

## Alternative Investment Products

Lincoln Financial Advisors Corporation (“LFA”) offers its clients access to a range of alternative investments (“AIs”), which may include, but are not limited to, non-traded real estate investment trusts, limited partnerships, oil and gas programs, managed futures funds, qualified opportunity funds, securities offerings designed to facilitate 1031 exchanges, and hedge funds. Sponsors whose AIs are available through LFA directly compensate LFA for the purpose of marketing their AIs, and LFA’s receipt of such compensation gives LFA an incentive to offer these sponsors’ AIs and to recommend certain AIs over other AIs for which LFA receives less compensation. LFA is providing you with this marketing support disclosure so that you are informed about the conflicts of interest associated with our AI offerings and recommendations, and we encourage you to contact us with any questions you may have.

### *LFA’s Direct Marketing Support Arrangements with AI Sponsors*

LFA receives additional compensation, sometimes called “marketing support,” directly from AI sponsors available through LFA. AI sponsors or their affiliates make these payments to LFA out of the gross proceeds of the AI offering, as described in the prospectus, private placement memorandum, or other offering document for the AI offering. These payments vary from AI sponsor to AI sponsor, but each AI sponsor generally pays LFA up to 1.5% of the gross amount of each sale. Certain AI sponsors pay LFA more or less depending on the particular AI sold. Moreover, some AI sponsors pay LFA more marketing support than others. In general, the marketing support rates LFA receives in connection with AIs exceeds the marketing support rates LFA receives in connection with other product types, such as mutual funds and annuities.

These payments subsidize the cost of educational programs and marketing activities that are designed to help facilitate the distribution of these sponsors’ AIs and make our financial professionals more knowledgeable about their AIs. In addition, these payments allow AI sponsors’ representatives to attend and participate in LFA conferences where financial professionals are present, one-on-one marketing meetings, and due diligence presentations.

All of the AI sponsors available through LFA have entered into a direct marketing support arrangement with LFA as described above. As a result, LFA limits the AI sponsors available to its clients to only those AI sponsors that make these payments to LFA. The AI sponsors available through LFA are:

AEI Fund Management	Inland Real Estate
Black Creek Capital	Steben & Co.
Griffin Capital	US Energy
Hines Real Estate	

LFA has conflicts of interest arising out of its direct marketing support arrangements with the above AI sponsors. In particular, because LFA limits the AI sponsors available to its clients to only those AI sponsors that make marketing support payments to LFA, LFA’s financial professionals cannot recommend an AI sponsor that does not make these payments and that could potentially cost you less overall and otherwise be suitable and in your best interest. In addition, because of these marketing support payments, LFA has an incentive to offer these sponsors’ AIs and to recommend that

you invest in AIs that make such payments to LFA, rather than other products or investments that do not make such payments to LFA or that make less marketing support payments to LFA. In addition, LFA has an incentive to offer AIs from sponsors that make the highest or relatively higher marketing support payments to LFA and to recommend that you invest in those sponsors' AIs. LFA addresses these conflicts of interest by: (i) disclosing them to you; (ii) not sharing any of these revenues with the financial professionals that recommend AI sponsors and AIs for your account; and (iii) supervising financial professionals' recommendations to evaluate whether they are suitable and in your best interest.

#### *Other Marketing Support from AI Sponsors*

In addition to the marketing support payments that LFA receives through the formal marketing support arrangements described above, AI sponsors make flat dollar payments to LFA from time to time. These payments are not made as part of any formalized agreement, but rather for specific activities, including, but not limited to, exhibit booth space, presentation opportunities at LFA meetings or similar events, attendance at conferences, and participation in other training and educational events. Some AI sponsors also reimburse LFA and, indirectly, its financial professionals for certain expenses in connection with due diligence meetings, training and educational events, seminars that offer educational opportunities for clients, and similar events. Some AI sponsors also provide LFA and its financial professionals with nominal gifts and gratuities, including, but not limited to, merchandise bearing the brand or logo of the AI sponsor. For similar reasons as those noted above, these arrangements create incentives for LFA that result in conflicts of interest for LFA. LFA addresses these conflicts of interest by adopting measures similar to those noted above and also by requiring every AI sponsor, including their wholesalers, employees, and agents, to comply with LFA's non-cash compensation policies as they relate to additional payments and compensation, including, but not limited to, marketing support. AI sponsors must also provide documents or other information to evidence compliance with these policies upon request.

***Carefully consider the investment objectives, risks, costs, and expenses of an AI before investing. AIs can be subject to illiquidity and other special risks and some may be speculative and involve substantial risk. In some cases it can be difficult to determine the current value of an AI. There can be no assurance that the stated investment objectives of an AI will be met. You must meet specific suitability standards before investing in an AI and these suitability standards may vary by state. The investment return and principal value of an investment in any AI will fluctuate with changes in market conditions so that an LFA client's investment when redeemed may be worth more or less than the original amount invested. Additional information is available in each AI's prospectus, private placement memorandum, or other offering document, which is available from your financial professional or LFA upon request.***