

## Press Release

September 2012

### Local Independent Agent Selected to Offer the Hartford's AARP Auto Insurance Program

*After meeting several social responsibility and business requirements, **Palumbo Insurance Associates** is now authorized to offer the popular insurance program in Bel Air, MD and surrounding areas.*

Bel Air, MD, 9/18/2012 – The Hartford announced today that it is making its award-winning AARP-branded auto and homeowners insurance program available through **Palumbo Insurance Associates**.

Palumbo Insurance Associates was chosen after satisfying a number of eligibility requirements, which included: demonstrating a commitment to community service; meeting a high-level of business and ethical standards; and completing a training program designed to address the needs of the 50+ population.

“For more than 25 years, the industry-leading AARP-branded auto and homeowner’s insurance program from The Hartford has been extremely popular,” said Jim Flynn, vice president, The Hartford. “Much of the success of this program is due to innovative product features and a commitment to truly understand and support our customers. We are thrilled to now be able to offer these benefit through our independent agent partners.”

According to research from The Hartford, the majority of AARP members prefer the advice and counsel of a local agent when making decisions about their insurance. Based on the research and strong customer demand, The Hartford is offering the AARP-branded auto and homeowner’s insurance program through select, authorized independent agents, such as **Palumbo Insurance Associates**. These products were previously only available from The Hartford by phone, the internet and by mail.

The AARP-branded auto and homeowner’s insurance program is designed in consultation with The Hartford Advance 50 Team, which helps to tailor products and services specifically to the interests and needs of Boomers and older adults. Other unique hallmarks of the program include:

- Lifetime Continuation Agreement – assures that the customer’s insurance policy will not be dropped as long as a few simple requirements are met.
- RecoverCare – helps customers pay for assistance with daily errands and responsibilities, like cooking, cleaning, shopping, dog walking, transportation and yard work if they are injured in an auto accident.
- Standard 12-month rate protection versus the traditional six month policies offered by most companies.

### **About Palumbo Insurance Associates**

Established in 2009, **Palumbo Insurance Associates** brings over 75+ collective years of insurance and risk management expertise to the Mid-Atlantic region. As an independent broker, PIA puts the needs of the client above all else to ensure its clients receive the right solution at the right price. Tony Palumbo, President of Palumbo Insurance Associates states “By adding the AARP program to our product mix we now bring this high quality homeowners and automobile program to our clients at a significant savings for the AARP members”. You can reach **Palumbo Insurance Associates** at 410-836-8591 or email [info@palumboinsassoc.com](mailto:info@palumboinsassoc.com). Or on the web @ [www.palumboinsassoc.com](http://www.palumboinsassoc.com)

### **About The Hartford**

The Hartford Financial Services Group Inc. (NYSE: HIG) is a leading provider of insurance and wealth management services for millions of consumers and businesses worldwide. The Hartford is consistently recognized for its superior service and as one of the world’s most ethical companies. More information on the company and its financial performance is available at [www.thehartford.com](http://www.thehartford.com)

