

The Hartford Reaches Out To America's Small Business Owners Needing Both Life Insurance And A Retirement Plan

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SIMSBURY, Conn. - (Business Wire) These are challenging times for America's small business owners. The combination of global competition and a bruised economy forces them to spend more time on operations and less time planning for their next phase in life. As a result, many of the nation's four million small businesses lack a retirement plan for the owner or employees.

In response, The Hartford and Plan Administrators, Inc. (PAi) have created Solo db Life, a defined benefit retirement plan designed for the four million American business owners with less than 10 employees who need both life insurance and a retirement plan. Solo db Life is split-funded, meaning that part of the employer's contribution is allocated to traditional investments and the other part is used to purchase life insurance. By combining a new whole life insurance policy and mutual funds, Solo db Life offers business owners an alternative to 401(k)s, SEP IRAs, profit-sharing and other traditional defined-benefit plans.

The life insurance policy embedded in Solo db Life is Hartford Extraordinary Whole Life, a new permanent life insurance product that offers guaranteed level premiums, cash values and a death benefit. This can be an important, tax-advantaged tool for the business owner who may want to use it for estate planning, wealth transfer, income replacement, charitable contributions, or to pay outstanding debts.

On the investment side, the plan offers participants the ability to invest in The Hartford's family of mutual funds, the fastest growing fund family in history to reach \$50 billion in assets.

"Our Solo db Life is for small business owners who need life insurance and also need to accelerate their funding towards retirement," said Brian Murphy, executive vice president of The Hartford's individual life insurance division. "It's one more example of our intense focus on offering life insurance products that small business owners can use to help secure their future and reduce their risk."

The mutual funds and the cash value portion of the life insurance provide the funding for the future defined benefit. In addition, since it is a qualified plan, contributions are generally tax-deductible, including the portion allocated to the purchase of the life insurance policy.

Solo db Life split-funded defined benefit plan is designed for small businesses that are a sole proprietor, partnership, corporation, S corporation or LLC. According to Murphy, the typical owner should be at least 45 years old and earn in excess of \$75,000, be able to contribute more than \$46,000 or 25% of compensation towards retirement each year, not expect to retire for at least seven years, and have an established need for life insurance.

Business owners who wish to purchase Solo db Life receive a turnkey product, including plan document, annual maintenance, statements showing each participant's accrued benefit, and signature-ready forms for government

compliance. The plan is administered by PAi, a nationally recognized third-party pension plan administrator, and is available in all states, except NJ and PA.

The Hartford, a Fortune 100 company, is one of the nation's largest diversified financial services companies, with 2007 revenues of \$25.9 billion. The Hartford is a leading provider of investment products, life insurance and group benefits; automobile and homeowners products; and business property and casualty insurance. International operations are located in Japan, Brazil and the United Kingdom. The Hartford's Internet address is www.thehartford.com.

Plan Administrators, Inc. (PAi) provides full-service plan administration solutions for small businesses nationwide. Serving 7,500 plans with \$3.5 billion in assets under administration and supporting over 480,000 employees, PAi provides its services to over 3,500 financial advisors and financial institutions.

As with all matters of a tax or legal nature, business owners interested in Solo db Life should consult their own tax or legal counsel for advice.

You should carefully consider investment objectives, risks, charges, and expenses of The Hartford Mutual Funds before investing. This and other information can be found in the Funds' prospectus, which can be obtained by calling 1-888-843-7824. Please read it carefully before you invest or send money.

The Hartford is The Hartford Financial Services Group, Inc. and its subsidiaries, including the issuing companies of Hartford Life Insurance Company (HLI) (New York) and Hartford Life and Annuity Insurance Company (HLA) (outside New York), Simsbury, CT. The mailing address for both issuers is P.O. Box 2999, Hartford, CT 06104-2999.

Hartford ExtraOrdinary Whole Life is a non-participating whole life insurance policy. HLI policy form # HL-19250(07)(NY). HLA policy form # LA-1310(07) and may include state abbreviations. Features may vary by state.

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Some of the statements in this release may be considered forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995. We caution investors that these forward-looking statements are not guarantees of future performance, and actual results may differ materially. Investors should consider the important risks and uncertainties that may cause actual results to differ. These important risks and uncertainties include those discussed in our Quarterly Reports on Form 10-Q, our 2007 Annual Report on Form 10-K and the other filings we make with the Securities and Exchange Commission. We assume no obligation to update this release, which speaks as of the date issued.

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