

# THE HARTFORD INCOME ANNUITY: GUARANTEED LIFETIME INCOME<sup>1</sup> with CERTAINTY and FLEXIBILITY

In today's turbulent economic climate, The Hartford Income Annuity is a simple, guaranteed<sup>1</sup> investment that can add certainty to your retirement income plans.

## Client Scenario: Steve and Sandy

- Couple, each age 65
- Uncomfortable with additional equity exposure
- Invest \$100,000 in The Hartford Income Annuity,<sup>2</sup> selecting the Joint Life Annuity with 10-year Period Certain payout option
- Receive guaranteed lifetime income with a start date<sup>3</sup> of their choosing and the ability to take lump sum withdrawals<sup>4</sup>



Income Start Date	Guaranteed Lifetime Annual Payout	Payout Rate <sup>5</sup>	Taxable Exclusions % <sup>6</sup>
Immediate	\$ 6,899	6.9%	55.7%
5 Years from Issue	\$ 9,860	9.9%	50.2%
10 Years from Issue	\$14,923	14.9%	40.1%

Steve and Sandy, a couple at retirement age, want to invest part of their nest egg to provide future income for themselves. They don't want to put any more of their money in equities because of the volatile returns and the uncertainty that the money might not be there when they need it. At the same time, they are concerned that the low interest rates of fixed guaranteed investments won't generate sufficient income for them.

They decide to invest \$100,000 in The Hartford Income Annuity. The annuity will make annual payments of the amounts indicated for as long as either Steve or Sandy is alive, and will pay at least 10 annual payments if both die during that period. The chart above shows the amount paid each year and annual payout rates<sup>5</sup> they can receive based on those potential income start dates. By choosing a "period certain" payout option, they give themselves the flexibility to change the start date if conditions change. They'll also have the ability to take unscheduled withdrawals, if they should need extra funds.

## *If lifetime income is your priority, the choice is easy... The Hartford Income Annuity*

- 1 Guarantees are based on the claims-paying ability of Hartford Life Insurance Company, the issuing company.
- 2 \$100,000 investment in the Hartford Income Annuity. Rates as of December 12, 2008 and are subject to change. Annuity type: Joint Life with 10 Year Period Certain with various income start dates. Couple, both age 65. Annual payment option. Payments made at end of period. Other options available.
- 3 One-time change to income start date available after first contract year on certain payout forms. Payout amounts for female annuitants, who have longer life expectancies, would be lower than the amounts for a male the same age. Payouts are subject to change and exclude state premium taxes. This hypothetical example may not be used in Montana or Massachusetts, which do not permit the use of gender distinct annuity rates.
- 4 Six months after payments have begun, all or a portion of the payments can be converted to lump sum withdrawals.
- 5 Annual payout rate reflects annual payment expressed as a percentage of the investment and includes both the portions of the payment representing income and return of investment.
- 6 If the annuity is purchased with after-tax (nonqualified) money, a portion of the payments is deemed by the IRS to be a return of premium, and is excludable from gross income. Taxable exclusions percentage represents the portion of the annual annuity payments not subject to income tax. Once the total amount excluded equals the tax basis in the annuity, the tax benefit is eliminated and remaining payments are fully taxable.



# The Hartford Income Annuity

## Facts at a Glance

<b>Type of Product</b>	<ul style="list-style-type: none"> <li>Fixed, single premium payout annuity issued by Hartford Life Insurance Company</li> </ul>
<b>Income Payment Options*</b>  Note: Upon the death of one or either joint annuitant, payments can remain the same or reduce to 50%, 66 <sup>2</sup> / <sub>3</sub> %, or 75% of the original payment	<ul style="list-style-type: none"> <li>Period Certain (5-30 years)<sup>1,2</sup></li> <li>Single or Joint Lifetime Income</li> <li>Single or Joint Lifetime Income with Cash Refund</li> <li>Single or Joint Lifetime Income with Installment Refund (Not available for deferred annuities)</li> <li>Single or Joint Lifetime Income for a Period Certain (5-30 years)<sup>1,2</sup></li> <li>Single or Joint Lifetime Income with a Return of Premium Death Benefit<sup>1</sup></li> <li>Single Temporary Life Income (5-30 years)<sup>1</sup></li> </ul>
<b>Death Benefit Descriptions</b>	<ul style="list-style-type: none"> <li>Cash Refund - If you die before receiving an amount equal to your premium, your premium, minus annuity payments previously received, will be paid to a beneficiary.</li> <li>Return of Premium - Death benefit equal to a specified percentage (25%, 50%, or 75%) of your premium in a lump sum; before or after annuity payments begin and even if payments exceed original premium. (Not available for IRAs.)<sup>1</sup></li> <li>Installment Refund - If you die before receiving an amount equal to your premium, periodic income payments will continue until the total payments made equal the premium paid. Only available if annuity starts within 1 year.</li> </ul>
<b>Minimum Premium</b>	<ul style="list-style-type: none"> <li>\$10,000</li> </ul>
<b>Maximum Premium</b>	<ul style="list-style-type: none"> <li>\$5 million; \$1 million without home office approval<sup>3</sup></li> </ul>
<b>Payment Frequency</b>	<ul style="list-style-type: none"> <li>Monthly, quarterly, semi-annually, or annually</li> </ul>
<b>Optional Annual Payment Increase</b>	<ul style="list-style-type: none"> <li>Select an annual percentage by which your annuity payment will increase each year</li> <li>Choose 1% to 6% in .50% increments<sup>1</sup></li> </ul>
<b>Maximum Issue/Commencement Age</b>	<ul style="list-style-type: none"> <li>Age 85 for all payout options except Period Certain</li> <li>Age 100 for Period Certain</li> </ul>
<b>Annuity Start Date</b>	<ul style="list-style-type: none"> <li>Choose the date you want your annuity payments to start<sup>1</sup></li> </ul>
<b>Annuity Start Date Changes</b>	<ul style="list-style-type: none"> <li>Option to make a one-time election to change your scheduled annuity commencement date before payment begins (after the first contract year)</li> <li>Amount of annuity payments will be adjusted to reflect change</li> <li>Available with options providing specified guaranteed period or cash refund</li> </ul>
<b>Commutation Provision</b>	<ul style="list-style-type: none"> <li>Ability to convert remaining guaranteed (Period Certain) annuity payments to lump sum</li> <li>Minimum commutation amount: \$5,000</li> <li>Elect all or a portion of all remaining guaranteed payments</li> <li>Available six months after annuity payments have started</li> </ul>
<b>Fees</b>	<ul style="list-style-type: none"> <li>No front-end sales fees</li> <li>No annual fees</li> </ul>

### FOOTNOTES:

\* Distributions paid prior to age 59 1/2 will be subject to a 10% additional tax on the taxable portion unless an exception to the penalty applies.

1 For contracts purchased as individual retirement annuities, special limitations apply.

2 Longer Period Certain may be allowed at our discretion.

3 Special Maximum Premium limits apply to Single or Joint Lifetime only annuities.

The annuity contract is issued by Hartford Life Insurance Company, Simsbury, Connecticut HL-20141 and state variations. The riders are: HL-20143, HL-20144, HL-20145 & HL-20142 (with state variations). "The Hartford" is The Hartford Financial Services Group, Inc. and its subsidiaries, including the issuer of The Hartford Income Annuity, Hartford Life Insurance Company.

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NO CONTRACT VALUE	NO WITHDRAWALS	NOT ALL PAYMENT OPTIONS OFFER DEATH BENEFITS
NOT ALL PAYMENT OPTIONS OFFER RETURN OF YOUR PREMIUM	NOT FDIC INSURED	