

LINCOLN NATIONAL CORP
Form 11-K
March 31, 2009

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 11- K

FOR ANNUAL REPORTS OF EMPLOYEE STOCK PURCHASE, SAVINGS
AND SIMILARY PLANS PURSUANT TO SECTION 15(d) OF
THE SECURITIES EXCHANGE ACT OF 1934

(Mark One)

ANNUAL REPORT PURSUANT TO SECTION 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the fiscal year ended December 31, 2008

OR

TRANSITION REPORT PURSUANT TO SECTION 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from _____ to _____

Commission File Number 1-6028

A. Full title of the plan and the address of the plan, if different from that of the issuer named below:

THE LINCOLN NATIONAL LIFE INSURANCE COMPANY AGENTS'
SAVINGS AND PROFIT-SHARING PLAN

B. Name of issuer of the securities held pursuant to the plan and the address of its principal executive office:

Lincoln National Corporation
150 N. Radnor Chester Road
Radnor, PA 19087

REQUIRED INFORMATION

Financial statements and schedule for The Lincoln National Life Insurance Company Agents' Savings and Profit-Sharing Plan, prepared in accordance with the financial reporting requirements of the Employee Retirement Income Security Act of 1974, are contained in this Annual Report on Form 11-k.

- Financial Statements and Supplemental Schedule

The Lincoln National Life Insurance Company Agents' Savings and Profit-Sharing Plan
December 31, 2008 and 2007
and for the Three Years Ended December 31, 2008, 2007, and 2006
with Report of Independent Registered Public Accounting Firm

The Lincoln National Life Insurance Company
Agents' Savings and Profit-Sharing Plan

Financial Statements
and Supplemental Schedule

Years Ended December 31, 2008 and 2007 and for the
Three Years Ended December 31, 2008, 2007, and 2006

Contents

Report of Independent Registered Public Accounting Firm	1
Financial Statements	
Statements of Net Assets Available for Benefits	2
Statements of Changes in Net Assets Available for Benefits	3
Notes to Financial Statements	4
Supplemental Schedule	
Schedule H, Line 4 i – Schedule of Assets (Held at End of Year)	43

Report of Independent Registered Public Accounting Firm

Lincoln National Corporation Plan Administrator
Lincoln National Corporation

We have audited the accompanying statements of net assets available for benefits of The Lincoln National Life Insurance Company Agents' Savings and Profit-Sharing Plan as of December 31, 2008 and 2007, and the related statements of changes in net assets available for benefits for each of the three years in the period ended December 31, 2008. These financial statements are the responsibility of the Plan's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. We were not engaged to perform an audit of the Plan's internal control over financial reporting. Our audits included consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Plan's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the net assets available for benefits of the Plan at December 31, 2008 and 2007, and the changes in its net assets available for benefits for each of the three years in the period ended December 31, 2008, in conformity with accounting principles generally accepted in the United States.

Our audits were performed for the purpose of forming an opinion on the financial statements taken as a whole. The accompanying supplemental schedule of assets (held at end of year) as of December 31, 2008, is presented for purposes of additional analysis and is not a required part of the financial statements but is supplementary information required by the Department of Labor's Rules and Regulations for Reporting and Disclosure under the Employee Retirement Income Security Act of 1974. This supplemental schedule is the responsibility of the Plan's management. The supplemental schedule has been subjected to the auditing procedures applied in our audits of the financial statements and, in our opinion, is fairly stated in all material respects in relation to the financial statements taken as a whole.

/s/ Ernst & Young LLP

Philadelphia, Pennsylvania
March 25, 2009

The Lincoln National Life Insurance Company
Agents' Savings and Profit-Sharing Plan

Statements of Net Assets Available for Benefits

	December 31	
	2008	2007
Assets		
Investments:		
Mutual funds (cost – \$62,557,165)	\$ 48,171,602	\$ –
Other collective investment trusts (cost – \$26,174,352)	23,063,386	–
Common stock – Lincoln National Corporation (cost: 2008 – \$33,866,772; 2007 – \$33,920,977)	21,964,369	47,511,770
Wilmington Trust money market fund	1,003,490	–
Wells Fargo Bank short-term investment account	–	1,564,190
Pooled separate accounts – The Lincoln National Life Insurance Company Separate Accounts (cost: 2007 – \$91,414,277)	–	133,100,849
Investment contracts – The Lincoln National Life Insurance Company	29,623,868	14,604,738
Participant loans	3,572,337	3,996,682
Total investments	127,399,052	200,778,229
Accrued interest receivable	118,613	54,904
Cash	14,689	(4,648)
Contributions receivable from participant deferrals	40,306	–
Contributions receivable from Sponsor company	1,161,189	2,212,179
Total assets	128,733,849	203,040,664
Liabilities		
Due to broker	12,670	214
Total liabilities	12,670	214
Net assets available for benefits	\$ 128,721,179	\$ 203,040,450

See accompanying notes to the financial statements.

The Lincoln National Life Insurance Company
Agents' Savings and Profit-Sharing Plan

Statements of Changes in Net Assets Available for Benefits

	Year Ended December 31		
	2008	2007	2006
Investment income:			
Cash dividends	\$ 2,480,552	\$ 1,336,688	\$ 1,431,425
Interest	1,091,696	965,603	907,029
	3,572,248	2,302,291	2,338,454
Net realized gain (loss) on sale and distributions of investments:			
Mutual funds	(2,203,395)	-	-
Other collective investment trusts	(760,263)	-	-
Common Stock – Lincoln National Corporation	(3,553,903)	3,844,371	5,504,007
Pooled separate accounts – The Lincoln National Life Insurance Company separate accounts	16,379,942	8,568,425	5,920,004
	9,862,381	12,412,796	11,424,011
Net change in unrealized appreciation (depreciation) of investments	(84,114,674)	(8,070,015)	14,925,196
Contributions:			
Participants	7,988,435	8,793,200	7,889,483
Sponsor company	3,653,901	4,661,121	1,960,209
	11,642,336	13,454,321	9,849,692
Transfers to (from) affiliated plans	2,511,221	(36,541)	(204,186)
Deposit from Jefferson-Pilot 401(k) Plan	-	-	14,357,318
Distributions to participants	(17,704,133)	(26,167,088)	(26,009,979)
Administrative expenses	(88,650)	(152,742)	(173,808)
Net increase (decrease) in net assets available for benefits	(74,319,271)	(6,256,978)	26,506,698
Net assets available for benefits at beginning of the year	203,040,450	209,297,428	182,790,730
Net assets available for benefits at end of the year	\$ 128,721,179	\$ 203,040,450	\$ 209,297,428

See accompanying notes to the financial statements.

The Lincoln National Life Insurance Company
Agents' Savings and Profit-Sharing Plan

Notes to Financial Statements

December 31, 2008

1. Description of the Plan

The following description of The Lincoln National Life Insurance Company Agents' Savings and Profit-Sharing Plan (Plan) is a summary only and is qualified in its entirety by the terms and provisions of the Plan document.

The Plan is a contributory, defined contribution plan which covers eligible full-time agents of The Lincoln National Life Insurance Company (Lincoln Life), Lincoln Financial Advisors Corporation, and Lincoln Life & Annuity Company of New York. Lincoln Life is the Plan sponsor. Effective April 3, 2006, Lincoln National Corporation (LNC) acquired Jefferson-Pilot Corporation (Jefferson-Pilot). Jefferson-Pilot sponsored a 401(k) plan for their eligible agents. On May 31, 2006, formal approval was obtained for the transfer to this Plan of assets from the accounts of those agents in the legacy Jefferson-Pilot 401(k) plan. Effective June 1, 2006 the Plan was amended to make legacy Jefferson-Pilot agents eligible to participate in the Plan. This increased the net assets of the Plan by \$14.4 million. Effective June 1, 2006, participants were permitted to make pre-tax contributions at a rate of at least 1% but not more than 50% (25% maximum for January 1, 2004 through May 31, 2006) of eligible earnings (9% for highly compensated agents, as defined in the Plan), up to a maximum annual amount as determined under applicable law. The maximum contribution rate for highly compensated agents was increased to 10% as of January 1, 2008. The Plan, although not subject to the Employee Retirement Income Security Act of 1974 (ERISA) is administered in accordance with the provisions of ERISA as a standard and in a manner of "best practices."

In addition to each participant's pre-tax contributions, Sponsor matching contributions are provided to the Plan. As of January 1, 2007, the Sponsor matching contribution for eligible participants is equal to 50% of each participant's pre-tax contributions, not to exceed 6% of eligible earnings per pay period. Prior to January 1, 2007, the Sponsor matching contribution for eligible former Jefferson-Pilot agents was equal to 10% of each participant's pre-tax contribution, not to exceed 6% of eligible compensation. The investment of these Sponsor matching contributions is directed by the participant. In addition, the Sponsor may contribute an additional discretionary match to eligible participants. The Sponsor discretionary match is an amount determined by the sole discretion of the LNC Board of Directors. One requirement for eligibility is that the participant must be employed on the last day of the year or have died or become disabled during the year. The amount of the Sponsor discretionary matching contribution varies according to whether Lincoln Financial Advisors Corporation has met certain performance-based criteria, as determined by the Compensation Committee of LNC's Board of Directors.

The Lincoln National Life Insurance Company
 Agents' Savings and Profit-Sharing Plan

Notes to Financial Statements (continued)

1. Description of the Plan (continued)

Participants' pre-tax, other contributions and any earnings thereon are fully vested at all times. Sponsor contributions vest based upon years of service as defined in the Plan document as follows:

Years of Service	Percent Vested
1	0%
2	50%
3 or more	100%

Participants direct the Plan to invest their contributions, the basic Sponsor matching contributions, and the Sponsor discretionary matching contribution in any combination of the investment options offered under the Plan. For 2008 and 2007, Sponsor discretionary matching contributions are made in cash, and allocated to the investment funds in accordance with the participant's elections. No discretionary matching contributions were made in 2006.

The Sponsor has the right to discontinue contributions at any time and terminate the Plan in accordance with the provisions of ERISA. In the event of Plan termination, all non-vested amounts allocated to participant accounts would become fully vested.

The Plan may make loans to participants in amounts up to 50% of the vested account value to a maximum of \$50,000 reduced by the highest outstanding loan balance in the previous 12 month period. Interest charged on new loans to participants is established monthly based upon the prime rate plus 1%. Interest income credited was \$284,652, \$293,769, and \$225,353 in 2008, 2007, and 2006, respectively. Loans may be repaid over any period selected by the participant up to a maximum repayment period of five years except that the maximum repayment period may be 20 years for the purchase of a principal residence.

Upon termination of service or disability, a participant may elect to receive either a lump-sum amount equal to the entire value of the participant's account or an installment option if certain criteria are met; in cases of death, the participant's beneficiary makes that election. Vested account balances less than \$1,000 are immediately distributable under the terms of the Plan, without the participant's consent, unless the participant has made a timely election of rollover to an Individual Retirement Account or other qualified arrangement.

The Lincoln National Life Insurance Company
Agents' Savings and Profit-Sharing Plan

Notes to Financial Statements (continued)

1. Description of the Plan (continued)

Each participant's account is credited with the participant's contributions, Sponsor contributions, and applicable investment earnings thereon, and is charged with an allocation of administrative expenses and applicable investment losses. Forfeited non-vested amounts are used to reduce future Sponsor contributions.

2. Significant Accounting Policies

Investments Valuation and Income Recognition

As of October 1, 2008, Wilmington Trust (the Trustee) became the new trustee for the Plan. In addition, Lincoln Alliance also assumed responsibility as the recordkeeper for the Plan as of October 1, 2008. Prior to this date Wells Fargo Bank acted as the Plan's trustee and recordkeeper. As a result of this change, the funds the participants may invest in were changed. At December 31, 2008, the assets of the Plan consisted primarily of mutual funds, collective investment trust funds, investment contracts issued by Lincoln Life, LNC common stock and participant loans. Marketable securities are stated at fair value based on quoted market prices in an active market at the Plan's year end. The investment in LNC common stock is valued at the closing sales price reported on the New York Stock Exchange Composite Listing on the last business day of the year. Securities traded on a national securities exchange are valued at the last reported sales price on the last business day of the plan year. The fair value of ownership interest of the collective investment trust funds is established by the trustee based on the quoted redemption values of the underlying investments on the last business day of the Plan year. A money market account is also utilized by the Trustee to hold money that has been removed from the participants' funds and is waiting for distribution to the appropriate participants.

Prior to October 1, 2008, the Plan's assets consisted of LNC common stock, pooled separate account investment contracts underwritten by Lincoln Life, investment contracts underwritten by Lincoln Life, Wells Fargo Bank short-term investment account and participant loans. The Wells Fargo Bank Short-term investment account, which is invested in the common stock fund, is valued at cost, which approximates fair value. The fair value of participation units in the pooled separate accounts estimated by Lincoln Life is based on quoted redemption value of the underlying investments on the last business day of the year. Total amount of assets transferred from Wells Fargo to Wilmington Trust was \$162,671,965.

The Lincoln National Life Insurance Company
Agents' Savings and Profit-Sharing Plan

Notes to Financial Statements (continued)

2. Significant Accounting Policies (continued)

The investment contracts are valued at contract value as estimated by Lincoln Life. As described in Financial Accounting Standards Board (FASB) Staff Position, (FSP), FSP AAG INV-1 and Statement of Position (SOP), SOP 94-4-1, Reporting of Fully Benefit-Responsive Investment Contracts Held by Certain Investment Companies Subject to the AICPA Investment Company Guide and Defined-Contribution Health and Welfare and Pension Plans (the FSP), investment contracts held by a defined-contribution plan are required to be reported at fair value. The Plan adopted FSP AAG INV-1 in 2006. The adoption did not have a material effect on the Plan's financial statements as interest rates are adjusted to market quarterly. Accordingly, contract value, which represents net contributions plus interest at the contract rate, approximates fair value. The contracts are fully benefit-responsive.

Participant loans are valued at their outstanding balances, which approximate fair value.

The cost of investments sold, distributed, or forfeited is determined using the specific identification method. Investment purchases and sales are accounted for on a trade-date basis.

Interest and dividend income is recorded when earned.

Accounting Estimates and Assumptions

The accompanying financial statements are prepared in accordance with accounting principles generally accepted in the United States that require management to make estimates and assumptions affecting the amounts reported in the financial statements and accompanying notes. Those estimates are inherently subject to change and actual results could differ from those estimates.

Adoption of New Accounting Standard

In September 2006, the FASB issued Statement of Financial Accounting Standards (SFAS) No. 157, Fair Value Measurements (SFAS 157) which defines fair value, establishes a framework for measuring fair value under current accounting pronouncements that require or permit fair value measurement and enhances disclosures about fair value measurements. Effective January 1, 2008, the Plan adopted SFAS 157. SFAS 157 defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction value hierarchy which requires an entity to maximize the use of observable inputs when measuring fair value. Adoption of SFAS 157 did not have a material impact on the Plan's financial statements.

The Lincoln National Life Insurance Company
Agents' Savings and Profit-Sharing Plan

Notes to Financial Statements (continued)

2. Significant Accounting Policies (continued)

The standard describes three levels of inputs that may be used to measure fair value:

Level 1 – Inputs to the valuation methodology are quoted prices available in active markets for identical investments as of the reporting date;

Level 2 – Inputs to the valuation methodology are other than quoted prices in active markets, which are either directly or indirectly observable as of the reporting date, and fair value can be determined through the use of models or other valuation methodologies; and

Level 3 – Inputs to the valuation methodology are unobservable inputs in situations where there is little or no market activity for the asset or liability and the reporting entity makes estimates and assumptions related to the pricing of the asset or liability including assumptions regarding risk.

A financial instrument's level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. The following is a description of the valuation methodologies used for instruments measured at fair value, including the general classification of such instruments pursuant to the valuation hierarchy.

Mutual Funds

These investments are public investment vehicles valued using the Net Asset Value (NAV) provided by the administrator of the fund. The NAV is based on the value of the underlying assets owned by the fund, minus its liabilities, and then divided by the number of shares outstanding. The NAV is a quoted price in an active market and classified within level 1 of the valuation hierarchy.

Collective Investment Trust

These investments are public investment vehicles valued using the NAV provided by the administrator of the fund. The NAV is based on the value of the underlying assets owned by the fund, minus its liabilities, and then divided by the number of shares outstanding. The NAV is classified within level 2 of the valuation hierarchy because the NAV's unit price is quoted on a private market that is not active; however, the unit price is based on underlying investments which are traded on an active market.

The Lincoln National Life Insurance Company
Agents' Savings and Profit-Sharing Plan

Notes to Financial Statements (continued)

2. Significant Accounting Policies (continued)

Lincoln National Corporation common stock

Lincoln National Corporation common stock is valued at the closing price reported on the New York Stock Exchange Composite Listing and is classified within level 1 of the valuation hierarchy.

Investment Contracts

These investments are made by the Plan in an Unallocated Group Fixed Annuity Contract which are invested in the general assets of Lincoln Life who guarantees a fixed interest rate. The NAV for the investment contract is \$1. The investment contracts are classified within level 3 of the valuation hierarchy.

Money Market Funds

These investments are public investment vehicles valued using \$1 for the NAV. The money market funds are classified within level 2 of the valuation hierarchy.

Loans to Participants

Loans to plan participants are valued at cost plus accrued interest, which approximates fair value and are classified within level 3 of the valuation hierarchy.

The Lincoln National Life Insurance Company
Agents' Savings and Profit-Sharing Plan

Notes to Financial Statements (continued)

3. Investments

The following is a summary of assets held for investment:

	December 31, 2008			December 31, 2007		
	Number of Shares, Units or Par Value	Net Asset Value Per Unit	Fair Value	Number of Shares, Units or Par Value	Net Asset Value Per Unit	Fair Value
Fair values						
Mutual funds:						
Columbia Acorn Z Delaware Conservative Allocation I	459,043.245	\$ 17.710	\$ 8,129,656*	-	-	-
Delaware Moderate Allocation I	113,085.607	7.770	878,675	-	-	-
Delaware Aggressive Allocation I	302,589.806	8.010	2,423,744	-	-	-
Delaware Mid Cap Value I	199,207.873	7.000	1,394,455	-	-	-
Dodge & Cox International Stock	245,586.608	5.660	1,390,020	-	-	-
American Fund Growth Fund of	274,568.330	21.900	6,013,046	-	-	-
America R-5	422,607.570	20.440	8,638,099*	-	-	-
Harbor International Growth Institutional	890,942.000	8.110	7,225,540*	-	-	-
Vanguard Institutional Index	119,468.046	82.540	9,860,893*	-	-	-
Vanguard Extended Market Index						
Institutional	92,317.823	24.020	2,217,474	-	-	-
Total mutual funds			48,171,602			
Other collective investment trusts						
Delaware Large Cap Value Trust	781,119.037	8.780	6,858,225*	-	-	-
Delaware International Equity Trust	10,413.875	5.460	56,860	-	-	-
Delaware Small Cap Growth Trust	605,693.008	6.850	4,148,997	-	-	-
	773,847.545	10.550	8,164,092*	-	-	-

Delaware Diversified Income Trust							
Delaware Large Cap Growth Trust	492,325.027	7.790	3,835,212	-	-	-	
Total collective investment trust funds			23,063,386				
Common Stock - LNC	1,165,837.000	\$ 18.840	\$ 21,964,369*	816,073	\$ 58.220	\$ 47,511,770*	

10

The Lincoln National Life Insurance Company
Agents' Savings and Profit-Sharing Plan

Notes to Financial Statements (continued)

3. Investments (continued)

	December 31, 2008			December 31, 2007		
	Number of Shares, Units or Par Value	Net Asset Value Per Unit	Fair Value	Number of Shares, Units or Par Value	Net Asset Value Per Unit	Fair Value
Pooled separate accounts – The Lincoln Life Insurance Company Separate Accounts:						
Core Equity Account	– \$	– \$	–	603,408.454	\$ 17.535	\$ 10,580,767*
Medium Capitalization Equity Account	–	–	–	558,122.762	17.023	9,500,756
Short-Term Account	–	–	–	2,707,860.831	4.142	11,214,877*
Government/Corporate Bond Account	–	–	–	502,647.363	9.843	4,947,357
Large Capitalization Equity Account	–	–	–	703,700.685	10.991	7,734,304
Balanced Account	–	–	–	399,671.268	9.426	3,767,261
High Yield Bond Account	–	–	–	842,282.306	4.488	3,780,163
Small Capitalization Equity Account	–	–	–	882,868.835	9.896	8,737,135
Value Equity Account	–	–	–	1,922,453.540	3.122	6,001,708
International Equity Account	–	–	–	941,916.059	12.562	11,832,632*
Conservative Balanced Account	–	–	–	409,589.675	2.510	1,028,234
Aggressive Balanced Account	–	–	–	608,494.129	2.988	1,817,998
Delaware Growth and Income Account	–	–	–	2,079,971.566	2.138	4,446,147
Scudder VIT Equity 500 Index Account	–	–	–	4,049,051.948	1.268	5,133,793

Edgar Filing: LINCOLN NATIONAL CORP - Form 11-K

Fidelity VIP Contrafund Neuberger-Berman AMT Regency Account	–	–	–	6,414,875.498	1.906	12,229,960*
Social Awareness Account	–	–	–	1,506,244.982	1.827	2,751,458
American Funds Insurance Series	–	–	–	1,311,610.737	1.365	1,789,955
Global Growth Neuberger-Berman Mid-Cap Growth Account	–	–	–	4,869,650.703	1.457	7,094,107
Scudder VIT Small Cap Index Account	–	–	–	3,341,287.715	1.702	5,687,874
Black Rock Legacy Account	–	–	–	1,781,845.843	1.859	3,313,342
American Funds International Account	–	–	–	407,813.986	1.899	774,601
Total pooled separate accounts	–	–	–	395,626.878	22.588	8,936,420
						133,100,849
Contract value (approximates fair value – See footnote 3)						
Investment contracts – The Lincoln National Life Insurance Company	29,623,868	1	29,623,868*	14,604,738.000	–	14,604,738*
Estimated value						
Wilmington Trust Money market fund	1,003,490	1	1,003,490	–	–	–
Wells Fargo Bank short-term investment account	–	–	–	1,564,190.000	–	1,564,190
Participants loans	3,572,337	–	3,572,337	3,996,682.000	–	3,996,682
Total investments	\$	–	\$ 127,399,052	\$	–	\$ 200,778,229

* Investments that represent 5% or more of the fair value of net assets available for benefits as of the end of the plan year.

The Lincoln National Life Insurance Company
Agents' Savings and Profit-Sharing Plan

Notes to Financial Statements (continued)

3. Investments (continued)

Net realized gain on sale (loss) and distribution of investments is summarized as follows:

	Year Ended December 31		
	2008	2007	2006
Mutual fund accounts			
Proceeds from disposition of units	\$ 6,146,376	\$ –	\$ –
Cost of units disposed	8,349,771	–	–
Net realized loss on sale and distribution of mutual fund accounts	\$ (2,203,395)	\$ –	\$ –
Collective investment trust funds			
Proceeds from disposition of units	\$ 3,682,194	\$ –	\$ –
Cost of units disposed	4,442,457	–	–
Net realized loss on sale and distribution of collective investment trust funds	\$ (760,263)	\$ –	\$ –
Common stock			
Proceeds from disposition of stock	\$ 4,366,742	\$ 7,729,845	\$ 12,038,077
Cost of stock disposed	7,920,645	3,885,474	6,534,070
Net realized gain (loss) on sale and distribution of common stock	\$ (3,553,903)	\$ 3,844,371	\$ 5,504,007
Pooled separate accounts			
Proceeds from disposition of units	\$ 135,008,487	\$ 49,126,170	\$ 43,764,916
Cost of units disposed	118,628,545	40,557,745	37,844,912
Net realized gain on sale and distribution of pooled separate accounts	\$ 16,379,942	\$ 8,568,425	\$ 5,920,004
Total net realized gain on sale and distribution of investments	\$ 9,862,381	\$ 12,412,796	\$ 11,424,011

The Lincoln National Life Insurance Company
Agents' Savings and Profit-Sharing Plan

Notes to Financial Statements (continued)

3. Investments (continued)

The net change in unrealized appreciation (depreciation) of investments in total and by investment classification as determined by fair value is summarized as follows:

	Year Ended December 31		
	2008	2007	2006
Fair value in excess of (less than) cost:			
At beginning of the year	\$ 55,277,366	\$ 63,347,381	\$ 48,422,185
At end of the year	(28,837,308)	55,277,366	63,347,381
Change in net unrealized appreciation (depreciation) of investments	\$ (84,114,674)	\$ (8,070,015)	\$ 14,925,196
Mutual funds	\$ (14,385,805)	\$ —	\$ —
Other collective investment trusts	(3,110,966)	—	—
Common stock – LNC	(24,931,330)	(10,211,687)	7,023,661
Pooled separate accounts – LNL	(41,686,573)	2,141,672	7,901,535
Change in net unrealized appreciation (depreciation) of investments	\$ (84,114,674)	\$ (8,070,015)	\$ 14,925,196

The Plan holds investments in investment contracts. From October 1 to December 31, 2008, the Plan invested in Lincoln Stable Value Fund (Stable Value Fund) which earned an average interest rate of approximately 4.95% (annualized) in the fourth quarter of 2008. Interest is credited at the same rate for the entire contract value. The credited interest rate is based upon a three-year average of the Lehman rate plus 20 basis points (“bp”) and can be changed quarterly. Prior to October 1, 2008, the Plan invested in the Lincoln Life Guaranteed Account (Guaranteed Account) which earned an average interest rate of approximately 4.0% (annualized) in the first three quarter of 2008 and for all of 2007 and 2006. The credited interest rates for new contributions, which approximated the current market rate, were 4.0% (annualized) through September 30, 2008, and all of 2007 and 2006. The rate on new contributions was guaranteed through the three succeeding calendar year quarters. The credited interest rates for the remaining contract value balance, which approximated the current market rate, were 4.0% (annualized) at September 30, 2008 and December 31, 2007 and 2006, and were determined based upon the performance of Lincoln Life’s general account. The credited interest rates could be changed quarterly for both the Stable Value Fund and the Guaranteed Account. The minimum rate was 3.5% through September 30, 2008 and is currently 3.0%. The guarantee is based on Lincoln Life’s ability to meet its financial obligations from the general assets of Lincoln Life.

The Lincoln National Life Insurance Company
Agents' Savings and Profit-Sharing Plan

Notes to Financial Statements (continued)

3. Investments (continued)

For both the Stable Value Fund and the Guaranteed Account restrictions apply to the aggregate movement of funds to other investment options. The fair value of the investment contracts approximate contract value. Participants are allocated interest on the investment contracts based on the average rate earned on all Plan investments in the investment contracts.

4. Investment Options

The detail of the net assets available for benefits by investment option as of December 31, 2008 is as follows:

	Total	Investment Options					
		1.A.	2.A.	3.A.	4.A.	5.A.	6.A.
Assets							
Investments:							
Mutual funds	\$ 48,171,602	\$ 8,129,656	\$ 878,675	\$ 2,423,744	\$ 1,394,455	\$ 1,390,020	\$ 6,013,046
Other collective investment trusts	23,063,386	—	—	—	—	—	—
Common stock – LNC	21,964,369	—	—	—	—	—	—
Wilmington Trust money market fund	1,003,490	—	—	—	—	—	—
Investment contracts	29,623,868	—	—	—	—	—	—
Participant loans	3,572,337	—	—	—	—	—	—
Total investments	127,399,052	8,129,656	878,675	2,423,744	1,394,455	1,390,020	6,013,046
Accrued interest receivable	118,613	—	—	—	—	—	—
Cash	14,689	—	—	—	—	—	—
Contributions receivable from participant deferrals	40,306	2,734	—	582	286	303	899
Contributions receivable from Sponsor company	1,161,189	98,660	2,741	29,147	21,559	20,209	89,172
Total assets	128,733,849	8,231,050	881,416	2,453,473	1,416,300	1,410,532	6,103,117
Liabilities							

Edgar Filing: LINCOLN NATIONAL CORP - Form 11-K

Due to (from)								
broker	12,670	208	–	–	–	–	–	337
Total liabilities	12,670	208	–	–	–	–	–	337
Net assets available for benefits	\$ 128,721,179	\$ 8,230,842	\$ 881,416	\$ 2,453,473	\$ 1,416,300	\$ 1,410,532	\$ 6,102,780	
Number of participants selecting investment options		835	56	260	157	248		629

The Lincoln National Life Insurance Company
Agents' Savings and Profit-Sharing Plan

Notes to Financial Statements (continued)

4. Investment Options (continued)

	Investment Options						
	7.A.	8.A.	9.A.	10.A.	11.A.	12.A.	13.A.
Assets							
Investments:							
Mutual funds	\$ 8,638,099	\$ 7,225,540	\$ 9,860,893	\$ 2,217,474	\$ —	\$ —	\$ —
Other collective investment trusts	—	—	—	—	6,858,225	56,860	4,148,997
Common stock – LNC	—	—	—	—	—	—	—
Wilmington Trust money market fund	—	—	—	—	—	—	—
Investment contracts	—	—	—	—	—	—	—
Participant loans	—	—	—	—	—	—	—
Total investments	8,638,099	7,225,540	9,860,893	2,217,474	6,858,225	56,860	4,148,997
Accrued interest receivable	—	—	—	—	—	—	—
Cash	—	—	—	—	—	—	—
Contributions receivable from participant deferrals	5,988	6,001	2,336	1,998	2,042	—	642
Contributions receivable from Sponsor company	130,639	150,527	92,285	35,847	84,594	1,084	50,441
Total assets	8,774,726	7,382,068	9,955,514	2,255,319	6,944,861	57,944	4,200,080
Liabilities							
Due to (from) broker	(2,068)	(3,447)	(1,089)	—	(1,883)	208	—
Total liabilities	(2,068)	(3,447)	(1,089)	—	(1,883)	208	—
Net assets available for benefits	\$ 8,776,794	\$ 7,385,515	\$ 9,956,603	\$ 2,255,319	\$ 6,946,744	\$ 57,736	\$ 4,200,080
Number of participants selecting	724	793	725	374	654	17	532

investment
options

15

The Lincoln National Life Insurance Company
Agents' Savings and Profit-Sharing Plan

Notes to Financial Statements (continued)

4. Investment Options (continued)

	Investment Options					
	14.A.	15.A.	16.A.	17.A.	Loans	Short-term
Assets						
Investments:						
Mutual funds	\$	–	\$	–	\$	–
Other collective investment trusts	8,164,092	3,835,212	–	–	–	–
Common stock – LNC Wilmington Trust money market fund	–	–	21,964,369	–	–	–
Investment contracts	–	–	561,866	29,623,868	–	441,624
Participant loans	–	–	–	–	3,572,337	–
Total investments	8,164,092	3,835,212	22,526,235	29,623,868	3,572,337	441,624
Accrued interest receivable	–	–	–	118,613	–	–
Cash	–	–	–	–	–	14,689
Contributions receivable from participant deferrals	837	629	10,975	4,054	–	–
Contributions receivable from Sponsor company	51,238	55,144	180,943	66,959	–	–
Total assets	8,216,167	3,890,985	22,718,153	29,813,494	3,572,337	456,313
Liabilities						
Due to (from) broker	(15,751)	(1,033)	–	37,188	–	–
Total liabilities	(15,751)	(1,033)	–	37,188	–	–
Net assets available for benefits	\$ 8,231,918	\$ 3,892,018	\$ 22,718,153	\$ 29,776,306	\$ 3,572,337	\$ 456,313
Number of participants selecting investment options						
	498	402	1267	710	272	

The Lincoln National Life Insurance Company
Agents' Savings and Profit-Sharing Plan

Notes to Financial Statements (continued)

4. Investment Options (continued)

The detail of the net assets available for benefits by investment option as of December 31, 2007 is as follows:

	Total	Investment Options					
		1	2	3	4	5	6
Assets							
Investments:							
Common stock	\$ 47,511,770	\$ 47,511,770	\$ -	\$ -	\$ -	\$ -	-
Wells Fargo Bank short-term investment account	1,564,190	1,564,190	-	-	-	-	-
Pooled separate accounts – LNL	133,100,849	-	-	10,580,767	9,500,756	11,214,877	4,947,357
Investment contracts	14,604,738	-	14,604,738	-	-	-	-
Participant loans	3,996,682	-	-	-	-	-	-
Total investments	200,778,229	49,075,960	14,604,738	10,580,767	9,500,756	11,214,877	4,947,357
Accrued interest receivable	54,904	5,966	48,938	-	-	-	-
Cash	(4,648)	-	(4,648)	-	-	-	-
Contributions receivable from participant deferrals	-	-	-	-	-	-	-
Contributions receivable from Sponsor company	2,212,179	2,212,179	-	-	-	-	-
Total assets	203,040,664	51,294,105	14,649,028	10,580,767	9,500,756	11,214,877	4,947,357
Liabilities							
	214	-	-	(28,320)	-	94,323	(14,387)

Edgar Filing: LINCOLN NATIONAL CORP - Form 11-K

Due to (from) broker							
Total liabilities	214	-	-	-	-	94,323	(14,387)
Net assets available for benefits	\$ 203,040,450	\$ 51,294,105	\$ 14,649,028	\$ 10,609,087	\$ 9,500,756	\$ 11,120,554	\$ 4,961,744
Number of participants selecting investment options	1354	366	541	467	480	338	

The Lincoln National Life Insurance Company
Agents' Savings and Profit-Sharing Plan

Notes to Financial Statements (continued)

4. Investment Options (continued)

	Investment Options						
	7	8	9	10	11	12	13
Assets							
Investments:							
Common stock – LNC\$	– \$	– \$	– \$	– \$	– \$	– \$	–
Wells Fargo Bank short-term investment account	–	–	–	–	–	–	–
Pooled separate accounts – LNL	7,734,304	3,767,261	3,780,163	8,737,135	6,001,708	11,832,632	1,028,234
Investment contracts	–	–	–	–	–	–	–
Participant loans	–	–	–	–	–	–	–
Total investments	7,734,304						