solution Distribution organization.*

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Lincoln Financial Distributors, the wholesale distribution arm of Lincoln Financial Group, has decided to separate its institutional and individual retirement distribution efforts.

The Institutional Retirement Solutions Distribution group, headed by Garry Spence, will no longer be part of the Retirement Solution Distribution organization, where it was clustered with Lincoln's individual annuity marketing and distribution efforts. Spence's group serves about 500 retirement plans with more than 1.3 million participants.

Spence, who began his career with Lincoln Financial in 1992 as a financial advisor, will report to Will Fuller, president and chief executive officer of Lincoln Financial Distributors.

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