

--Press Release



8 May 2007

CLIENTS NEED TO TAKE MORE RISK WITH RETIREMENT PLANNING

Lincoln research shows 70 per cent of IFAs believe attitudes to risk need to change

Attitudes to risk when planning for retirement need to change, new research* from Lincoln Financial Group shows. Its research shows 70 per cent of IFAs believe clients will need to accept higher levels of risk when planning for retirement.

The Lincoln research comes after 2006 figures from the Association of British Insurers showed the A-Day reforms have helped spark a 54 per cent rise in total single premium individual pensions new business and a 45 per cent rise in regular premiums new business compared with the previous year.

Lincoln Financial Group is urging people to take greater care with their financial planning to ensure that they will have enough money to maintain a comfortable lifestyle in retirement.

And its research among IFAs across the country shows the overwhelming majority of advisers believe that should mean being willing to accept higher levels of risk when investing for retirement.

Helen Turner, Director of Business Development at Lincoln Financial Group said: *"IFAs play a crucial role in advising people on how to plan for retirement as evidenced by the 80 per cent share of new personal pensions business taken by the IFA and whole of market distribution channel in 2006.*

"The A-Day reforms in April 2006 have helped revive the UK pensions market despite the constant talk of pension crisis and the general air of gloom over financial planning for retirement.

"It is striking that IFAs believe that their clients now have to accept higher levels of risk in their retirement income planning and encouraging that IFAs will use their expertise and experience to help clients understand the issues when planning for retirement."

Lincoln Financial Group is part of Lincoln National Corporation which is listed as LNC on the New York Stock Exchange. Based in Philadelphia in the USA, Lincoln National Corporation was founded in 1905 and has a proud heritage of over 100 years financial strength and security, with long term credit ratings of A+ from Standard & Poor's, A from AM Best, A from Fitch and total assets of over \$234 billion**under management.

Lincoln Financial Group (UK) offers life assurance, pensions and unit trusts. Total assets managed are £5.68 billion in the UK***.

This press release is intended for financial services professionals and journalists and should not be relied upon by consumers. Full consumer product information can be found at www.lincolnuk.co.uk.

Ends

Notes to editors

* IFA interviews were conducted by George Street Research in March 2007. A total of 107 interviews were completed amongst a cross-section of advisers throughout Great Britain. Quotas were imposed on the total sample in respect of size of IFA firms, region and areas of specialisation.

** Ratings as at 31st January 2007. All ratings have a "stable" or credit watch positive outlook as defined by the respective agencies. Figures correct as at 31st December 2006.

***Figures Correct as at 28 February 2007.

Notes to editors

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