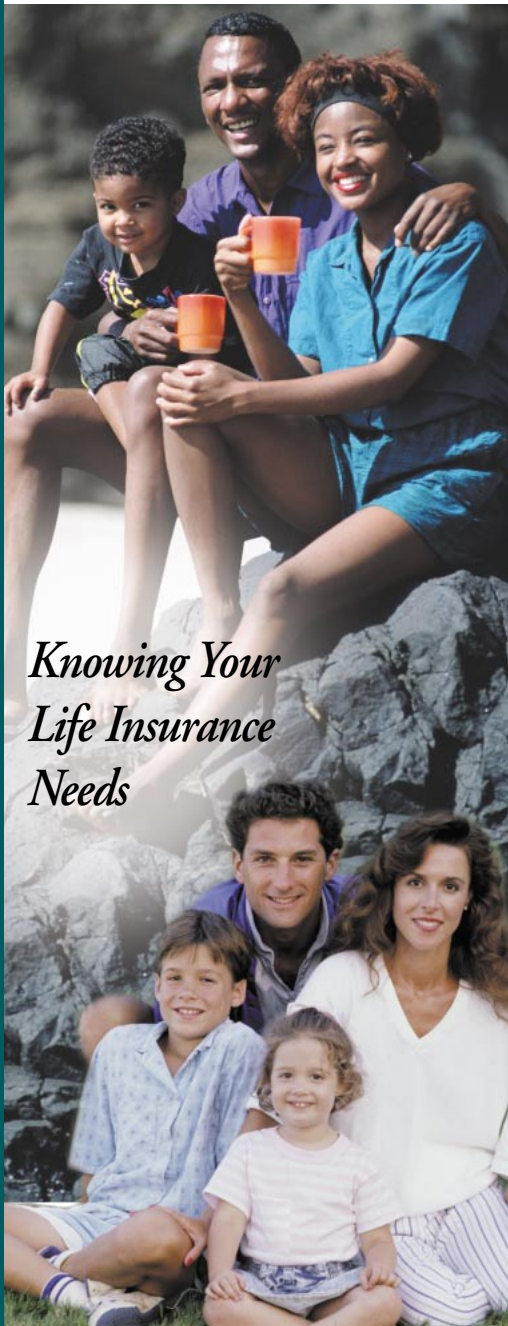


# Group Term Life Insurance



Hartford Life



*Knowing Your  
Life Insurance  
Needs*

**L**ife insurance is one of the most important coverages you can purchase because it can help secure your family's future in the event of your death.

Death, however, is a difficult subject to consider because no one likes to think about his or her own mortality, especially when there are so many other day-to-day responsibilities to worry about. But the fact is, people die every day. According to the *Statistical Abstract of the United States* (1999):

- ◆ Over 2 million people die each year in the United States.
- ◆ Approximately 219,800 of those deaths are caused by accidents.
- ◆ The average value of lifetime earnings lost by persons who die prematurely is:
  - \$1,000,212, if death occurs between the ages of 25 to 44; and
  - \$449,249, if death occurs between the ages of 45 to 64.

That's why it's important to spend a little time now — learning about life insurance, understanding your options and knowing your current needs — to help make your family's future more secure.

# Planning for Your Family's Future

To provide financial resources for your family in the event of your death, life insurance should be part of your financial planning. There are many expenses to consider:

- ◆ uninsured medical expenses;
- ◆ funeral costs;
- ◆ estate taxes;
- ◆ monthly bills such as the mortgage or rent, car payments, credit cards and utilities;
- ◆ child care;
- ◆ college tuition; and
- ◆ saving for retirement.

Additional resources may also be necessary to finance a move or allow your spouse time to find a job.

Life insurance proceeds can help replace your lost income and maintain your dependents' current lifestyle when you die. If you don't have adequate coverage, your family might have to sell assets to pay off outstanding debts.

## How Much Coverage is Adequate?

Purchasing insurance is a personal choice. The amount of insurance you need depends on your current financial and family situations. For instance:

- ◆ A dual-income family with young children might need more insurance to maintain their lifestyle than a couple nearing retirement age without any dependent children.
- ◆ The family breadwinner might consider spouse coverage to help provide for child care costs and household services.
- ◆ Couples close to retirement might purchase life insurance to help ensure that the surviving spouse can retire as planned.

To calculate the amount of life insurance that's appropriate for your family, you need to first review your financial records.

# Calculating Your Life Insurance Needs

Once you've determined your financial situation, consider the following:

## Life Insurance Needs Worksheet

- 1) *Amount needed to pay off outstanding debt:*    \$ \_\_\_\_\_
  - ◆ *Credit Cards*
  - ◆ *Car Payment*
  - ◆ *Mortgage*
  - ◆ *Medical Expenses*
- 2) *Amount needed to pay your children's future education expenses:*    + \_\_\_\_\_
- 3) *Your current salary times the number of years you wish to provide replacement income for your family to cover items such as:*    + \_\_\_\_\_
  - ◆ *Child Care*
  - ◆ *Rent*
  - ◆ *Everyday Living Expenses*
  - ◆ *Saving for Retirement*
- 4) *Funeral Expenses:*    + \$5,000 to \$10,000
- 5) *Insurance you already have:*    - \_\_\_\_\_
- 6) *Total amount needed:*    = \_\_\_\_\_

Since your family's needs change over time, it's a good idea to review your financial situation and your insurance coverage periodically. And if there's a big change in your life, such as buying a house or having another child, you should do it sooner.

# Group Term Life Insurance

The voluntary or supplemental group term life insurance available through your employer is an affordable way to purchase the extra protection that you and your family may need.

Because it is available to you at group rates, group term life insurance is one of the least expensive ways to buy life insurance. And since the premiums are lower than other types of life insurance, you can afford to purchase higher amounts of coverage.

Hartford Life offers a flexible plan that allows you to:

- ◆ choose the coverage amount that fits your needs and budget;
- ◆ pay premiums through the convenience of payroll deduction;
- ◆ elect coverage up to a specified amount without providing proof of good health,\* and
- ◆ continue coverage when your employment ends.

To find out more about Hartford Life's voluntary term life insurance plan, contact your benefits representative.

*\* Assumes you enroll when first eligible to do so. Late enrollments and higher amounts of coverage require proof of good health.*

## Hartford Life: Strength, Stability, Expertise

The company you choose is just as important as the coverage you purchase. Hartford Life is part of The Hartford, one of the nation's oldest and largest international insurance and financial services organizations.

With a history of strength, stability and expertise, Hartford Life is a company you can depend on to protect your family's future — today and in the years ahead.

Underwriting Companies:  
Hartford Life Insurance Company  
Hartford Life and Accident Insurance Company  
200 Hopmeadow Street  
Simsbury, CT 06070

Mailing address:  
P.O. Box 2999  
Hartford, CT 06104-2999



Hartford Life