

# Income Today with Family and Care Protection

*Available with Phoenix Personal Protection Choice fixed indexed annuity*



PHOENIX



## Protect Your Retirement

- ▶ Choose your income horizon
  - **Income Today**  
(years 1 – 3)
- ▶ Choose additional benefits for protection:
  - Care Protection
  - Family Protection
  - Family & Care Protection
- ▶ Choose a solution that offers you greater flexibility...

## Phoenix Personal Protection Choice

**Rider Supplement with Hypothetical Examples**

Issued by PHL Variable Insurance Company

# You may not have the answers to the following questions today:

- ▶ **Have I saved enough?**
- ▶ **How long will my retirement years last?**
- ▶ **Will I need assisted living or nursing home care?**
- ▶ **Will there be anything left to leave my family?**
- ▶ **What impact will the market have on my retirement?**

Phoenix Personal Protection Choice can help address these critical retirement concerns with a guaranteed lifetime income solution for those with immediate income needs.

## **Income Today is available with:**

**Care Protection:** enhanced income benefits in the event you require nursing care

**Family Protection:** an enhanced lump sum death benefit for your loved ones

**Family & Care Protection:** includes both benefits to provide ultimate flexibility for retirement

Riders are optional and must be elected at contract issue, subject to state availability. They involve an additional fee that is deducted annually from your contract value. The fee for Income, Family and Care Protection is 1.15%, Income and Family Protection fee is 1.15% and Income and Care Protection fee is 0.95%

# A Solution for Income Today

Customize your annuity for your individual needs:

## Income Protection

The Income Today benefit offers guaranteed lifetime income<sup>1</sup> and an income bonus of 45% of your initial contract value, credited to your Benefit Base<sup>2</sup> on your second contract anniversary. You will also receive simple interest roll-ups of 3% credited annually from years 3-10 or until you exercise your rider. Your income withdrawal amount is determined by your Benefit Base, age at issue, age at first withdrawal and whether you elect a single or spousal benefit.

### Bonus if withdrawals begin in:

<b>Year 1</b>	<b>30%</b>
<b>Year 2</b>	<b>37.5%</b>
<b>Year 3</b>	<b>45%</b>

## Care Protection

The Care Protection benefit provides enhanced withdrawals from your account value in the event you are confined to a nursing home or require nursing care<sup>3</sup>.

Depending on your care needs, your annual withdrawals will be increased for up to 5 years:

Care Need	Nursing Home	Care for a minimum of 2 out of 6 activities of daily living
Care Benefit	up to <b>250%</b> of Income Benefit	up to <b>175%</b> of Income Benefit
Assuming an Income Benefit of: \$7,000	Your maximum Care Benefit will be: \$17,500	Your maximum Care Benefit will be: \$12,250

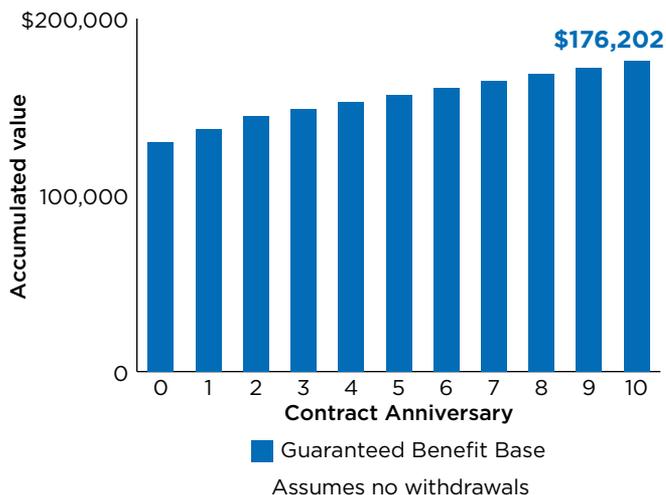
## Family Protection

The Family Protection benefit provides an enhanced death benefit<sup>4</sup> based on a simple interest roll-up, credited to your death benefit base. Roll-ups will be credited annually for up to 10 years, until you reach age 85, or reach the 250% maximum, whichever is first.

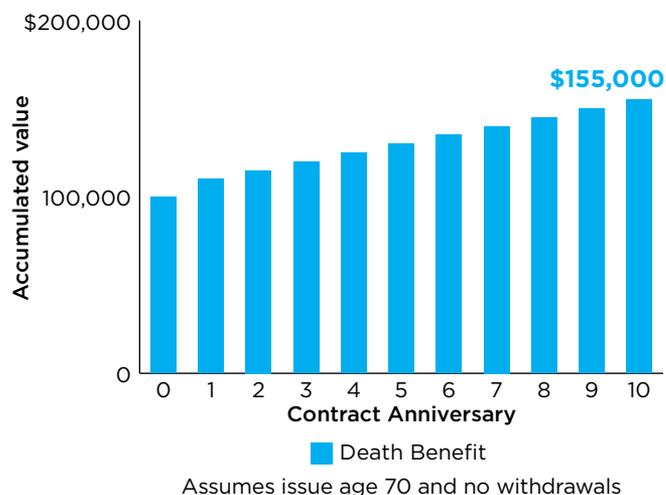
The roll-up amount is based on your attained age:

**Up to age 70: 10%**      **Age 71-85: 5%**

### INCOME PROTECTION



### FAMILY PROTECTION



# Hypothetical Example Illustrating Income Protection, Care Protection and Family Protection Benefits

**Assumptions:** Client age 70, elects Income, Family & Care Protection: Today rider, single benefit, values are point in time and assume no prior withdrawals have been taken

Contract Anniversary	Withdrawal Benefit Base	Annual Income Benefit Amount	Annual Care Benefit	Death Benefit
0	130,000	5,564	0	100,000
1	137,501	5,899	0	110,000
2	145,002	6,308	15,769	115,000
3	148,902	6,581	16,454	120,000
4	152,802	6,922	17,305	125,000
5	156,702	7,271	18,177	130,000
6	160,602	7,629	19,071	135,000
7	164,502	8,011	20,028	140,000
8	168,402	8,386	20,966	145,000
9	172,302	8,891	22,227	150,000
10	176,202	9,427	23,567	155,000

**Considerations:**

- Care Benefit is available for up to 5 years.
- Annual care benefit calculation is based on nursing home qualification level. Benefits for ADLs will be lower.
- Your death benefit is reduced proportionate to your contract value once you begin withdrawals.

**Ask your financial representative for a personalized quote to see how these benefits may work for you.**

# Now, let's look at how these benefits could work in the hypothetical scenarios below



Nancy Jennings

Age 70

Initial Premium \$100,000

**Phoenix Personal Protection Choice with  
Income, Family & Care Protection: Today**

## Scenario 1: Income Protection

Nancy exercises her income benefit after her second contract anniversary, when she is 73.

**Nancy's annual income benefit  
would be:**

**\$6,581 for life**

## Scenario 2: Care Protection

Nancy becomes confined to a nursing home and exercises her care benefit after her seventh contract anniversary. She has not taken any guaranteed withdrawals prior.

**Nancy's annual enhanced  
income benefit would be:**

**\$20,028 for up to 5 years**

## Scenario 3: Family Protection

Nancy passes away at age 80. She has not taken any guaranteed withdrawals prior.

**Nancy's beneficiaries would  
receive a lump-sum benefit<sup>5</sup> of:**

**\$155,000**

- 1. Lifetime payment guarantees are based on the claims-paying ability of the insurance company, and only payments, not account values, are guaranteed.*
- 2. Benefit Base is used solely to calculate your annual benefit amount and rider fee. It is not a guarantee of contract value and is not available for withdrawal. Benefit Base stops growing when you begin guaranteed withdrawals. Withdrawals prior to rider exercise or in excess of the guaranteed amount will reduce the Benefit Base and amount of future guaranteed benefits and if taken during the surrender period may be subject to charges.*
- 3. This is not a qualified Long Term Care benefit under the Internal Revenue Code. Proof of qualification must be submitted each year to receive this benefit. Must be certified by a physician as impaired and unable to perform at least two of the six activities of daily living (ADLs) - eating, bathing, dressing, transferring, toileting and continence. Care must be provided by a licensed caregiver and cannot be an immediate member of your family. See the contract for qualifying confinement criteria.*
- 4. Withdrawals are taken from your contract value and will reduce the death benefit and enhanced death benefit (if elected). Over time, contract value and Benefit Base could be withdrawn entirely, leaving no death benefit.*
- 5. The death benefit is not life insurance and is includable in ordinary taxable income to your beneficiaries when paid.*

Founded in 1851, Phoenix helps meet financial planning needs, from protecting people and their loved ones and businesses, to helping secure their retirement dreams through life insurance, annuities and alternative retirement solutions. As a financially strong and stable company with a history of keeping its promises, we are committed to excellence in everything we do.



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**Investment and Insurance Products: ► NOT FDIC Insured ► NO Bank Guarantee ► MAY Lose Value**

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Lifetime payments and guarantees are based on the claims paying ability of PHL Variable Insurance Company.

This benefit and its features are subject to state approval and may not be available in all states.

These annuity contracts have not been approved or disapproved by the Securities and Exchange Commission. The Contract is not registered under the Securities Act of 1933 and is being offered and sold in reliance on an exemption therein. The Separate Account has not been registered under the Investment Company Act of 1940 and is being offered and sold in reliance on an exemption therein.

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BPD38357