
Lincoln Financial to distribute new indexed annuity through Market Synergy Group

By Editorial Staff *Thu, Sep 13, 2018*

Lincoln's new Retirement Safeguard FIA features built-in lifetime income, including a benefit multiplier while saving for retirement, an option for increasing income in retirement, and an enhanced death benefit.

Lincoln Financial Group is partnering with Market Synergy Group, an annuity product design firm with a network of independent insurance marketing organizations (IMOs), to launch the new Lincoln Retirement Safeguard fixed indexed annuity. The product will be exclusively through Market Synergy Group's IMOs.

"We continue to expand distribution among independent marketing organizations," said Tad Fifer, head of Fixed Annuity Sales and RIA Sales & Strategy at Lincoln Financial Distributors. "This new partnership with Market Synergy Group allows us to leverage their expertise in product design to offer customers a solution with accumulation potential and income protection through a leader in this distribution channel."

Lincoln Retirement Safeguard features built-in protected lifetime income, including a benefit multiplier while saving for retirement, an option for increasing income in retirement, and an enhanced death benefit for heirs.

Lincoln Retirement Safeguard allows consumers to allocate through a combination of crediting strategies that provides conservative growth or market-driven growth, with options to reallocate every contract anniversary should their strategies change.

The solution also helps protect the client's principal through a choice of a fixed account and four interest-crediting accounts, including the BlackRock iBLD Ascenda Index. That index gives clients global diversification through BlackRock's iShares exchange-traded funds.

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