

GOTTA JOHN  
Form 4  
December 14, 2004

**FORM 4** UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

OMB APPROVAL

OMB Number: 3235-0287  
Expires: January 31, 2005  
Estimated average burden hours per response... 0.5

Check this box if no longer subject to Section 16. Form 4 or Form 5 obligations may continue. See Instruction 1(b).

**STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP OF SECURITIES**

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934, Section 17(a) of the Public Utility Holding Company Act of 1935 or Section 30(h) of the Investment Company Act of 1940

(Print or Type Responses)

1. Name and Address of Reporting Person \*  
GOTTA JOHN

2. Issuer Name and Ticker or Trading Symbol  
LINCOLN NATIONAL CORP  
[LNC]

5. Relationship of Reporting Person(s) to Issuer

(Check all applicable)

(Last) (First) (Middle)

3. Date of Earliest Transaction (Month/Day/Year)  
12/13/2004

\_\_\_\_ Director \_\_\_\_\_ 10% Owner  
 Officer (give title below) \_\_\_\_\_ Other (specify below)  
EVP & CEO-LNL

CENTRE SQUARE WEST  
TOWER, 1500 MARKET ST.,  
SUITE 3900

(Street)

4. If Amendment, Date Original Filed(Month/Day/Year)

6. Individual or Joint/Group Filing(Check Applicable Line)  
 Form filed by One Reporting Person  
 Form filed by More than One Reporting Person

PHILADELPHIA, PA 19102

(City) (State) (Zip)

**Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned**

| 1. Title of Security (Instr. 3) | 2. Transaction Date (Month/Day/Year) | 2A. Deemed Execution Date, if any (Month/Day/Year) | 3. Transaction Code (Instr. 8) | 4. Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5) | 5. Amount of Securities Beneficially Owned Following Reported Transaction(s) (Instr. 3 and 4) | 6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4) | 7. Nature of Indirect Ownership (Instr. 4) |                          |   |           |
|---------------------------------|--------------------------------------|--|--------------------------------|---|---|--|--|--------------------------|---|-----------|
|                                 |                                      |  |                                | (A) or (D)  | Price   |  |  |                          |   |           |
| Common Stock                    | 12/13/2004                           |  | M                              | V   | 31,430  | A  | \$ 24.72                                   | 52,680.24                | D |           |
| Common Stock                    | 12/13/2004                           |  | F                              |   | 16,930  | D  | \$ 45.89                                   | 35,750.24                | D |           |
| Common Stock                    | 12/13/2004                           |  | F                              |   | 4,560   | D  | \$ 45.89                                   | 31,190.24 <sup>(1)</sup> | D |           |
| Common Stock                    |                                      |  |                                |   |   |  |  | 5,929.47 <sup>(2)</sup>  | I | By 401(k) |

Edgar Filing: GOTTA JOHN - Form 4

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

**Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.**

SEC 1474  
(9-02)

**Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned**  
(e.g., puts, calls, warrants, options, convertible securities)

| 1. Title of Derivative Security (Instr. 3)   | 2. Conversion or Exercise Price of Derivative Security | 3. Transaction Date (Month/Day/Year) | 3A. Deemed Execution Date, if any (Month/Day/Year) | 4. Transaction Code (Instr. 8) | 5. Number of Derivative Securities Acquired (A) or Disposed of (D) (Instr. 3, 4, and 5) | 6. Date Exercisable and Expiration Date (Month/Day/Year) | 7. Title and Underlying Security (Instr. 3 and 4) |
|--|--|--------------------------------------|--|--------------------------------|---|--|---|
|  |  |                                      |  | Code V (A) (D)                 |   | Date Exercisable Expiration Date                         | Title   |
| Employee Stock Option (Right to Buy)         | \$ 24.72   | 12/13/2004                           |  | M                              | 31,430  | 03/09/2001 <sup>(3)</sup> 03/09/2010                     | Common Stock                                      |
| Employee Stock (Right to Buy) <sup>(4)</sup> | \$ 45.89   | 12/13/2004                           |  | A                              | 16,930  | 12/13/2006 03/09/2010                                    | Common Stock                                      |

## Reporting Owners

| Reporting Owner Name / Address  | Relationships |           |               |       |
|---|---------------|-----------|---------------|-------|
|   | Director      | 10% Owner | Officer       | Other |
| GOTTA JOHN<br>CENTRE SQUARE WEST TOWER<br>1500 MARKET ST., SUITE 3900<br>PHILADELPHIA, PA 19102 |               |           | EVP & CEO-LNL |       |

## Signatures

/s/C. Suzanne Womack 12/14/2004

\*\*Signature of Reporting Person Date

## Explanation of Responses:

- \* If the form is filed by more than one reporting person, see Instruction 4(b)(v).
- \*\* Intentional misstatements or omissions of facts constitute Federal Criminal Violations. See 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).
- (1) Includes 4,319.24 shares previously reported as DCP Phantom Stock Units including dividend reinvestments, which the reporting person is now reporting as Common Stock because the shares can only be settled in shares of the Company's Common Stock.

## Edgar Filing: GOTTA JOHN - Form 4

- (2) Represents routine transactions in the Company's 401(k) Plan.
- (3) The option is exercisable in four equal annual installments, which began on 3/9/2001.
- (4) Option to acquire shares resulting from reload exercise. The reload option expiration date is the same as the original option expiration date.

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, *see* Instruction 6 for procedure.

Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB number.