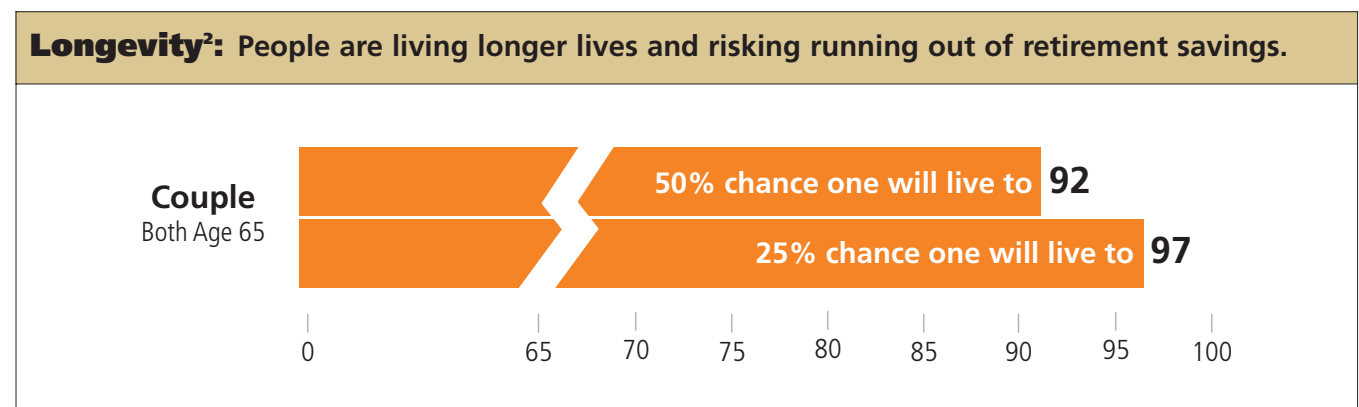


Wow... The Facts are Staggering.

As Baby Boomers approach retirement, far too many are underestimating how much time they will spend in retirement and how much income they will need once they stop working.¹

Case In Point



Other Things To Consider

Fact...	Net Result...
<ul style="list-style-type: none"> Boomers control over \$16 trillion in retirement assets. That's approximately \$450,000/person.³ 	<ul style="list-style-type: none"> Countless opportunities to capture rollovers from pension plans, 401(k)s, IRAs, etc.
<ul style="list-style-type: none"> Over 78 million baby boomers are gearing up for retirement.⁴ 	<ul style="list-style-type: none"> More than 12,000 Boomers turn 50 every day. That's 1 every 8 seconds.
<ul style="list-style-type: none"> 82% of Boomers say they would be very interested in a financial product that could provide financial growth and guaranteed protection and income.⁵ 	<ul style="list-style-type: none"> Equity Index Annuities give you a tool to meet these needs by offering great guarantees, excellent income and market participation.

The Bottom Line

Retirees and aging Boomers are looking for a retirement income solution. Make sure they look to you as their **Retirement Income Specialist**.

Sources: ¹ Life Insurance Selling Newsletter (December 2003)
² Annuity 2000 Mortality Table: Society of Actuaries

³ 2003 Retirement Confidences Survey, EBRI
⁴ 2004 Survey by Hartford Life