



ING Retirement Extra

A Retirement Option Using Life Insurance Producer Guide

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ING Retirement Extra ... A Retirement Option Using Life Insurance

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ING Retirement Extra

The Opportunity

Having the resources to fund a comfortable retirement is a universal concern, especially among the large number of baby boomers who will retire over the next two decades. The regulations and limitations of qualified retirement plans and the uncertainty of Social Security make finding a supplemental source of retirement income important. *ING Retirement Extra...A Retirement Option Using Life Insurance* was designed to help fill this need.

In addition to death benefit protection, the *ING Retirement Extra* strategy may provide tax-free income¹ via loans and withdrawals, income-tax-deferred earnings potential and cash for emergencies via loans and withdrawals, without the contribution limits and reporting requirements attached to qualified plans.

ING Retirement Extra allows your clients to take advantage of the unique combination of benefits that cash value life insurance can provide to enhance their financial future.

How It Works

Assuming there is a basic need for life insurance, the client purchases a cash-value life insurance policy. The cash value has the opportunity to accumulate income-tax-deferred. At retirement, or when sufficient funds have accumulated to cover the cost of insurance, the client may suspend paying premiums. The client then withdraws or borrows from the cash value to supplement their income. When the insured dies, the beneficiary receives the policy's death benefit, income-tax-free (this may be subject to estate taxes).

Key Benefits

Income-tax-free Death Benefit¹ - Income-tax-free death benefit proceeds help your client's beneficiaries remain financially secure and can provide estate liquidity.

Income-tax-deferred Growth Potential - No income tax is payable while money is accumulating inside the life insurance policy.

Tax-free Income² - The owner of a life insurance policy can attain tax-free income through a combination of policy withdrawals and loans. Policy withdrawals and loans will reduce the policy cash value and may reduce the death benefit payable under the policy.

Flexible Contributions - Premiums can be designed to meet the changing needs of your client. After the first policy year, a policy owner has the option of changing both the timing and the amount of premiums. The policy will continue in force so long as the policy has a sufficient cash value to support the monthly deductions.

No IRS Distribution Requirements or Penalties - Distributions can occur before age 59 1/2 without a premature distribution penalty from the IRS, and there is no required minimum distribution at 70 1/2.

Complete Control - If your client is the sole policy owner (not their employer and not the government) he or she decides how and when money goes into or comes out of the policy.

¹ Proceeds from an insurance policy are generally income tax free, and if properly structured, may also be free from estate tax.

² Income-tax-free distributions are achieved by withdrawing to the cost basis (premiums paid) then using policy loans. Withdrawals will reduce the policy's cash value and may reduce the policy's death benefit. Policy loans will reduce the policy's cash value and death benefit. This assumes the policy qualifies as life insurance and does not lapse.

Funding ING Retirement Extra with the Right Product

The life insurance product you choose to fund an *ING Retirement Extra* strategy will depend on the needs and circumstances of each client. However, the following key product features can help maximize the benefits of an *ING Retirement Extra* strategy:

Long-Term Performance

Potential for substantial cash build up provides a source of funds when the policy owner starts using policy loans and withdrawals to fund retirement income needs.

Flexibility

Many policy owners want the ability to start, stop or adjust premiums as their needs change. Also, they want to be able to adjust the death benefit for protection that keeps pace with inflation.

Near-Zero Net Interest Cost Loans

With the *ING Retirement Extra* strategy, at retirement, the policy owner withdraws up to his/her cost basis and then begins borrowing cash via loans from the policy for supplemental income. When the interest rate credited on borrowed funds is close to the interest rate charged for the loan, the interest earned covers the majority of the loan interest to be paid, and the policy owner gets a near-zero net interest cost loan.

Waiver of Specified Premium

The waiver of specified premium option is important to those policy owners who want the security of knowing that, should they become disabled, the premiums will continue to be paid.

Choice of Definition of Life Insurance

The option to choose the Cash Value Accumulation Test (CVAT) or the Guideline Premium Test (GPT) lets the policy owner control whether to emphasize the cash value or death benefit of the policy.

The full exclusion for life insurance death proceeds depends in part on whether the policy itself meets the definition of life insurance under Internal Revenue Code §7702. There are two alternative tests under this definition (CVAT and GPT). A policy will qualify as life insurance for income tax purposes if it meets either of these two tests.

With CVAT, the death benefit of the policy must at least equal the gross account value divided by a net single premium. The net single premium is calculated by the insurance company using an assumed interest rate and certain mortality charges.

The GPT test is two-pronged. Policies that are designed to pass this test must qualify under both a “guideline premium” requirement and a death benefit requirement. The guideline premium requirement limits the total premium that can be paid into the policy at any given time. The death benefit requirement (the second prong of the test) is met if the contract’s death benefit exceeds a specified multiple of its cash value at all times. This multiple varies according to the insured’s attained age.

ING Retirement Extra Funded by a Section 162 Executive Bonus

Section 162 executive bonus arrangements provide a means for an employer to assist an executive with funding life insurance as part of an *ING Retirement Extra* strategy. Depending on the structure of the organization, this type of funding may have significant tax advantages. The ideal situation is when the employer is in a higher tax bracket than the executive.

Section 162 of the Internal Revenue Code allows an employer to deduct as a regular and necessary business expense a “reasonable allowance” for compensation to an executive. In a single bonus plan, the employer bonuses to the executive an amount equal to the premium for a life insurance policy. The executive uses the bonus for the premium and pays the income tax on the bonus out of pocket. In a double bonus plan, the bonus amount is equal to the premium plus the income tax on the bonus. In this case, an executive has no after-tax outlay.

The 162 executive bonus version of the *ING Retirement Extra* strategy is often used as an employer-sponsored benefit plan for a select group of key employees.

For 162 executive bonus and other executive bonus arrangement information, contact your Advanced Marketing Consultant.

Product Choices for ING Retirement Extra

There is no single answer to choosing an insurance contract in connection with the *ING Retirement Extra* strategy.

Universal Life Insurance

Universal life products allow for cash accumulation and are better suited to the *ING Retirement Extra* market. By offering true premium flexibility, universal life policies allow policy owners to fine-tune premium paying scenarios to match desired premium payments.

Advantages

- Flexible premium payments
- Death benefit adjustability
- Potential accumulation of cash value (for future premium suspension and supplemental income)

Disadvantages

- Surrender of the policy, generally during the first five to 10 years may result in loss due to surrender charges (if surrender charges are applicable).
- Flexible premium payments and death benefits may inadvertently cause the policy to become a modified endowment contract with adverse income tax consequences.

Variable Universal Life Insurance

VUL combines traditional universal life insurance with a portion of the premiums allocated to variable investment options managed by investment management companies. It is similar to a universal life insurance policy, except that the policy owner directs the policy cash values into a variety of different variable investments options, available only within VUL products.

Advantages

- Potential for higher returns through allocation of part of the cash value to selections from a wide range of variable investment options
- Flexible premium payments
- Death benefit adjustability
- Potential accumulation of cash value (for future premium suspension and supplemental income)

Disadvantages

- Not suitable for all policy owners (policy owner bears investment risk as it is possible to lose money)
- No guaranteed minimum cash value
- Surrender of the policy, generally during the first five to 10 years, may result in loss due to surrender charges (if applicable)
- Flexible premium payments and death benefits may inadvertently cause the policy to become a modified endowment contract with adverse income tax consequences
- Expense loadings are generally higher than with other types of policies

Target Markets for ING Retirement Extra

ING Retirement Extra may be a good fit for a wide variety of people. You may find the best opportunities to sell insurance using *ING Retirement Extra* in these four markets:

- Small business owners
- Key executives
- Professionals
- Women

Each of these market segments has specific retirement planning concerns and needs. An *ING Retirement Extra* strategy can be tailored to provide potential solutions to each of those needs.

Small Business Market

Needs/Motivating Factors

- Small business owners may not be able to begin receiving Social Security or qualified plan payments exactly when needed. Also, payments from Social Security and qualified plans may be inadequate to meet retirement income needs.
- The IRS limits contributions to a qualified plan.
- A small business may not be able to administratively or financially support a salary continuation plan, a qualified plan, or a nonqualified deferred compensation plan.
- Administration of qualified plans can be complex and expensive on a per-employee basis – especially for small firms.

Potential ING Retirement Extra Solutions

- May provide a way to meet retirement income needs by supplementing Social Security and qualified plan benefits.
- Gives clients flexibility in premium payments and policy distributions.
- Can supplement existing pension funds.
- Reduces the time-consuming administration and high costs related to qualified plans.

Key Executive Market

Needs/Motivating Factors

- Companies need a way to reward and retain key employees who contribute to its profitability.
- Federal tax laws make qualified plans expensive and troublesome to administer.

Potential ING Retirement Extra Solutions

- Non-qualified plans funded with life insurance can, if properly structured, discriminate in favor of select key employees. Life insurance can be used as golden handcuffs to retain and reward key executives to help ensure the company's continued success. In addition, an *ING Retirement Extra* strategy may provide tax advantages to both the employer and key executive by using Section 162 executive bonus provisions to fund the life insurance policy.
- Minimizes the time consuming administration and higher costs associated with qualified plans.

Professional Market

Needs/Motivating Factors

- Many professionals, particularly physicians, may not have a company-sponsored retirement plan.
- Many professionals are concerned about the possible penalty tax on early distributions from a qualified plan or IRA. This is a problem especially for those planning to retire before age 59 1/2.
- Pension and profit sharing plans limit the amount of money professionals can contribute.

Potential ING Retirement Extra Solutions

- Life insurance is a vehicle that can provide income-tax-deferred earnings while the professional is working. It can also provide tax-efficient retirement income through a series of loans and withdrawals. (Remember, however, if the policy lapses or is surrendered, the IRS will tax distributions in excess of total premiums paid.) Loans and withdrawals will reduce the death benefit and policy cash value and may cause the policy to lapse.
- There is no IRS penalty tax on life insurance policy withdrawals or loans taken before age 59 1/2.

Women's Market

“On a historic level, the majority of American women have only recently had to focus on financial issues in retirement. And while women are certainly up to the task, they still have very specific challenges to deal with. Earning power is still not as strong for most women and many remain the primary person responsible for family commitments, such as care of the children and aging parents.”

– Ruth Helman, Senior Research Associate, Greenwald Associates

Needs/Motivating Factors³

- Women tend to live longer than men. In 2001 a US Center For Disease Control study found the life expectancy for men is 74.4 years while the life expectancy for women is 79.8 years, over five years more. Because women tend to live longer, they are more likely to outlive their retirement assets.
- For women over age 65, Social Security payments represent the largest source of income compared to other sources, including earnings, pensions and income from assets such as savings accounts.
- Women rely on Social Security for a larger part of their retirement income than do men, because women are less likely to have income from their own pensions than men and their benefits are less than half of men's on average.
- Nearly 20% of unmarried women 65 and older live below the poverty line compared with 5% of married elderly women. Without Social Security benefits, more than two-thirds of unmarried elderly women would live in poverty.
- Social Security provides benefits to living and surviving spouses. Despite women's increasing employment and improved lifetime earnings, 34% of women aged 62 and older still rely on spousal benefits (based on their husbands' or ex-husbands' earnings records) for their retirement security; another 28% also rely on benefits partly based on their husbands' or ex-husbands' earnings records and partly on their own earnings records.

³ Source: "Six Key Facts on Women and Social Security" from the Institute for Women's Policy Research May, 2005

Potential ING Retirement Extra Solutions

- Potentially an affordable and flexible way for women to obtain supplemental retirement income.
- Can provide tax-free retirement income (through a combination of withdrawals and policy loans) that will supplement Social Security benefits. (If the policy lapses or is surrendered, the IRS taxes distributions that exceed total premiums paid.) Loans and withdrawals will reduce the death benefit and policy cash value.
- Funded with a life insurance policy that, with a waiver feature, can remain in force during disability.

Prospecting for Clients for ING Retirement Extra

To look for new clients for the *ING Retirement Extra* strategy, follow this two-step process.

Step 1: Develop a list of “prospects” from these sources

A “prospect” list is the widest, unresearched list available of people whose livelihood and means make them likely prospects. Ideally, find all possible candidates from one category before you move to the next category.

- **Natural leads** come from the people with whom you do business, your present clients, friends, relatives, referrals and contacts from service, social or civic organizations.
- **Referrals** come from centers of influence such as accountants, attorneys and trust officers. A satisfied client, of course, offers the best source of referrals.
- **Membership directories and publications** can be a valuable source of prospects. Check out the real estate listings, membership lists of medical societies and the Chamber of Commerce. Services such as *Dun and Bradstreet* and *Contacts Influential* are also helpful.

Other sources, although not as likely to be successful, are mass marketing services and mailing lists. Finally, newspaper articles, new business announcements and hiring advertisements represent leads that may turn into clients.

- **Cold calls and canvassing** are a last option in developing a list of prospects. The internet, yellow pages and business pages of the telephone book offer company names, telephone numbers and some clue to the nature of the business.

You could randomly call businesses to find out the expiration date of existing small group plans. Door-to-door introductions, with a chance to explain brochures face-to-face or complete a Factfinder (see pages 25-32) to qualify a prospect, is another alternative.

Step 2: Qualify your prospects to turn them into potential clients

Obtain as much information as possible about each prospect to identify people you want to approach. Information on type of employment, marital status, etc. allows you to target your best potential clients first.

Five Stages of Business Development as a Qualifying Tool

If you are prospecting the small business owner, key executive or professional, understanding and identifying the five stages of business development can streamline your prospecting. The recognition of where your prospect company lies in these five stages is the most important step in turning your prospect into a potential client – someone ready to take advantage of the ideas and concepts you offer.

Stage I: Survival

This stage is characterized by more outgoing financial obligations than incoming cash flow from operations. This is when most businesses fail because they lack cash and/or management expertise. This survival stage typically will not provide ideal *ING Retirement Extra* prospects.

Stage II: Growth

In this stage, the business reaches the break-even point from a cash flow standpoint and begins to look for ways to finance further growth. Many times, the owner or decision maker will have identified a person or people who are key to the continued success of the business and would like to retain and reward these individuals.

This could be a good time to look at a Section 162 executive bonus arrangement or a Golden Executive Bonus Arrangement (GEBA) to fund life insurance as part of the *ING Retirement Extra* strategy. These arrangements, if structured properly, are income-tax-deductible and help minimize the after-tax cost. Also, these arrangements may provide a significant benefit for the key employees who are important contributors to an employer's business. For 162 executive bonus and GEBA information, contact your Advanced Marketing Consultant.

Stage III: Stabilization

In stage three, the business owner begins to invest profits outside his or her business and reap the rewards of hard work. This stage represents your greatest opportunity for selling life insurance with the *ING Retirement Extra* strategy.

Companies in this stage often have cash flow that exceeds the needs of the business and are often taxed at the highest rate. The owner or decision maker begins to design fringe benefits for himself or herself as well as the employees. Typically, a business owner begins planning for retirement, intent on how the business can provide the dollars needed as efficiently as possible.

Stage IV: Expansion

At this stage, extra capital is used to finance growth. In some cases, an *ING Retirement Extra* strategy funded by a business could be used to attract key individuals the business views as critical to its expansion. However, statistically, the expansion stage leads to the second largest number of business failures, due to a lack of adequate financing.

Stage V: Transfer

For businesses that reach this stage, planning concerns revolve around the ease of transfer of the business in the event of premature death, disability or retirement of the owner. A business in this stage can be a very good *ING Retirement Extra* prospect because the concept addresses the retirement planning problems faced by the owner, key executive or professional. Some of the other concerns that can be discussed at this stage are funding of buy/sell instruments and estate planning.

Entering the Small Business Market

Small businesses offer an excellent opportunity to market *ING Retirement Extra* and also provides you other valuable opportunities to:

- **Work with other professionals such as attorneys and accountants**

Knowing these professionals enhances your position as a valued representative to your client. They also can be valuable sources for additional clients who need personal and business insurance. Because you have established a working relationship with them, these professionals may also look to you for solutions to their personal financial, estate or retirement planning concerns.

- **Pursue mentor/student relationships with agents already in the small business market**

If you have prospects in the small business market, developing a mentor/student relationship with an agent already working in that market can provide valuable insight into the concerns and planning needs of the small business owner. The “on-the-job” training you receive may prove to be extremely valuable as you make the small business market a part of your overall marketing strategy.

Your Role

Small business owners feel comfortable making decisions based on sound information from professionals who recognize and help meet their needs. You are probably a small business owner yourself. Because you are, you are more likely to convince the prospect that you understand the needs and concerns of another small business owner.

- Show him or her how you can help meet his or her needs.
- Help him or her make the sound decision to use income-tax-deductible business dollars to provide income-tax-favored individual supplemental retirement benefits.
- The small business’ checkbook balance may be larger than the owner’s individual account. And psychologically, it is easier to write a business check than a personal check.
- Small business owners can be very influential with their peers. If they are satisfied, they may recommend you to others. To keep their satisfaction high, good after-sale service is critical.

Meeting the Need

For small business owners, life insurance with the *ING Retirement Extra* strategy can meet several needs:

- Helps provide retirement income, via loans and withdrawals from the policy

Virtually all small business owners need to plan for their retirement years because Social Security and a qualified plan alone may not provide sufficient income. Even in companies where no qualified plan currently exists for employees, owners are still interested in providing for their own retirement.

- Lowers costs (ease of administration)

Another discouraging factor is the cost of administering qualified plans. On a per-employee basis, costs are higher for small firms than larger ones. Moreover, the task of administering retirement plans has become increasingly complex.

Market Profile

- The Small Business Administration defines a “small business” as a company having under 500 employees. In 1999, there were about 5.8 million non-farm employer firms, 12.3 million self-employed people, and 24.8 million non-farm business tax returns (17.7 million sole proprietorships, 1.8 million partnerships, and 5.3 million corporations).

- Small businesses⁴:
 - Represent more than 99 percent of all employers
 - Employ 50 percent of private-sector workers and 39 percent of workers in high-tech occupations
 - Represent nearly all of the self-employed, which are 7.2 percent of the civilian work force
 - Provide between 60 and 80 percent of the net new jobs
 - Provide more than 50 percent of the private sector output
 - Represent 97 percent of all exporters of goods
 - Obtain 23 percent of Federal prime and subcontract dollars
 - Are 53 percent home-based and 3 percent franchise

This has important marketing implications. Firms that are able to expand slightly during the first few years are likely to be good prospects for future sales.

Entering the Key Executive Market

The key executive market is another potentially profitable area to tap for *ING Retirement Extra*. This market helps you strengthen relationships with owners of small businesses and people in upper management of medium and large corporations.

The key executive market can offer the same advantages as the small business owner market. However, the **approach** to the key executive market is different. It is essential to identify businesses with an executive, other than the owner, who is critical to the profitability and success of the company.

Given the market profile, there are several motivating factors for decision makers to provide their key executive(s) with life insurance as part of an *ING Retirement Extra* strategy:

- Qualified plans are expensive and troublesome to administer. Nonqualified plans, including those funded with life insurance, can discriminate in favor of top select employees.
- Properly designed, the *ING Retirement Extra* strategy can provide tax advantages for both the business and the key executive (Section 162 bonus arrangements).
- Using a 162 executive bonus arrangement to fund life insurance with the *ING Retirement Extra* concept can provide comparatively low cost death benefit protection for the key executive's family, as well as income-tax efficient retirement income through loans and withdrawals to supplement other retirement benefits. (If the policy lapses or is surrendered, the IRS taxes distributions that exceed total premiums paid.)
- Business owners are increasingly concerned about rewarding and retaining people that contribute to their profitability. Life insurance with the *ING Retirement Extra* can be used as “golden handcuffs” to retain and reward these key executives and help ensure the business' continued success.

⁴ Source: U.S. Small Business Administration, Office of Advocacy, June 2004, <http://www.sba.gov/advo/stats>

Market Profile

- The majority of small businesses have never been approached about business life insurance.
- It is likely the owners of these small businesses have not considered providing life insurance to a key executive as an incentive and to recognize his or her contributions to the bottom line.
- In most medium-to-large corporations, there typically are salary continuation plans, deferred compensation plans and other benefit packages in place. According to the 2003 Executive Benefits Survey by Clark ConsultingSM:
 - Among corporations with up to \$2.5 billion in annual revenue:
 - 88 percent offer nonqualified deferred compensation plans
 - Among corporations with more than \$2.5 billion in annual revenue:
 - 92 percent offer nonqualified deferred compensation plans
 - Of all financial institutions responding to the survey:
 - 100 percent offer nonqualified deferred compensation plans - compared to 94 percent in 2002
 - Of all companies responding:
 - 95 percent offer nonqualified deferred compensation plans

Long reserved for senior executives, the most dramatic findings of the report was the continued trend toward making nonqualified deferred compensation plan benefits available to middle management. In fact, 79% of eligible participants earned less than \$150,000, compared to 21 percent who earned more than \$150,000.

Entering the Professional Market

The professional market (attorneys, physicians, CPAs, etc.) can be a lucrative market. However, breaking into it may be difficult. If you have a tough time getting started, work jointly with agents established in the market. You can benefit from their credibility and, at the same time, become educated on the needs of the market.

Physician Market Profile⁵

- Approximately one out of six physicians are self-employed.
- Physicians held about 583,000 jobs in 2002. About 50 percent were in office-based practices, including clinics and Health Maintenance Organizations (HMOs). About 25 percent were employed by hospitals.
- A growing number of physicians are partners or salaried employees of group practices.
- Most physicians practice in the primary care area – about one third are in non-surgical specialties. Surgeons make up about 12 percent of the total, but they are the most highly compensated.
- Employment of physicians will grow about as fast as the average for all occupations through the year 2012 due to continued expansion of the health care industry.
- Physicians have among the highest earnings of any occupation.

⁵ Source: U.S. Department of Labor, Occupational Outlook Handbook, 2004-2005 Edition, <http://stats.bls.gov>

Developing Physician Leads

Like most affluent consumers, physicians rely heavily on the advice of specialists – particularly certified public accountants and lawyers. A strong referral from one of these professionals or a personal introduction from another physician is usually the best approach.

Referrals from CPAs/Lawyers

- Begin by cultivating CPAs and attorneys as referrals.
- When cold calling CPAs, contact them during the day at the office, preferably between May and September. If you must contact physicians without a referral, call or write them at home. If you do go through the office, make the initial contact with the office manager.

Seminars

Another method of developing strong leads in the physician market is through seminars. Topics such as reducing taxes or sheltering income are of particular interest to doctors.

- The objective of the seminar should be to educate, not to sell anything.
- Get the local university, medical school or hospital involved with the presentation.
- Ask the accountant and lawyers to participate, or invite them and consider getting your seminar approved for continuing education credit.
- Ask the attendees to complete an evaluation form and follow up later with those who are interested in more information.

Attorney Market Profile

- What sets attorneys apart from other markets is that they are far more cautious buyers.
- They want your terms and definitions to be explicit, and they definitely want to see everything in writing.
- They probably will read the contract very closely and will not hesitate to test your expertise.
- Attorneys are very interested in living benefits. Pointing out the flexibility of the life insurance policy used in the *ING Retirement Extra* strategy, as well as the self-completing feature in the event of disability, may be helpful.

Developing Attorney Leads

When dealing with attorneys, it is important to establish trust and credibility. Like insurance professionals who are members of the American Society of CLU and ChFC, many attorneys know each other through their bar associations. Once you have worked with a couple of attorneys, references from them can be very helpful.

Eventually you will be able to say that your focus is working with people in that particular field and that you are sensitive to their needs.

- Target a specific attorney specialty, such as estate planning, and learn a little bit about that field.
 - Read the local legal newspaper so you can relate to them more easily.
 - Then begin a telemarketing or mailing campaign.
- In making your presentations to attorneys, concentrate on the legal nature of the life insurance contract. This knowledge will be particularly impressive to them.

Entering the Women's Market

Women may represent the single most overlooked market for this concept. Women own businesses and are key executives in corporations. Use the same approach with this market as you would use to enter any other market. Seek out the business owner or the decision maker and conduct your business with her.

When you know the facts you may find this market to be a gold mine for selling life insurance products and services.

Market Profile

Besides owning businesses, women are active in all other segments of the economy⁶:

- In 1999, about 23 percent of women had at least a bachelor's degree (compared with 8.2 percent in 1970 and 13.6 percent in 1980).
- In 1999, the proportion of women aged 16 and over in the labor force was 60.2 percent compared with 73.8 percent for men.
- 72.5 percent of women aged 15 and over worked in one of four occupational groups:
 - Administrative support, including clerical (23.7 percent)
 - Professional specialty (17.8 percent)
 - Service workers, except private households (16.7 percent)
 - Executive, administrators, and managerial (14.3 percent)
- In 1999, 79.3 percent of the 18.6 million people involved in administrative support (including clerical) were female, and 95.5 percent of the 859,000 people who were employed as service workers in private households were female.
- Nineteen percent of physicians are women.
- Twenty-one percent of lawyers and 43 percent of law students are women.

⁶ Source: U.S. Census Bureau, Census Brief March 2000, "Women in the United States: A Profile"

Retirement Planning Issues Unique to Women

In 2004, the civilian, non-institutional population of the United States totaled approximately 288 million - 146 million were female and 141 million were male⁷. Some problems women face are:

- Increased longevity -- A woman who is 65 years old today can expect to live to 85, while a 65 year old man can expect to live to 81⁸.
- Greater likelihood of being single (widowed/divorced)
- Higher rates of long-term chronic illnesses
- Women have been less likely to plan for retirement than men
- The median earnings of women with a bachelor's degree in 1998 was \$35,408, compared with \$49,982 for their male counterparts⁹
- The median earnings of women with a professional degree was \$55,460, compared with \$90,653 for their male counterparts⁹
- Sixty percent of today's working women have no pension plans, and therefore, may have minimum retirement income¹⁰

Approach Tools

After you have narrowed down your list of suspects into prospects, the next step is to arrange an interview to explain the *ING Retirement Extra* strategy and its potential advantages. This section contains:

- Pre-approach letters
- Telephone prospecting guide and scripts

Pre-Approach Letters

Before you call for a meeting time, you may want to send a letter to set the stage and pique the prospective client's interest. To be most effective, the letter should mention some problems the prospect can identify with and that *ING Retirement Extra* using life insurance can help overcome.

Following are five sample letters, one for each of the *ING Retirement Extra* markets and one for referred leads. Please consult with your broker/dealer, financial services institution or insurance agency to obtain compliance approval prior to using these letters with the public.

⁷ Source: U.S. Census Bureau, USA Statistics in Brief, March, 2004

⁸ Source: National Economic Council Interagency Working Group on Social Security, April 2001

⁹ Source: U.S. Census Bureau, "Census Brief March 2000, " Women in the United States: A Profile"

¹⁰ Source: Social Security Administration, Women and Retirement Security, October 1998

Sample Letter for Small Business Owner Market

Dear Mr. or Ms. Smith:

Would you like to be one of a small group that may be able to take early retirement? Or someone who is free from retirement worries?

Of course you would.

But there may be several obstacles to your ability to retire and maintain your present standard of living:

- You may not be able to begin receiving payments from your pension plan exactly when you want them.
- The IRS limits the amount you can contribute to your pension plan, so it may not give you the retirement income you need.
- Social Security benefits may be reduced or not available when you retire.
- The business you worked hard to develop may not be able to support a salary continuation plan or deferred compensation plan.

Let me show you a potential solution – *ING Retirement Extra...a Personal Retirement Option Using Life Insurance*. This strategy puts you in control of your retirement dollars. Together, we can build a custom-designed plan that can help you enjoy income-tax efficient supplemental retirement income.

I will call early next week to set up a meeting to show you the *ING Retirement Extra* advantage.

Sincerely,

Jane Q. Producer

Sample Letter for Key Executive Market

Dear Mr. or Ms. Smith:

Does your business have an individual who contributes to its successful operation, an executive you want to keep and reward? If so, then that person deserves an additional retirement benefit to demonstrate how much you value his or her efforts.

You probably know the limitations of most qualified pension plans which include:

- Cannot be offered selectively, so you can't single out an outstanding executive
- May be very expensive and require reams of paper and forms to administer
- Must be established and administered under very narrow and cumbersome rules.

How can you give your key executives an employment incentive – the potential for steady and secure retirement income? How can you strengthen the bonds that tie this individual to your company?

The answer may be *ING Retirement Extra...a Private Retirement Option Using Life Insurance*. This retirement strategy uses life insurance to fund benefits structured to give both your company and its key executives significant tax advantages.

I will call you early next week to set up a meeting. It should take about 20 minutes to explain how the *ING Retirement Extra* strategy works and how it can benefit you and your key executives.

Sincerely,

John Q. Producer

Sample Letter for Professional Market

Dear Dr. (lawyer, CPA, etc.):

Are you frustrated by the contribution limit that qualified plans, IRAs and Roth IRAs place on your ability to save for retirement? Do you plan on an early retirement prior to age 59 1/2 and want a way to access your income-tax-deferred savings without incurring a 10 percent IRS penalty tax?

If so, you're not alone. Many of your colleagues are establishing private retirement strategies to help supplement their retirement income.

Generally these strategies are funded with after-tax dollars and can give you strong tax advantages. Consider the potential tax advantages of *ING Retirement Extra...a Private Retirement Option Using Life Insurance*:

- Income-tax-deferred earnings while you are practicing
- Income-tax-free retirement income payments after you retire⁹

The *ING Retirement Extra* strategy puts you in control of your retirement income.

You'll need to invest only a few minutes to hear about what the *ING Retirement Extra* strategy can do for you. I will call next week to schedule a meeting time.

Sincerely,

Jane Q. Producer

⁹ Income-tax-free distributions are achieved by withdrawing to cost basis (premiums paid) then using policy loans. Withdrawals will reduce the policy's cash value and may reduce the policy's death benefit. Policy loans will reduce the policy's cash value and death benefit. Assumes the policy qualifies as life insurance and does not lapse.

Sample Letter for Women's Market (Single/Married/Career)

Dear Ms. Smith:

Like millions of American women, you have worked hard to build your career. Your financial security is important to you now and in the future.

A sad reality is that women today still earn little more than 75 cents of every dollar a man makes (CNN, March, 2003). Combine this with the fact that women still tend to outlive men, and you have a future impact that few women consider. With a potentially smaller income available to build a retirement account, women face a far greater likelihood that they will outlive their retirement income.

Besides longevity and lower incomes, there are other facts that may make it difficult for women to prepare sufficiently for retirement:

- Time off from the work force to raise children can greatly affect retirement plan accounts
- Some experts predict you will need about 75 percent of your pre-retirement income to live comfortably in your retirement years

I can show you how to plan for your retirement with the *ING Retirement Extra...a Private Retirement Option Using Life Insurance*. The *ING Retirement Extra* strategy can be explained in only a few minutes of your time and may save you hours of worry.

I will call you next week to schedule a meeting to show you the potential advantages of implementing the *ING Retirement Extra* strategy.

Sincerely,

John Q. Producer

Sample Letter for Women's Market (Dual Career)

Dear Ms. Smith:

Together, you and your husband are able to enjoy a comfortable lifestyle supported by the income you both earn. After a lifetime of work, you will want a retirement that is pressure- and worry-free. But will you be able to retire and maintain your present standard of living?

Consider these obstacles:

- Many experts predict that you will need about 75 percent of your pre-retirement income to live comfortably after retirement.
- You will need a source to provide the equivalent of two incomes, not just one.
- You may not be able to receive payments from your pension plans exactly when you want them.
- The IRS limits the amount you can contribute to pension plans so these plans may not give you the retirement income you need.
- Social Security benefits may be reduced or not available when you retire.

Let me show you how your retirement years can be exactly as you want them to be. It will only take a few minutes to hear about the *ING Retirement Extra...a Private Retirement Option Using Life Insurance*. An *ING Retirement Extra* strategy puts you in control of your retirement dollars.

I will call early next week to set up a meeting to show you the potential advantages of implementing a solid strategy.

Sincerely,

Jane Q. Producer

Sample Referred Lead Letter

Dear Mr. or Ms. Smith:

I was recently discussing retirement concerns and planning with [Jane Doe]. [Jane] felt the ideas we talked about might be helpful to you.

I asked [Jane] to call you in advance of this letter. But due to her busy schedule, she may not have, so please feel free to call [Jane] to ask her about the services I offer my clients.

I will call you in a few days to arrange a mutually convenient time to meet with you.

Sincerely,

John Q. Producer

Telephone Prospecting

When used properly, the telephone is an effective tool for getting appointments with prospective clients. *Just remember that selling the appointment is the objective, not selling the idea itself.*¹

- Your best prospects for telephone success are pre-qualified, referred leads. Ask yourself “Who do I know?”
- Your mood comes across loud and clear on the phone. Always smile into the receiver.

Telemarketing authorities suggest working from an outline rather than a canned script to keep the conversation spontaneous. This helps to ensure that what you say will be in your words, rather than a script’s. The following suggestions may help you with your calls.

Time your call

The best time to make a prospecting call varies by prospect type. Generally, you can maximize your success if you call:

- Business owners before or after regular business hours or on Saturday mornings. This will increase your chance of reaching the prospect without secretarial screening.
- Consumer prospects at home in the evening after the dinner hour. Monday night, an hour before the football game, is particularly productive.

Get your prospect on the line

When calling, give your name up front and ask by name for the individual you want to contact. This creates an assumed link between you and the prospect that the person answering the phone seldom questions.

Introduce yourself and state the purpose of your call:

“Mr./Mrs. Smith, I’m _____ and I represent _____. I’m calling with an idea that I believe could save you [and your company] many thousands of dollars in income tax payments. Would you be able to talk with me for just a moment now, or would another time be better for you?”

Continue if the prospect has the time. If not, ask for a specific time to call back and do so as promptly as possible.

Introduce a general need and benefit

The statement of your offer in generalized terms is designed to arouse interest without putting the prospect on the defensive. For example:

“Many of our business clients have expressed concern recently about the administrative costs of their qualified pension or profit sharing plans. Sweeping changes in the law regulating these plans have greatly increased the cost of maintaining them. In fact, many employers today are terminating their plans.

Our firm concentrates on a variety of alternatives to traditional plans, and our clients have expressed tremendous enthusiasm for some of them.”

Immediately close for a definite appointment

Before the client begins to think of objections, offer alternative times for a brief meeting. Handle any objections politely, but close at least three times. A majority of qualified prospects will see you if you are polite and persistent.

The following pages show sample telephone scripts tailored for different markets.

¹ Always comply with national and local Do-Not-Call Rules.

Sample Telephone Script (Small Business Owner/Key Executive/Professional Markets)

Introduction

“Mr./Ms. _____, this is _____. I’m with _____ here in _____.
I’m calling with an idea that could save you and your company many thousands of dollars in income tax payments. Is this a convenient time for you to talk for just a moment?”

No	Yes		
Set up time to call back	Referral	Mail Follow-up	Cold Call
	<p>I’ve recently been working with _____. He/she thought this might interest you.</p>	<p>I recently sent you a letter about some current trends in retirement planning. Do you recall receiving it?</p>	<p>I work extensively with businesses to help improve their benefit plans.</p>
<p>Many of our business clients have expressed concern recently about the administrative costs of their qualified pension or profit sharing plans. As you may know, laws regulating these plans have greatly increased the cost of maintaining them. In fact, many employers today are terminating their pension plans. Our firm focuses on in a variety of alternatives to traditional plans. Sometime soon I’d like to meet with you to discuss a few of the ideas that our clients have found valuable. Which would be more convenient for you, in the morning or the afternoon?</p>			
	<p>Not Interested</p> <p>That’s okay, _____. Even if you were interested, I really haven’t given you enough information to merit your consideration, you see....</p>	<p>Already Have a Plan</p> <p>Great! Then you’re aware of the need for planning to ensure your retirement needs are met. You may wish to reconsider your present plan.</p>	

Is this insurance?

The strategies I mentioned use life insurance to help your company get a tax-deduction today for providing you with a tax-free income at retirement. It will take only about 10 minutes of your time to decide whether this is an idea you want to investigate further. Would next Tuesday be good or should I come by on Wednesday?

If still no ...

All right. I want to thank you for taking the time to talk with me. Because circumstances change, I’d like to keep in touch. Would you have any objection to my checking again in another six months? Could I just verify your address for my mailing list?

Sample Telephone Script (Women’s Market)

Introduction

“Hello. This is _____ calling. I am with _____. I am calling because I work extensively with the problems faced by today’s women regarding retirement planning. Is this a convenient time for you to talk for just a moment?”

No	Yes		
Set up time to call back	Referral	Mail Follow-up	Cold Call
	I’ve recently been working with _____. He/she thought this might interest you.	I recently sent you a letter about some current trends in retirement planning for women. Do you recall receiving it?	I work extensively with women to help them plan for an adequate retirement.

Many of our women clients recognize the importance of retirement planning and are very concerned with the safety and guarantees of any financial decisions they make. Our firm focuses on in a variety of alternatives that address this need and concern. Sometime soon I would like to meet with you to discuss a few of the alternatives that our other women clients have found to be helpful. Which would be more convenient for you, in the morning or afternoon?

Not Interested

That’s okay. Even if you were interested, I really haven’t given you enough information to merit your consideration. Experts warn that nearly 70 percent of women over the age of 35 are at risk of retiring with income below the poverty level. Among the most common reasons are that women live longer than men and will need more money over their lifetime, and women also make less money than men during their working lives. Many of the women we have worked with have been able to overcome these pitfalls with the alternatives we offer our clients. Would Tuesday of next week or Thursday work best for you?

Already Have a Plan

Great! Then you are aware of the need to plan for your retirement income needs. However, with changes in tax laws, fluctuating interest rates and general economic conditions, this is an opportune time to review your existing plan and make sure it is still performing as you originally intended. Would Tuesday or next week or Thursday work best for you?

Initial Interview and Fact Finding

During the initial interview, follow four steps to ensure the selling process proceeds smoothly:

1. Provide an explanation of the products and services offered
2. Have an open discussion of retirement planning issues
3. Conduct fact finding
4. Obtain a dollar commitment.

All of these activities are aimed at not only getting the policy, but also getting referrals.

Step 1 – Explanation of Services

This is the start of the relationship building that will continue throughout the selling process. As you explain the life insurance policy, and your services, the client begins to understand how your skills can help solve retirement planning problems.

Your commitment to the ongoing service of the policy provides a measure of security for your client. You can help keep your client current on changes in interest rates, inflation rates and tax laws. You will be relied on to answer questions and obtain information.

Step 2 – Open Discussion

Discuss with your client the problems and concerns in planning for retirement and some possible solutions. Educate your client about pitfalls to be avoided, limitations imposed by the IRS regarding qualified plans, and the alternatives available to them.

Step 3 – Fact Finding

The first step in designing the solution is to understand your client's concerns and needs, and the *ING Retirement Extra* factfinder helps you gather this information. Two sample factfinders are provided in the next section – one for the small business owner and one for individuals. The factfinders are laid out to simplify input required by the proposal software to generate an illustration.

The purpose of the data gathering process is to motivate the client and to discover the information necessary to identify a problem and to arrive at a solution.

There are two types of questions used in data gathering: fact finding/quantitative questions, and “feeling finding”/qualitative questions. The *ING Retirement Extra* factfinders use both. Quantitative questions clarify your client's current financial situation, economic status, and other facts that may be critical to your *ING Retirement Extra* design. They tell you what the client has.

Qualitative questions clarify the client's needs, goals and expectations. They tell you what the client wants. And it's just as important to discover why a client wants something as it is to know what the client wants. The “whys” provide the urgency to buy.

On the following pages, you will find sample factfinders for the business owner and the individual.

Step 4 – Obtain a Dollar Commitment

Once you've addressed the issues and concerns discovered in steps two and three, it is important to get a dollar commitment from your client. This helps him or her mindfully prepare for implementing the strategy.

ING Retirement Extra Using Life Insurance Factfinder - Business Owner

Date _____

Personal Information

Client name _____ Social Security Number _____

Date of birth _____ Age _____ Male Female Smoker Nonsmoker

Employer _____ Annual income _____

Job title _____

Where do you see yourself professionally in 5, 10, 15 years?

Spouse's name _____

Annual income _____

Job title _____

Income tax brackets

Federal _____

State _____

Combined _____

Who are your most valuable employees and why?

Who helps you make business decisions (attorney/accountant)? _____

Who are your competitors? _____

What is your 5-, 10-, 15-year personal outlook? _____

(continued on next page)

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Investment Philosophy

What is the best investment you have ever made? Why? _____

What is the worst investment you have ever made? Why? _____

What is your idea of typical returns for the following vehicles:

Municipal bond interest rate	_____%
Bank CDs	_____%
Money market interest rate	_____%
Non-qualified annuity interest rate	_____%

When do you plan to retire? _____

What do you plan to do during retirement? _____

What have you done to prepare for retirement? _____

Do you feel these plans for retirement will meet your needs? Y N

What type of life insurance do you own?

Coverage	Death Benefit Amount	Cash Value Amount
Whole Life	_____	_____
Universal Life	_____	_____
Variable	_____	_____
Term	_____	_____

Prioritize these financial concerns (1 = not important, 5 = very important)

_____ Inflation hedge

_____ Tax advantage

_____ Survivor benefit

_____ Safety of principal

_____ Liquidity

Business Information

Business name _____

Type:

C Corporation

S Corporation

Sole Proprietorship

Partnership PA/PC

LLC or LLP

Business tax brackets

Federal _____

State _____

Number of employees _____

*If requesting a composite for a company, include census and provide plan specifics, including contributions, ages, smoking data, etc.

Policy Design

Premium Information

Desired contribution \$ _____ Annual Semiannual Quarterly Monthly

Premium duration (end year or age) _____

Premium flow specifics _____

Pour in (\$) _____

1035 Exchange? Y N

Death Benefit

Minimize or specify amount _____

Retirement Benefit

Retirement age _____

Desired benefit \$ _____ Contract duration (end year or age) _____

Additional Policy Benefits

- Waiver of premium
- Waiver of specified premium
- Waiver of cost of insurance

Any additional information or comments:

Producer

Name _____

Number _____

Phone _____

Fax _____

ING Retirement Extra Using Life Insurance Factfinder - Individual

Date _____

Client A name _____ Date of birth _____ Social security no. _____

Client B name _____ Date of birth _____ Social security no. _____

Permanent Address:

Street address _____

City _____ State _____ Zip _____

Day phone _____ Evening phone _____

Secondary Address (if applicable):

Street address _____

City _____ State _____ Zip _____

Client A Information (please check one)

Are you a US citizen? Y N

Do you smoke? Y N Use tobacco in other form? _____

Do you have any health issues? Y N If yes, please specify _____

Employer _____ Job title _____

Business address _____

Client B Information (please check one)

Are you a US citizen? Y N

Do you smoke? Y N Use tobacco in other form? _____

Do you have any health issues? Y N If yes, please specify _____

Employer _____ Job title _____

Business address _____

Dependent Information

Name	Age	Spouse's Name	Age	Dependent of			
				Client A	Client B		
				Yes	No	Yes	No
1. _____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. _____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. _____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. _____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

(continued on next page)

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Grandchildren Information

Name	Age	Parents
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____
5. _____	_____	_____
6. _____	_____	_____
7. _____	_____	_____
8. _____	_____	_____

Objectives/Goals

What are your short-term financial goals (0 to five years)? Please list and prioritize (e.g., reduce debt, buy car, college funding).

What are your long-term financial goals (five years through retirement)? Please list and prioritize (e.g., buy second home, special gifts for children/grandchildren, retire early — please note planned retirement age).

Do you believe that you will reach financial security at retirement? _____

What monthly income do you need to meet your lifestyle expectations? Do you foresee any changes in current income?

To potentially increase retirement income and/or reduce taxes, how much could you invest to help meet your financial goals?

Income (monthly)

	Client A	Client B
Salaries, wages, bonuses (after tax)	_____	_____
Investment income	_____	_____
Social Security/Other	_____	_____
Total Income	_____	_____

Expenses (monthly)

Mortgage payment	_____	_____
Auto payment(s)	_____	_____
Living expenses (food, clothing, transportation)	_____	_____
Entertainment, recreation	_____	_____
Other expenses	_____	_____
Total Expenses	_____	_____
Net Income (amount available for savings and investment)	_____	_____

Financial Summary

Assets	Current Value	Cost Basis	% Growth	Income Producing? (Y/N)	Liability	Ownership (Client A, B or Joint)
Home(s)						
Real estate						
Business interest						
Equities						
– Mutual funds						
– Individual securities						
– Nonqualified annuities						
Bonds						
– Taxable						
– Tax-free (i.e. municipal)						
Cash/money market account						
Bank account(s)						
Personal note(s)						
Personal property						
Misc. assets						
Total current value of assets owned by: Client A \$ _____ Client B \$ _____ Joint \$ _____						

Life Insurance (Type: WL = Whole life insurance; UL = Universal life insurance; VUL = Variable universal life insurance)

1. Policy # _____ Co. _____ Premium \$ _____ Ownership _____
 Type (check one): WL UL VUL Term Death benefit \$ _____ Cash value \$ _____
2. Policy # _____ Co. _____ Premium \$ _____ Ownership _____
 Type (check one): WL UL VUL Term Death benefit \$ _____ Cash value \$ _____

Disability Income Insurance

1. Policy # _____ Co. _____ Premium \$ _____ Insured _____
 Monthly benefit \$ _____ Annual premium \$ _____ Elimination per. _____ Benefit per. _____ COLA _____%
2. Policy # _____ Co. _____ Premium \$ _____ Insured _____
 Monthly benefit \$ _____ Annual premium \$ _____ Elimination per. _____ Benefit per. _____ COLA _____%

Retirement Plans (enter current value)

Client A

Client B

401(k)/403(b)/Keough/SEP

Traditional IRA

Roth IRA

Pension

Please specify current or planned distributions from qualified plans

Totals

Other Debt

Client A

Client B

Short-term

– Credit card

– Credit line

– Auto

– Other

Long-term

– Real estate

– Mortgage

– Business loan

– Other

Totals

Estate Planning/Wills/Trusts

Do you currently have a will?

Yes No

Yes No

If yes, when was it last updated?

Do you have a living trust?

Yes No

Yes No

Do you have a credit shelter trust/provision set up?

Yes No

Yes No

Do you have a Health Care Power of Attorney or a Living Will?

Yes No

Yes No

Have you resided in another state?

Yes No

Yes No

If yes, what state and when?

Are you making gifts to a charitable or non-profit foundation?

Yes No

Yes No

Have you been making gifts to your children?

Yes No

Yes No

Do you plan to make lifetime gifts to your children?

Yes No

Yes No

What other estate planning have you done?

If you are working with an attorney or CPA, please list their names and phone numbers below:

	Name	Phone
Attorney		
Accountant		
Other Advisor		

Supplement A – Business Ownership

Business Ownership

Business name _____

Business address _____

Type of business/industry _____

Business structure (check one): Sole proprietor 'C' Corp 'S' Corp Partnership LLC or LLP

If a 'C' corp, what is the corporate tax bracket? _____% What is your personal tax bracket? _____%

Percentage of business owned: _____% Other Owners: _____

Do you have children active in business? _____

Do you wish for children to continue business at your retirement? _____

Do have any other partners or key employees who would succeed you in the business? _____

If yes, please list their names _____

Is there currently a buy-sell arrangement in place? _____

If so, how is it structured (entity/trust owned, cross purchase) _____

How is the arrangement funded? _____

Is there a "key employee" plan in place? _____

Neither ING, its agents or representatives give tax or legal advice.
For complete details regarding your individual situation, consult with your tax and legal advisors.

Illustrating Retirement Extra Using Life Insurance

The theory behind illustrating *ING Retirement Extra* using life insurance is contributing the maximum amount of premium to the policy and minimizing expenses associated with the policy. In short, you want to illustrate the minimum non-MEC death benefit* for a given premium payment. This typically will entail selecting an increasing death benefit policy option (Option 2 or B) during the premium paying period allowing the maximum amount of premium to be contributed to the policy while maintaining the minimum amount of death benefit.

Once all planned premiums are contributed to the policy, the death benefit option should be changed to level death benefit (Option 1 or A) so that policy long-term performance is maximized. After the death benefit option is changed to level, any increases in cash value due to policy performance or crediting will reduce the net amount at risk and therefore reduce cost of insurance expenses.

This reduction in expenses reduces the possibility of policy lapse once distributions begin. Usually, the most effective method of accessing policy cash value to supplement retirement is to use cash withdrawals to basis (total premiums paid) then begin taking policy loans. The annual loan interest is paid by the insurance policy and is added to the cumulative loan balance.

Points to consider when illustrating *ING Retirement Extra*:

1. If a variable universal life policy is being illustrated, a conservative rate of interest should be assumed to minimize the risk of policy lapse during the distribution phase.
2. Changing death benefit options in the first seven policy years is considered a material change for definition of life insurance (DOLI) purposes and will restart MEC testing .

Marketing Support

Phone Support

The National Sales Support Team is available to support your *ING Retirement Extra* sales. For more information please contact them at: 1-866-ING-SELL. (464-7355) Option 4.

Web Support

For state-of-the-art marketing tools, be sure to visit the Advanced Marketing section of the ING Virtual Financial Center at www.ingvfc.com. Here, you will find brochures, sales solutions, PowerPoint presentations and more.

*Depends upon the amount of life insurance needed, determined on a client-by-client basis.

ReliaStar Life Insurance Company
20 Washington Avenue South
Minneapolis, MN 55401

**ReliaStar Life Insurance Company
of New York**
1000 Woodbury Road, Suite 208
Woodbury, NY 11797

**Security Life of Denver
Insurance Company**
1290 Broadway
Denver, CO 80203

Neither ING nor its affiliated companies or its representatives give tax or legal advice. The strategies suggested may not be suitable for everyone, and each individual should consult with his or her own tax advisor and legal counsel before implementing any of the strategies discussed here.

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