

SERFF Tracking Number: HARL-126312706 State: Arkansas
Filing Company: Hartford Life and Annuity Insurance Company State Tracking Number: 43553
Company Tracking Number: ILD-HL-15500(08)
TOI: L08 Life - Other Sub-TOI: L08.000 Life - Other
Product Name: Replacement of Life Insurance or Annuity Contracts
Project Name/Number: Replacement of Life Insurance or Annuity Contracts/HL-15500(08)

Filing at a Glance

Company: Hartford Life and Annuity Insurance Company

Product Name: Replacement of Life Insurance or Annuity Contracts SERFF Tr Num: HARL-126312706 State: Arkansas

TOI: L08 Life - Other

SERFF Status: Closed-Approved-Closed State Tr Num: 43553

Sub-TOI: L08.000 Life - Other

Co Tr Num: ILD-HL-15500(08) State Status: Approved-Closed

Filing Type: Form

Reviewer(s): Linda Bird

Authors: Jane Chapman, Barbara Warren, Frank Durante Disposition Date: 09/25/2009

Date Submitted: 09/21/2009

Disposition Status: Approved-Closed

Implementation Date Requested:

Implementation Date:

State Filing Description:

General Information

Project Name: Replacement of Life Insurance or Annuity Contracts

Status of Filing in Domicile: Not Filed

Project Number: HL-15500(08)

Date Approved in Domicile:

Requested Filing Mode: Review & Approval

Domicile Status Comments:

Explanation for Combination/Other:

Market Type: Individual

Submission Type: New Submission

Group Market Size:

Overall Rate Impact:

Group Market Type:

Filing Status Changed: 09/25/2009

Explanation for Other Group Market Type:

State Status Changed: 09/25/2009

Deemer Date:

Created By: Frank Durante

Submitted By: Frank Durante

Corresponding Filing Tracking Number:

Filing Description:

We are submitting the subject notice for your review and approval. This form is new and is not intended to replace any form previously approved by your department

The notice is drafted in accordance with the Life Insurance and Annuities Replacement Model Regulation, Appendix A, as adopted in your state. However, we have modified the notice to add a Producer Certification to confirm proper replacement procedures were followed by the producer. Since we have modified the form, we are herein submitting it for review and approval by the Commissioner. The notice, once approved, is intended to be used in the Individual Life

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 market place for replacements of individual life policies or annuity contracts.

Also attached are any certifications that may be required in your state.

Company and Contact

Filing Contact Information

Frank Durante, Sr. Spec Business Compl frank.durante@hartfordlife.com
 200 Hopmeadow St 860-843-5858 [Phone]
 Simsbury, CT 06089

Filing Company Information

Hartford Life and Annuity Insurance Company	CoCode: 71153	State of Domicile: Connecticut
200 Hopmeadow Street	Group Code: 91	Company Type: Life
Simsbury, CT 06089	Group Name:	State ID Number:
(860) 547-5000 ext. [Phone]	FEIN Number: 39-1052598	

Filing Fees

Fee Required? Yes
 Fee Amount: \$20.00
 Retaliatory? No
 Fee Explanation: \$20/form
 Per Company: No

COMPANY	AMOUNT	DATE PROCESSED	TRANSACTION #
Hartford Life and Annuity Insurance Company	\$20.00	09/21/2009	30701131

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Correspondence Summary

Dispositions

Status	Created By	Created On	Date Submitted
Approved-Closed	Linda Bird	09/25/2009	09/25/2009

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Disposition

Disposition Date: 09/25/2009

Implementation Date:

Status: Approved-Closed

Comment:

Rate data does NOT apply to filing.

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Schedule	Schedule Item	Schedule Item Status	Public Access
Supporting Document	Flesch Certification		Yes
Supporting Document	Application		No
Form	HL-15500(08) Agent Replacement Form		Yes

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Form Schedule

Lead Form Number: HL-15500(08)

Schedule Item Status	Form Number	Form Type	Form Name	Action	Action Specific Data	Readability	Attachment
	HL-15500(08)	Other	HL-15500(08) Agent Replacement Form	Initial		54.200	HL-15500(08).pdf



The Hartford
 Individual Life Operations
 P.O. Box 64582
 St. Paul, MN 55164-0582
 Phone: (800) 243-5433

IMPORTANT NOTICE
REPLACEMENT OF LIFE INSURANCE OR ANNUITY CONTRACTS

This document must be signed by the policy owner/applicant and the producer, if there is one, and a copy left with the applicant.

You are contemplating the purchase of a life insurance policy or annuity contract. In some cases this purchase may involve discontinuing or changing an existing life insurance policy or annuity contract. If so, a replacement is occurring. Financed purchases are also considered replacements.

A replacement occurs when a new policy or contract is purchased and, in connection with the sale, you discontinue making premium payments on the existing policy or contract, or an existing policy or contract is surrendered, forfeited, assigned to the replacing insurer, or otherwise terminated or used in a financed purchase.

A financed purchase occurs when the purchase of a new life insurance policy or annuity contract involves the use of funds obtained by the withdrawal or surrender of or by borrowing some or all of the policy values including accumulated dividends, of an existing policy or contract, to pay all or part of any premium or payment due on the new policy. A financed purchase is a replacement.

You should carefully consider whether a replacement is in your best interest. You will pay acquisition costs and there may be surrender costs deducted from your policy or contract. You may be able to make changes to your existing policy or annuity contract to meet your insurance needs at less cost. A financed purchase will reduce the value of your existing policy or annuity contract and may reduce the amount paid upon the death of the insured.

We want you to understand the effects of replacements before you make your purchase decision and ask that you answer the following questions and consider the questions on the back of this form.

1. Are you considering discontinuing making premium payments, surrendering, forfeiting, assigning to the insurer, or otherwise terminating your existing policy or annuity contract? _____ YES _____ NO
2. Are you considering using funds from your existing policies or contracts to pay premiums due on the new policy or contract? _____ YES _____ NO

If you answered "yes" to either of the above questions, list each existing policy or contract you are contemplating replacing (include the name of the insurer, the insured, and the contract number if available) and whether each policy will be replaced or used as a source of financing:

	INSURER NAME	CONTRACT OR POLICY #	INSURED OR ANNUITANT	REPLACED (R) OR FINANCING (F)
1.	_____	_____	_____	_____
2.	_____	_____	_____	_____
3.	_____	_____	_____	_____
4.	_____	_____	_____	_____

Make sure you know the facts. Contact your existing company or its agent for information about the old policy or contract. (If you request one, an in force illustration, policy summary or available disclosure documents must be sent to you by the existing insurer.) Ask for and retain all sales material used by the agent in the sales presentation. Be sure that you are making an informed decision.

The existing life insurance policy or annuity contract is being replaced because _____.
 I certify that the responses herein are, to the best of my knowledge, accurate.

 Date Policyowner/Applicant(s) Signature and Printed Name

 Date Producer Signature and Printed Name Agent ID Number

I do not want this notice read aloud to me. ____ (Applicants must initial only if they do not want the notice read aloud.)

A replacement may not be in your best interest, or your decision could be a good one. You should make a careful comparison of the costs and benefits of your existing policy or contract and the proposed policy or contract. One way to do this is to ask the company or agent that sold you your existing policy or contract to provide you with information concerning your existing policy or contract. This may include an illustration of how your existing policy or contract is working now and how it would perform in the future based on certain assumptions. Illustrations should not, however, be used as a sole basis to compare policies or contracts. You should discuss the following with your agent to determine whether replacement or financing your purchase makes sense:

For Life Insurance

PREMIUMS: Are they affordable?
Could they change?
You're older-are premiums higher for the proposed new policy?
How long will you have to pay premiums on the new policy? On the old policy?

POLICY VALUES: New policies usually take longer to build cash values and to pay dividends.
Acquisition costs for the old policy may have been paid. You will incur costs for the new one.
What surrender charges do the policies have?
What expense and sales charges will you pay on the new policy?
Does the new policy provide more insurance coverage?

INSURABILITY: If your health has changed since you bought your old policy, the new one could cost you more, or you could be turned down.
You may need a medical exam for a new policy.
Claims on most new policies for up to the first two years can be denied based on inaccurate statements.
Suicide limitations may begin anew on the new coverage.

IF YOU ARE KEEPING THE OLD POLICY AS WELL AS THE NEW POLICY:
How are premiums for both policies being paid?
How will the premiums on your existing policy be affected?
Will a loan be deducted from death benefits?
What values from the old policy are being used to pay premiums?

IF YOU ARE SURRENDERING AN ANNUITY CONTRACT OR INTEREST-SENSITIVE LIFE PRODUCT:
Will you pay surrender charges on your old contract?
What are the interest rate guarantees for the new contract?
Have you compared the contract charges or other policy expenses?

OTHER ISSUES TO CONSIDER FOR ALL TRANSACTIONS:
What are the tax consequences of buying the new policy?
Is this a tax free exchange? (See your tax advisor.)
Is there a benefit from favorable "grandfathered" treatment of the old policy under the federal tax code?
Will the existing insurer be willing to modify the old policy?
How does the quality and financial stability of the new company compare with your existing company?

Producer Certification (to be completed if a replacement is involved in the transaction):

I certify that:

1. I have used only insurer-approved sales materials in conjunction with this sale;
2. Copies of all sales materials were left with the applicant (electronically presented sales material shall be provided in printed form to the applicant no later than at the time of delivery); and
3. This sale is in compliance with Hartford Life's Corporate Replacement Policy.

_____ Yes _____ No

If the answer to the above question is "No", **do not** proceed with the transaction and contact The Hartford.

Producer Signature

Date

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Supporting Document Schedules

Item Status:

**Status
Date:**

Satisfied - Item: Flesch Certification

Comments:

Attachment:

Readability Certification cw.pdf

Item Status:

**Status
Date:**

Bypassed - Item: Application

Bypass Reason: N/a for this filing

Comments:

Readability Certificate

I hereby certify that the forms referenced below have each been scored in their entirety using the Flesch Ease of Reading Test and have attained the score indicated. I further certify that, to the best of my knowledge and belief, said forms comply with state readability requirements and are printed in not less than ten point type, one point leaded.

The readability score was calculated by computer. The software used for this calculation was Microsoft Word.

Form Number
HL-15500(08)

Flesch Score
54.2

Hartford Life and Annuity Insurance Company
NAIC Number 71153-091



Signature of Insurance Company Officer

Lenore Paoli, AVP Business Practices
Typed Name and Title