



You're In Charge®

TAXES AFFECT EVERYONE

INCOME LATER

Tax impact: identify opportunities

How taxes are affecting your clients' retirement plans and how you can help protect their wealth



Not a deposit	Not FDIC-insured	May go down in value
Not insured by any federal government agency		
Not guaranteed by any bank or savings association		

Insurance products issued by:
The Lincoln National Life Insurance Company
Lincoln Life & Annuity Company of New York

1658011

For agent or broker use only.
Not for use with the public.

The Form 1040 tax guide may help you:

Find areas where your clients could benefit from more tax-efficient strategies

Gain a more comprehensive picture of each client's financial situation

Provide an added service to establish a more complete relationship with your clients

Lines 8a and 8b

Retirement savings

Clients paying taxes on retirement savings may be good candidates for an annuity.

Lines 9a and 13

Dividends and capital gains from taxable mutual funds

Qualified plans, IRAs and annuities provide tax-deferred growth potential on all interest and dividends, enabling your clients' money to grow faster than it would with a taxable product.

Lines 15b and 16b

Planning for required minimum distributions (RMDs)

Consider alternative strategies for clients who may not rely upon their RMD income. Ask your Lincoln representative for more information on how these strategies may help clients maximize the assets they leave behind.

Line 20b

Reduce taxes on Social Security income

Annuity and variable life insurance earnings that are not withdrawn are not part of modified adjusted gross income, which is used to determine how much Social Security benefits are taxed. This is also true for the tax-excludable portion of an annuitized income stream.

Form 1040 U.S. Individual Income Tax Return 2017		Department of the Treasury—Internal Revenue Service (99)	OMB No. 1545-0074	IRS Use Only—Do not write or staple in this space.
For the year Jan. 1–Dec. 31, 2017, or other tax year beginning		, 2017, ending		, 20
Your first name and initial		Last name		Your social security number
If a joint return, spouse's first name and initial		Last name		Spouse's social security number
Home address (number and street). If you have a P.O. box, see instructions.			Apt. no.	▲ Make sure the SSN(s) above and on line 6c are correct.
City, town or post office, state, and ZIP code. If you have a foreign address, also complete spaces below (see instructions).			Foreign country name	Foreign province/state/country
			Foreign postal code	Presidential Election Campaign Check here if you, or your spouse if filing jointly, want \$3 to go to this fund. Checking a box below will not change your tax or refund. <input type="checkbox"/> You <input type="checkbox"/> Spouse
Filing Status	<input type="checkbox"/> 1 Single <input type="checkbox"/> 2 Married filing jointly (even if only one had income) <input type="checkbox"/> 3 Married filing separately. Enter spouse's SSN above and full name here. ▶		<input type="checkbox"/> 4 Head of household (with qualifying person). (See instructions.) If the qualifying person is a child but not your dependent, enter this child's name here. ▶ <input type="checkbox"/> 5 Qualifying widow(er) (see instructions)	
Exemptions	<input type="checkbox"/> 6a Yourself. If someone can claim you as a dependent, do not check box 6a. <input type="checkbox"/> 6b Spouse		Boxes checked on 6a and 6b No. of children on 6c who: • lived with you • did not live with you due to divorce or separation (see instructions) Dependents on 6c not entered above	
	c Dependents: (1) First name Last name (2) Dependent's social security number (3) Dependent's relationship to you (4) <input type="checkbox"/> if child under age 17 qualifying for child tax credit (see instructions)			
	If more than four dependents, see instructions and check here ▶ <input type="checkbox"/>			
	d Total number of exemptions claimed			
Income	7 Wages, salaries, tips, etc. Attach Form(s) W-2		7	
	8a Taxable interest. Attach Schedule B if required		8a	
	b Tax-exempt interest. Do not include on line 8a		8b	
	9a Ordinary dividends. Attach Schedule B if required		9a	
	b Qualified dividends		9b	
	10 Taxable refunds, credits, or offsets of state and local income taxes		10	
	11 Alimony received		11	
	12 Business income or (loss). Attach Schedule C or C-EZ		12	
	13 Capital gain or (loss). Attach Schedule D if required. If not required, check here ▶ <input type="checkbox"/>		13	
	14 Other gains or (losses). Attach Form 4797		14	
	15a IRA distributions		15a	
	b Taxable amount		15b	
	16a Pensions and annuities		16a	
	b Taxable amount		16b	
	17 Rental real estate, royalties, partnerships, S corporations, trusts, etc. Attach Schedule E		17	
	18 Farm income or (loss). Attach Schedule F		18	
	19 Unemployment compensation		19	
	20a Social security benefits		20a	
	b Taxable amount		20b	
	21 Other income. List type and amount		21	
	22 Combine the amounts in the far right column for lines 7 through 21. This is your total income ▶		22	
Adjusted Gross Income	23 Educator expenses		23	
	24 Certain business expenses of reservists, performing artists, and fee-basis government officials. Attach Form 2106 or 2106-EZ		24	
	25 Health savings account deduction. Attach Form 8889		25	
	26 Moving expenses. Attach Form 3903		26	
	27 Deductible part of self-employment tax. Attach Schedule SE		27	
	28 Self-employed SEP, SIMPLE, and qualified plans		28	
	29 Self-employed health insurance deduction		29	
	30 Penalty on early withdrawal of savings		30	
	31a Alimony paid b Recipient's SSN ▶		31a	
	32 IRA deduction		32	
	33 Student loan interest deduction		33	
	34 Reserved for future use		34	
	35 Domestic production activities deduction. Attach Form 8903		35	
	36 Add lines 23 through 35		36	
	37 Subtract line 36 from line 22. This is your adjusted gross income ▶		37	

Line 32

IRA contributions

Owning an annuity inside an IRA offers your clients additional access to certain guarantees as well as professional management, ease of diversification, and asset allocation.*

*There is no additional tax benefit for annuity contracts purchased in an IRA or other tax-qualified plan, since these are already afforded tax-deferred status. Thus, an annuity should only be purchased in an IRA or qualified plan if you value some other features of the annuity and are willing to incur any additional costs associated with the annuity to receive such benefits.

Work with your client's accountant and attorney to optimize tax, estate and income planning strategies.

Form 1040 (2017) Page **2**

38	Amount from line 37 (adjusted gross income)	38	
39a	Check <input type="checkbox"/> You were born before January 2, 1953, <input type="checkbox"/> Blind , <input type="checkbox"/> Total boxes if: <input type="checkbox"/> Spouse was born before January 2, 1953, <input type="checkbox"/> Blind , checked here ▶ 39a		
b	If your spouse itemizes on a separate return or you were a dual-status alien, check here ▶ 39b <input type="checkbox"/>		
40	Itemized deductions (from Schedule A) or your standard deduction (see left margin)	40	
41	Subtract line 40 from line 38	41	
42	Exemptions. If line 38 is \$156,900 or less, multiply \$4,050 by the number on line 6d. Otherwise, see instructions	42	
43	Taxable income. Subtract line 42 from line 41. If line 42 is more than line 41, enter -0-	43	
44	Tax (see instructions). Check if any from: a <input type="checkbox"/> Form(s) 8814 b <input type="checkbox"/> Form 4972 c <input type="checkbox"/>	44	
45	Alternative minimum tax (see instructions). Attach Form 6251	45	
46	Excess advance premium tax credit repayment. Attach Form 8962	46	
47	Add lines 44, 45, and 46 ▶	47	
48	Foreign tax credit. Attach Form 1116 if required	48	
49	Credit for child and dependent care expenses. Attach Form 2441	49	
50	Education credits from Form 8863, line 19	50	
51	Retirement savings contributions credit. Attach Form 8880	51	
52	Child tax credit. Attach Schedule 8812, if required	52	
53	Residential energy credit. Attach Form 5695	53	
54	Other credits from Form: a <input type="checkbox"/> 3800 b <input type="checkbox"/> 8801 c <input type="checkbox"/>	54	
55	Add lines 48 through 54. These are your total credits	55	
56	Subtract line 55 from line 47. If line 55 is more than line 47, enter -0-	56	
57	Self-employment tax. Attach Schedule SE	57	
58	Unreported social security and Medicare tax from Form: a <input type="checkbox"/> 4137 b <input type="checkbox"/> 8919	58	
59	Additional tax on IRAs, other qualified retirement plans, etc. Attach Form 5329 if required	59	
60a	Household employment taxes from Schedule H	60a	
b	First-time homebuyer credit repayment. Attach Form 5405 if required	60b	
61	Health care: individual responsibility (see instructions) Full-year coverage <input type="checkbox"/>	61	
62	Taxes from: a <input type="checkbox"/> Form 8959 b <input type="checkbox"/> Form 8960 c <input type="checkbox"/> Instructions; enter code(s)	62	
63	Add lines 56 through 62. This is your total tax ▶	63	
64	Federal income tax withheld from Forms W-2 and 1099	64	
65	2017 estimated tax payments and amount applied from 2016 return	65	
66a	Earned income credit (EIC)	66a	
b	Nontaxable combat pay election 66b		
67	Additional child tax credit. Attach Schedule 8812	67	
68	American opportunity credit from Form 8863, line 8	68	
69	Net premium tax credit. Attach Form 8962	69	
70	Amount paid with request for extension to file	70	
71	Excess social security and tier 1 RRTA tax withheld	71	
72	Credit for federal tax on fuels. Attach Form 4136	72	
73	Credits from Form: a <input type="checkbox"/> 2439 b <input type="checkbox"/> Reseal c <input type="checkbox"/> 8885 d <input type="checkbox"/>	73	
74	Add lines 64, 65, 66a, and 67 through 73. These are your total payments ▶	74	
75	If line 74 is more than line 63, subtract line 63 from line 74. This is the amount you overpaid	75	
76a	Amount of line 75 you want refunded to you . If Form 8888 is attached, check here ▶ <input type="checkbox"/>	76a	
b	Routing number ▶ <input type="checkbox"/> Type: <input type="checkbox"/> Checking <input type="checkbox"/> Savings		
d	Account number ▶		
77	Amount of line 75 you want applied to your 2016 estimated tax ▶	77	
78	Amount you owe. Subtract line 74 from line 63. For details on how to pay, see instructions ▶	78	
79	Estimated tax penalty (see instructions)	79	
Third Party Designee	Do you want to allow another person to discuss this return with the IRS (see instructions)? <input type="checkbox"/> Yes . Complete below. <input type="checkbox"/> No		
Sign Here	Under penalties of perjury, I declare that I have examined this return and accompanying schedules and statements, and to the best of my knowledge and belief, they are true, correct, and accurately list all amounts and sources of income I received during the tax year. Declaration of preparer (other than taxpayer) is based on all information of which preparer has any knowledge.		
Preparer Use Only	Print/Type preparer's name Preparer's signature Date Spouse's occupation Spouse's signature Date Spouse's occupation If the IRS sent you an Identity Protection PIN, enter it here (see inst.) PTIN Check <input type="checkbox"/> if self-employed Firm's name Firm's EIN Phone no.		

Go to www.irs.gov/Form1040 for instructions and the latest information. Form **1040** (2017)

Line 40

IRA rollover

If your client is the beneficiary of an IRA, cashing it out will result in taxes on the entire inheritance. Consider them as candidates for a tax-qualified annuity.

Line 43

Employer-sponsored retirement plans

A company-sponsored retirement plan can help reduce an individual's taxable wages and has higher contribution limits than an IRA, resulting in greater retirement savings.

Line 50

College savings

A Coverdell Education Savings Account (CESA) and 529 college savings plan (CSP) provide tax-deferred growth and other tax advantages.

Line 76a

Investing a tax refund

Your clients can contribute all or a portion of their tax refund to a traditional IRA or Roth IRA, or purchase an annuity or life insurance policy.

Tips for talking taxes with your clients

Note that Schedules A and C may offer additional tax advantages for small-business owners and sole proprietors.

Consider how evolving tax regulations may impact your clients' estate plans and their ability to cover healthcare costs in the future.

Lincoln offers tax-efficient products and strategies that may help clients prepare for the impact of taxes. Ask your Lincoln representative for more information.

Put Lincoln Wealth Protection Expertise to work for you. Contact your Lincoln Financial representative or call 855-831-7067 for further information.

The value of partnering with Lincoln Financial Group

Lincoln Financial Group delivers sophisticated strategies and products for the creation, protection, and enjoyment of wealth. We are committed to helping Americans plan for retirement, prepare for the unexpected, and protect their wealth from five key financial challenges: taxes, long-term care expenses, longevity, inflation, and market risk.

Rely on Lincoln for the knowledge and experience to help you address these challenges. Lincoln Wealth Protection Expertise combines state-of-the-art products, seasoned wholesalers and specialists, and powerful visualization tools to assist you in protecting client wealth and planning financial outcomes.

Don't miss this opportunity to engage your clients on their tax concerns and help them protect their wealth.

To get information and guidance about the solutions mentioned here, contact your representative.

Not a deposit
Not FDIC-insured
Not insured by any federal government agency
Not guaranteed by any bank or savings association
May go down in value

©2018 Lincoln National Corporation

LincolnFinancial.com

Lincoln Financial Group is the marketing name for Lincoln National Corporation and its affiliates.

Affiliates are separately responsible for their own financial and contractual obligations.

LCN-1658011-120616

POD 1/18 **Z08**

Order code: LFD-1040-BRC001



You're In Charge®

Lincoln Financial Group® affiliates, their distributors, and their respective employees, representatives, and/or insurance agents do not provide tax, accounting, or legal advice. Please consult an independent advisor as to any tax, accounting, or legal statements made herein.

Affiliated companies include broker-dealer/distributor Lincoln Financial Distributors, Inc., Radnor, PA, and insurance issuers The Lincoln National Life Insurance Company, Fort Wayne, IN, and Lincoln Life & Annuity Company of New York, Syracuse, NY.

For agent or broker use only. Not for use with the public.