



# ING USA Contracting

Helping Financial Advisors Help Their Clients

Please *fax* these pages toll free to IPG:

**800-496-3717**

\*Application for Agent Appointment  
(form 130206, page 1 & 2)

Copy of Current State Insurance License

Direct Deposit Authorization Form

\*If you answer YES to any of the questions on page 1, please provide supporting documentation

FIXED ANNUITIES APPLICATION FOR AGENT APPOINTMENT

ING USA Annuity and Life Insurance Company
A member of the ING family of companies
909 Locust Street, Des Moines, IA 50309-2899
Phone: 800-369-5305



AGENT INFORMATION

Agent Name \_\_\_\_\_ Agent SSN \_\_\_\_\_
Agent Birth Date \_\_\_\_\_ Agent Home Phone \_\_\_\_\_ Agent NPN \_\_\_\_\_
Agent Home Street Address \_\_\_\_\_ Apt./Suite # \_\_\_\_\_
City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_
Email Address (Required for electronic notification upon completion.) \_\_\_\_\_
Business Phone \_\_\_\_\_ Business Fax \_\_\_\_\_
Business Mailing Address \_\_\_\_\_ Suite # \_\_\_\_\_
City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

CORPORATE CONTRACT ONLY

Complete this section only if you are the signing officer of the corporation and are contracting both you and your corporation, with your individual commissions being paid to your corporation. Do not complete this section if you are an agent having your commissions paid to a corporation and are not the signing officer. By signing this contract as a signing officer of your company, you agree to have your commissions paid to the TIN. You agree that you will be bound in your individual capacity as agent by each and all of the terms and conditions of this Contract, separate and distinct from the obligations, privileges and liabilities that attach to the company on whose behalf you have signed as an officer.

Agency Name \_\_\_\_\_ TIN \_\_\_\_\_

Are you currently a registered representative with FINRA? ... Yes No
Please provide C.R.D. Number \_\_\_\_\_
Have you ever had an insurance and/or securities license or registration under another name? ... Yes No
If yes, please provide that name \_\_\_\_\_
Do you have Errors & Omissions (E&O) coverage? ... Yes No
E & O Coverage Carrier \_\_\_\_\_ Policy # \_\_\_\_\_

QUESTIONNAIRE (Please respond to all questions for you personally and any organization over which you have exercised control. If you answer "yes" to any question, you must attach an explanation with all relevant information and supporting documents.)

- 1. Have you ever been discharged or permitted to resign from your employment appointment because you were accused of fraud or wrongful taking of property, violating investment-related or insurance-related statutes, regulations, rules or industry standards of conduct, or violating company rules ... Yes No
2. Within the past 10 years, have you ever initiated bankruptcy proceedings or declared bankruptcy? ... Yes No
3. Do you have any knowledge of an indebtedness to an insurance carrier or financial organization that involves yourself or an organization you have been associated with, or do you have any unsatisfied liens or judgements? ... Yes No
4. Within the past 10 years, has any insurance carrier canceled your contract or appointment for any reason other than lack of production? ... Yes No
5. Within the past 10 years, have you ever had a complaint filed against you that resulted in a fine, penalty, censure, cease and desist order, consent order or disciplinary action? ... Yes No
6. With the exception of routine traffic violations, have you ever been convicted of or pled guilty or nolo contendere (no contest) in a court to a misdemeanor or felony? ... Yes No
7. Are you involved in any pending or current litigation, investigations, complaints, or E & O claims or has any E & O carrier denied, paid claims on, or canceled your coverage? ... Yes No
8. Have you ever been named as a defendant or codefendant in a lawsuit, or have you ever sued or been sued by an insurance company? ... Yes No
9. Has a bonding company ever denied, paid out on, or revoked a surety or fidelity bond for you, or is there any reason you cannot secure a bond? ... Yes No
10. Have you ever been convicted of or pled guilty or nolo contendere (no contest) to violating state insurance department, federal or state securities, or investment related regulations or statutes, or have you ever had your insurance license or securities registration suspended, revoked, investigated, audited or had a license denied? ... Yes No

**ACKNOWLEDGEMENTS**

I hereby certify that my answers to the questions contained in this application are true and correct. I acknowledge that ING USA Annuity and Life Insurance Company (hereinafter called the "Company," "we," or "us," as the case may be, has informed me of the Company's practice to conduct routine investigative reports on agents for licensing purposes, initial and renewal state appointments, and at any time the Company, at its discretion, deems it necessary to conduct background investigations. I expressly authorize the Company to conduct these investigations and authorize all persons and entities (including past and present employers) to provide the Company all requested information. I release from liability all persons and entities which supply said information to the Company and agree to hold the Company harmless from any liability for conducting this investigation. I authorize the Company to use these investigative reports and to provide these reports and any other pertinent information to all ING affiliate companies and to third parties where the third parties' legal interests and/or obligations are involved. I also authorize the Company to distribute any financial, business, legal, tax or work performance history regarding me that it receives from third parties, from any ING affiliate companies or which is generated by the Company or from the ING affiliate companies' data source that is not part of the investigative report, to all ING affiliate companies or to third parties including but not limited to agents or agencies that assume my debt balance responsibilities.

I certify that I have reviewed this application and acknowledge that this application will form a part of my agent contract with the Company. I further understand that if any information provided in this application is found to be incorrect or incomplete, it will be grounds for rejecting this application or for termination of my contract, all in the sole discretion of the Company. The undersigned Person (hereinafter called "Agent," "You," or "Yourself"), in consideration of your undertaking to sell the Company's products for the consideration as stated in the Agent's Licensing Contract (the "Contract") and Commission Schedules(s) attached hereto and made a part hereof, mutually agree to the terms of said Contract.

I hereby certify that I have read, understand and agree to be bound by the Agent's Licensing Contract ("ALC") attached to the original Application for Agent's Appointment. I represent and warrant that I have not altered, modified or otherwise changed the terms of the ALC in any fashion. I acknowledge the ALC will form a part of my agent contract if this application is accepted by the Company.

**Anti-Money Laundering (AML) Training Requirements**

The Financial Crimes Enforcement Network (FinCEN), a bureau of the U.S. Department of Treasury, enacted regulations surrounding the anti-money laundering programs for insurance companies, which took effect May 2, 2006. The Company requires that all producers selling or servicing specified products complete AML training.

Producers meeting the following are recognized as having completed their required AML obligations without further documentation:

- Currently have an active variable annuity or variable life contract with ING.
- Currently affiliated (commissions paying to) with a wirehouse when soliciting/servicing life insurance policies offered by ING
- Currently affiliated with a broker/dealer or bank, or with an agency of a broker/dealer or bank, whose ING selling agreement covers all associated agents under a blanket AML certification. (Check with your broker dealer or bank compliance officer.)
- Completed the Anti-Money Laundering course using LIMRA as the training service (aml.limra.com)

If you have not met one of the above qualifications, you will need to certify your completion of an ACLI or FINRA recognized Anti-Money Laundering training. Please do this by submitting your AML certificate of completion or by completing the ING Anti-Money Laundering Training Certificate of Completion (Form #137305).

**Under penalty of perjury, I certify that:**

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and...
2. I am not subject to backup withholding because: (a) I have not been notified by the Internal Revenue Service that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (b) the IRS has notified me that I am no longer subject to backup withholding.
3. I am a U.S. citizen (including U.S. resident alien)

**INSTRUCTIONS:** You must strike out the language certifying that you are not subject to backup withholding due to underreporting if the IRS has notified you that you are currently subject to backup withholding because of underreporting interest or dividends on your tax return and you have not received notice from the IRS advising that backup withholding has terminated.

*The Internal Revenue Service does not require your consent to any provision of this document other than the certification required to avoid backup withholding.*

**I also certify by my signature below that I authorize the Company, now or in the future, to obtain a consumer and/or investigative consumer report on me, and that I have received from the Company all disclosures required by the Fair Credit Reporting Act.**

 **Signature of Applicant/Agent** \_\_\_\_\_ **Date** \_\_\_\_\_

**COMPLETE BY AGENT, MARKETING ORGANIZATION OR BROKER DEALER PRIOR TO SUBMISSION.**

**1. ONLY COMPLETE THIS SECTION if you will NOT sell any ING Fixed Annuity products through your Broker Dealer, or if you DO NOT have an association with a Broker Dealer.**

Agent Commission Level \_\_\_\_\_ Marketing Organization Name \_\_\_\_\_ Contract # \_\_\_\_\_

**2. ONLY COMPLETE THIS SECTION if you will sell ALL or SOME ING Fixed Annuity products through your Broker Dealer. (Business sold through Broker Dealers shall be governed by Broker Dealer instructions).**

Agent Commission Level<sup>1</sup> \_\_\_\_\_ Broker Dealer Name \_\_\_\_\_ Contract # \_\_\_\_\_

<sup>1</sup> If Commission Level is left blank, all commissions will be paid to your Broker Dealer.

Marketing Organization Name \_\_\_\_\_ Contract # \_\_\_\_\_

**If applicable, list your Marketing Organization for ING Fixed Annuity products NOT sold through your Broker Dealer.**

Agent Commission Level \_\_\_\_\_ Marketing Organization Name \_\_\_\_\_ Contract # \_\_\_\_\_

**AGENT'S LICENSING CONTRACT** *The following state provisions shall be given full force and effect even though the signatures of the parties precede these provisions.*

**1. General Covenants and Definitions.**

a. You shall be duly licensed by the applicable state insurance departments having jurisdiction. You shall operate your business in strict conformance with all applicable laws and regulations and in conformity with the ING Business Guidelines, as amended from time to time, including, but not limited to, the replacement and Anti-Money Laundering policies. You acknowledge receipt of these Guidelines, which are deemed incorporated into this Contract.

b. You agree to exert your best efforts in keeping all insurance effected under this Contract in full force and effect.

c. You agree to be bonded and insured in such manner as we may, in our discretion, require.

d. Nothing contained in this Contract shall create, or shall be construed to create, the relationship of an employer and employee between the Company and you.

e. "Agents and subagents" shall mean you and your employees, any agent or broker you obtain or solicit who becomes a contracted agent or broker with the Company, and any agent or broker subsequently appointed or obtained by you, directly or through liability for your agents and subagents, to the Company directly or indirectly through you or any agent or broker network you have contracted.

f. All appointments of agents and subagents by you to submit business under this Contract shall be subject to written approval by us.

g. We reserve the right, in our sole discretion, to retain, reassign or terminate agents and subagents appointed by you or to you and to reassign or transfer such agents directly to us or to any of our other agents without any obligation to you. You will have no right to future compensation of any kind or type for production written by or through such agents after such reassignment or termination or after your termination of contract with us. We have the right to communicate directly with any of the agents appointed by or to you.

h. "Debit Balance" means any amount owed by you, directly or through liability for your agents and subagents, to the Company or to any legal entity that is a subsidiary of ING America Insurance Holdings, Inc. (an "Affiliate"), that is not paid when due. This includes but is not limited to a debt resulting from a refund of premium, payment of compensation, chargeback, loan, advance, annualization, settlement, indemnification obligation, liabilities created by your agent's and subagent's misfeasance and/or malfeasance concerning the Company's (or Affiliate's) business and any other amount due under a contract, agreement or arrangement of any kind between said agents and subagents with the Company or an Affiliate.

**2. Delivery.** You agree to deliver each policy in a timely manner. If a policy is returned to the Company during the Free Look Period described in the policy, and you or your agents or subagents were paid any commission, then such commission shall be charged back.

**3. Settlement.** Only the initial premium on applications procured by or through you may be collected by you. All premium settlements shall be by federal funds wire or by check payable to the Company, received subject to collection. Premium payments shall not be collected by you in cash. All premiums received by you or your agents and subagents are received as a fiduciary trust, and all premium settlement, entire or partial, taken with an application or taken upon delivery of the policy, shall be immediately forwarded to us.

**4. Limitations.** You are not authorized, and are expressly forbidden, to bind the Company by any promise or agreement, to incur any debt, expense or liability in its name or account, to enter into any legal proceedings in connection with any matter pertaining to our business, or to waive or alter any of the provisions of any policy issued by us.

Except for that provided by the Company, any material, supplies, advertising or other printed matter mentioning the Company by name or relating to any of its products may be used, or be permitted to be used, only with our prior written approval.

**5. Discontinuance of Policy Forms.** Without liability to you, we may in our sole discretion, at any time and from time to time (1) retire from any territory; (2) discontinue and/or withdraw any policy form in any territory without prejudice to our right to continue use of said form in any other territory; (3) discontinue and/or withdraw any policy form in all territories; and (4) resume the issuance or use of any policy form in any territory or territories at any time.

**6. Assignment.** Neither this Contract, nor any of your rights under it, may be assigned, pledged or hypothecated, without the prior written consent of the Company. The Company does not assume any responsibility for, or guarantee the validity or sufficiency of, any assignment. No assignment shall be operative while any indebtedness to the Company remains unsatisfied and any such assignment shall be subject to any existing or future indebtedness of yours to us hereunder.

**7. Liability.** You agree to pay your Debit Balance owed to the Company or an Affiliate when due, and any Debit Balance(s) of your agents or subagents remaining after completion of debt collection procedures. Without in any way limiting the foregoing, you shall be jointly and severally liable, with your agents and subagents to the Company for the payment of any and all Debit Balance(s). The determination of the amount of any liabilities or advances due and/or owed in connection with a Debit Balance shall be at the sole discretion of the Company. The parties hereto agree the Company retains the absolute and unilateral right to settle and resolve all claims or causes of action, in its sole discretion, raised or asserted by any person, concerning the actions by you, or your agents and subagents. Your joint and several liability shall not be contingent on your input, participation or notice of or concerning any such claims or assertions. Such Debit Balance(s) due from you shall be debited on the books of the Company with the amount of such obligation, when the same is due and unpaid from you or your agents and subagents to the Company, and on demand, you shall promptly pay the Company the amount of such Debit Balance. Any such Debit Balance, together with interest thereon at the applicable current rate per month or the maximum legal rate, whichever is less, owed by you or your agents and subagents to the Company or an Affiliate may be set off by the Company, at any time, against any sums due from the Company or an Affiliate to you, and a first lien is hereby reserved to the Company thereon for the satisfaction of any such Debit Balance.

**8. Notices.** Any notice or demand required or permitted to be given under this Contract shall be in writing and shall be deemed effective (unless this Contract provides for a different period of time) upon the personal delivery thereof if delivered, or if mailed, forty-eight hours after having been deposited in the United States mail, postage prepaid, or sent by any electronic means for which confirmation of receipt can be shown, and addressed in the case of Company to its then principal place of business, and in the case of you to the address set forth in this Contract. Either party may change the address to which such notices are to be addressed by giving the other party notice in the manner herein set forth.

**9. Commissions.** Commission Schedules, referred to on the signature page, as amended from time to time by the Company, govern the parties' agreement with respect to compensation payable in accordance with this Contract. If commissions are payable to you by your general agent, you agree that the Company has no obligation to pay any compensation directly to you and agree to indemnify and hold harmless the Company from all losses and expenses, including attorney fees, resulting from any claim by you for compensation, notwithstanding anything herein to the contrary.

**10. Severability.** Any provision of this Contract which shall prove to be invalid, void or illegal shall in no way affect, impair or invalidate any other provision hereof, and such other provisions shall remain in full force and effect.

**11. Non-Waiver.** The forbearance or neglect of the Company to insist upon strict compliance by you with any of the provisions of this Contract, whether continuing or not, or to declare a termination against you, shall not be construed as a waiver of any of the Company's rights or privileges hereunder. No waiver of any right or privilege of the Company arising from any default or failure of performance by you shall affect the Company's rights or privileges in the event of a further default or failure of performance.

**12. Entire Agreement.** This Contract contains the entire agreement between us with respect to the subject matter hereof and supersedes all prior oral and written agreements, understandings and commitments between us. No amendments to this Contract may be made except by writing signed by you and an officer of the Company.

**13. Construction and Venue.** To the fullest extent controllable by our stipulation, this Contract shall be construed in accordance with the laws of Iowa applicable to contracts performed entirely within the State. Any action to enforce the provisions thereof, or arising from the actions of any party in connection therewith, shall be brought in the District Court in Polk County, Iowa, except such action as may be necessary by Company to protect, preserve and realize its interest in your assets located in another jurisdiction.

**14. Waiver of Jury Trial.** The Agent and Company hereby irrevocably waive all right to trial by jury in any action, proceeding or counterclaim arising out of or relating to this Contract, or any instrument or document delivered in connection therewith.

**15. Customer Information.** The parties desire to protect Customer Information, as defined below, and to comply as may be necessary with requirements of the Gramm-Leach-Bliley Act, the relevant state and federal regulations pursuant thereto and state privacy laws (all referred to as "Privacy Law").

a. "Customer Information" means an applicant's Application for a Contract or service and all nonpublic personal information about a customer that a party receives from another party. "Customer Information" includes, by way of example and not limitation, name, address, telephone number, social security number, health information and personal financial information (which may include customer account number).

b. The parties understand and acknowledge that they may be financial institutions subject to Privacy Law. The parties agree that they are prohibited from using the Customer Information received from another party other than as required by law, regulation or rule, or to carry out the purposes for which one party discloses Customer Information to the other party under this Contract, including use under an exception permitted by Privacy Law in the ordinary course of business to carry out the purposes.

c. The parties agree that (1) the purpose for which you, your agents and subagents disclose Customer Information to Company includes the establishment of a consumer/customer relationship between the consumer and Company in order to offer its financial products and the financial products of its affiliates to consumers; (2) the purpose for which Company discloses Customer Information to you, your agents and subagents is to service the Company Contract or other services obtained by the customer; and (3) they will use such information only as permitted by Privacy Law.

Subject to the provisions of subparagraph (b) above, the parties will not disclose the Customer Information to any other person without prior written permission from the other parties. The parties will establish and maintain safeguards against the unauthorized access, destruction, loss, or alteration of Customer Information in their control that are no less rigorous than those maintained by a party for its own information of a similar nature. In the event of any improper disclosure of any Customer Information, the party responsible for the disclosure will immediately notify the other parties.

**16. Termination.**

a. Except to the extent prohibited by applicable law, this Contract shall be automatically terminated in the event of your (1) ceasing to be licensed, including being placed on suspended status, as required by an applicable state insurance department having jurisdiction; or (2) committing a felony; or (3) withholding or misappropriating any money or property belonging to us; or (4) failing to comply with the laws, rules or regulations of any federal, state or other governmental agency or body having jurisdiction under the Contract; (5) committing any fraud; (6) committing an act of embezzlement; or (7) death (or, if you are a partnership or a corporation, upon any event legally or contractually causing the dissolution of the partnership or corporation. However, we may continue to rely on this Contract as existing before such dissolution until we receive formal written notice of dissolution).

b. The Company may terminate this Contract, at any time, upon giving notice, (as provided in Section 8) in the event of (1) its involuntary assignment for benefit of your creditors; or (2) your bankruptcy; or (3) your subjecting us to liability due to your misfeasance or malfeasance; (4) your failing to conform to the rules and regulations of Company; (5) your failing to pay any indebtedness to the Company on demand; (6) your replacing any of the Company's policies with another company's; or (7) your total and permanent disability.

c. Should you be terminated under subsection (a), subparagraphs (2) through (6), or subsection (b), subparagraphs (1) through (6), you will forfeit all your rights to any further payments under this Contract. For purposes of determining whether this Contract has been breached under subsections (a) or (b), the acts of all your employees, agents, and subagents, as the case may be, shall be deemed your acts.

d. This Contract may also be terminated by either party without cause by giving fifteen (15) days written notice to the other party. The right of termination under this subsection (d) is not restricted by the provisions for termination in (a) or (b) above. Additions to in force cases may be permitted, provided the Plan under which the case was originally issued is then being issued, and shall be commissionable in accordance with the practice of the Company then in effect.

e. Upon any termination of this Contract, you shall immediately pay in cash any sums due hereunder and shall immediately deliver to us all of the previously furnished materials, supplies, advertising and any other printed matter which mentions the Company by name, our rate books, and all other such supplies connected with our business, excepting only those items which the Company shall specifically notify you in writing, you are then permitted to maintain for servicing purposes.

f. The obligations of you, your agents and subagents arising under the Contract shall survive the termination of this Contract, whether such obligations arose prior or subsequent to the termination of this Contract.

## FAIR CREDIT REPORTING ACT DISCLOSURE



Your future. Made easier.<sup>SM</sup>

ING America Insurance Holdings, Inc. and each of its subsidiaries (the "Company") disclose to you that a consumer report is being obtained from a consumer reporting agency for the purpose of evaluating you for employment<sup>1</sup> as an independent contractor. It may be an "investigative consumer report" that includes information as to your character, general reputation, personal characteristics and mode of living.

**I acknowledge that my signature on the agent appointment application serves as an acknowledgement that I have received this Disclosure in accordance with the requirements under the Fair Credit Reporting Act, as amended.**

- **I authorize the Company, now and at any time while I am appointed and contracted to represent the Company for the sale and solicitation of the Company's products, to obtain a consumer report and/or investigative consumer report on me.**
- I authorize and request any consumer reporting agency to furnish any and all information in their possession regarding me in connection with employment<sup>1</sup> as an independent contractor. I authorize that a photocopy of this disclosure be accepted with the same authority as the original;
- I have the right to make a written request within a reasonable period of time to receive the additional, detailed information about the nature and scope of this investigation;
- I authorize the Company to share this information with the appropriate people in the Company, including but not limited to identified persons and those involved in the licensing and contracting process; and
- I understand I am not to solicit business on behalf of any Company until all required licenses and appointments have been obtained and all required contracts have been executed.
- **I have received "A Summary of Your Rights Under the Fair Credit Reporting Act."**

**California, Minnesota and Oklahoma Applicants Only.** Please check here to have a copy of your consumer report sent directly to you by the appropriate credit repository.

If you have checked this box to receive a copy of your credit report, you must return this form with your agent contracting paperwork and provide your name and social security number below.

Name \_\_\_\_\_ Social Security Number \_\_\_\_\_

<sup>1</sup>Producers and agents are independent contractors, not employees. "Employment" is used in a non legal sense and includes qualification for certain programs available to independent contractors. Nothing in this form shall be construed to create an employer/employee relationship.

# A SUMMARY OF YOUR RIGHTS UNDER THE FAIR CREDIT REPORTING ACT



The federal Fair Credit Reporting Act (FCRA) promotes the accuracy, fairness, and privacy of information in the files of consumer reporting agencies. There are many types of consumer reporting agencies, including credit bureaus and specialty agencies (such as agencies that sell information about check writing histories, medical records, and rental history records). Here is a summary of your major rights under the FCRA. For more information, including information about additional rights, go to [www.ftc.gov/credit](http://www.ftc.gov/credit) or write to: Consumer Response Center, Room 130-A, Federal Trade Commission, 600 Pennsylvania Ave. N.W., Washington, D.C. 20580.

- **You must be told if information in your file has been used against you.** Anyone who uses a credit report or another type of consumer report to deny your application for credit, insurance, or employment — or to take another adverse action against you — must tell you, and must give you the name, address, and phone number of the agency that provided the information.
- **You have the right to know what is in your file.** You may request and obtain all the information about you in the files of a consumer reporting agency (your “file disclosure”). You will be required to provide proper identification, which may include your Social Security Number. In many cases, the disclosure will be free. You are entitled to a free file disclosure if:
  - a person has taken adverse action against you because of information in your credit report;
  - you are the victim of identify theft and place a fraud alert in your file;
  - your file contains inaccurate information as a result of fraud;
  - you are on public assistance;
  - you are unemployed but expect to apply for employment within 60 days.

In addition, by September 2005 all consumers will be entitled to one free disclosure every 12 months upon request from each nationwide credit bureau and from nationwide specialty consumer reporting agencies. See [www.ftc.gov/credit](http://www.ftc.gov/credit) for additional information.

- **You have the right to ask for a credit score.** Credit scores are numerical summaries of your credit-worthiness based on information from credit bureaus. You may request a credit score from consumer reporting agencies that create scores or distribute scores used in residential real property loans, but you will have to pay for it. In some mortgage transactions, you will receive credit score information for free from the mortgage lender.
- **You have the right to dispute incomplete or inaccurate information.** If you identify information in your file that is incomplete or inaccurate, and report it to the consumer reporting agency, the agency must investigate unless your dispute is frivolous. See [www.ftc.gov/credit](http://www.ftc.gov/credit) for an explanation of dispute procedures.
- **Consumer reporting agencies must correct or delete inaccurate, incomplete, or unverifiable information.** Inaccurate, incomplete or unverifiable information must be removed or corrected, usually within 30 days. However, a consumer reporting agency may continue to report information it has verified as accurate.
- **Consumer reporting agencies may not report outdated negative information.** In most cases, a consumer reporting agency may not report negative information that is more than seven years old, or bankruptcies that are more than 10 years old.
- **Access to your file is limited.** A consumer reporting agency may provide information about you only to people with a valid need -- usually to consider an application with a creditor, insurer, employer, landlord, or other business. The FCRA specifies those with a valid need for access.
- **You must give your consent for reports to be provided to employers.** A consumer reporting agency may not give out information about you to your employer, or a potential employer, without your written consent given to the employer. Written consent generally is not required in the trucking industry. For more information, go to [www.ftc.gov/credit](http://www.ftc.gov/credit).
- **You may limit “prescreened” offers of credit and insurance you get based on information in your credit report.** Unsolicited “prescreened” offers for credit and insurance must include a toll-free phone number you can call if you choose to remove your name and address from the lists these offers are based on. You may opt-out with the nationwide credit bureaus at 888-5-OPTOUT (888-567-8688).
- **You may seek damages from violators.** If a consumer reporting agency, or, in some cases, a user of consumer reports or a furnisher of information to a consumer reporting agency violates the FCRA, you may be able to sue in state or federal court.
- **Identity theft victims and active duty military personnel have additional rights.** For more information, visit [www.ftc.gov/credit](http://www.ftc.gov/credit).

States may enforce the FCRA, and many states have their own consumer reporting laws. In some cases, you may have more rights under state law. For more information, contact your state or local consumer protection agency or your state Attorney General. Federal enforcers are:

TYPE OF BUSINESS	CONTACT
Consumer reporting agencies, creditors and others not listed below	Federal Trade Commission: Consumer Response Center - FCRA Washington, DC 20580 877-382-4357
National banks, federal branches/agencies of foreign banks (word "National" or initials "N.A." appear in or after bank's name)	Office of the Comptroller of the Currency Compliance Management, Mail Stop 6-6 Washington, DC 20219 800-613-6743
Federal Reserve System member banks (except national banks, and federal branches/agencies of foreign banks)	Federal Reserve Board Division of Consumer & Community Affairs Washington, DC 20551 202-452-3693
Savings associations and federally chartered savings banks (word "Federal" or initials "F.S.B." appear in federal institution's name)	Office of Thrift Supervision Consumer Complaints Washington, DC 20552 800-842-6929
Federal credit unions (words "Federal Credit Union" appear in institution's name)	National Credit Union Administration 1775 Duke Street Alexandria, VA 22314 703-519-4600
State-chartered banks that are not members of the Federal Reserve System	Federal Deposit Insurance Corporation Consumer Response Center, 2345 Grand Avenue, Suite 100 Kansas City, Missouri 64108-2638 877-275-3342
Air, surface, or rail common carriers regulated by former Civil Aeronautics Board or Interstate Commerce Commission	Department of Transportation, Office of Financial Management Washington, DC 20590 202-366-1306
Activities subject to the Packers and Stockyards Act, 1921	Department of Agriculture Office of Deputy Administrator - GIPSA Washington, DC 20250 202-720-7051



# DIRECT DEPOSIT AUTHORIZATION

ING USA Annuity and Life Insurance Company  
Service Office: P.O. Box 1593, Des Moines, IA 50306-1593  
Overnight Address: 909 Locust Street, Des Moines, IA 50309-2899

I hereby authorize ING USA Annuity and Life Insurance Company (the Company) to initiate credit entries and, if necessary, debit entries and adjustments for any credit entries in error to the account indicated below.

- Checking  
 Savings

Bank Account Owner Name \_\_\_\_\_

Bank Account Joint Owner Name (if applicable) \_\_\_\_\_

Bank Name \_\_\_\_\_ Bank Telephone Number \_\_\_\_\_

Branch Address \_\_\_\_\_

Branch City \_\_\_\_\_ Branch State \_\_\_\_\_ Branch Zip Code \_\_\_\_\_

Transit/ABA Number \_\_\_\_\_ Account Number \_\_\_\_\_

This authorization shall remain in force until the Company has received written notification, from me, of its termination.

Print Name \_\_\_\_\_ Social Security or Tax ID Number \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

ATTACH VOIDED  
CHECK/DEPOSIT SLIP HERE

**ING FIXED ANNUITIES COMMISSION SCHEDULE EFFECTIVE 12/17/2007**  
**GENERAL AGENT (GA)**  
**(FORMERLY KNOWN AS MGA II)**

ING USA Annuity and Life Insurance Company  
 Fixed Annuities Sales Desk: 800-369-5301



This schedule amends and supersedes the schedule dated 07/23/2007 and all previous schedules. This schedule can only be interpreted in conjunction with the addendum language released on 12/17/2007 which follows this schedule. \*No overrides are paid on trail commissions, therefore rates shown below for Options A, B, C and D reflect the upfront commission amount. Certain products or terms may not be available at all times. Contact the Fixed Annuities Sales Desk at 800-369-5301 for current product offerings.

**INDEXED ANNUITIES** (\*No overrides paid on trail commissions.)

**ING Secure Index Five\***

		Year 1		Years 2-4	
Option		Upfront	Trail	Upfront	Trail
Ages	A	4.00%	0.25%	2.00%	0.25%
	B	2.75%	0.50%	1.37%	0.50%
0-80	C	1.50%	0.75%	0.75%	0.75%
	D	1.50%	0.75%	0.75%	0.75%

**ING Secure Index Seven\***

		Year 1		Years 2-5	
Option		Upfront	Trail	Upfront	Trail
Ages	A	5.00%	0.25%	2.75%	0.25%
	B	4.50%	0.35%	2.47%	0.35%
0-80	C	3.75%	0.50%	2.06%	0.50%
	D	1.25%	1.00%	0.68%	1.00%

**ING Secure Index Opportunities Plus\***

		Year 1	
Option		Upfront	Trail
Ages	A	8.00%	0.25%
	B	6.50%	0.50%
0-80	C	4.00%	0.91%
	D	3.50%	1.00%

**ING SimpleChoice Seven\***

		Year 1-3		Years 4-5	
Option		Upfront	Trail	Upfront	Trail
Ages	A	5.00%	0.25%	2.75%	0.25%
	B	4.50%	0.35%	2.47%	0.35%
0-80	C	3.75%	0.50%	2.06%	0.50%
	D	1.25%	1.00%	0.68%	1.00%

**ING Secure Index Outlook\***

		Year 1	
Option		Upfront	Trail
Ages	A	6.00%	0.25%
	B	4.50%	0.50%
0-80	C	2.00%	0.91%
	D	2.00%	0.91%

**ING Secure Index (Original)\***

		Year 1		Years 2-5	
Option		Upfront	Trail	Upfront	Trail
Ages	A	5.00%	0.25%	2.75%	0.25%
	B	4.50%	0.35%	2.47%	0.35%
0-80	C	3.75%	0.50%	2.06%	0.50%
	D	1.25%	1.00%	0.68%	1.00%

**ING Selectra\***

		Year 1	
Option		Upfront	Trail
Ages	A	8.00%	0.25%
	B	6.50%	0.50%
0-80	C	4.00%	0.91%
	D	3.50%	1.00%

**ING Envoy Three Index Annuity\***

		Year 1-3		Years 4-5	
Option		Upfront	Trail	Upfront	Trail
Ages	A	1.00%	0.75%	0.50%	0.75%
	B	1.00%	0.75%	0.50%	0.75%
0-80	C	1.00%	0.75%	0.50%	0.75%
	D	1.00%	0.75%	0.50%	0.75%

**ING Envoy Six Index Annuity\***

		Year 1-3		Years 4-5	
Option		Upfront	Trail	Upfront	Trail
Ages	A	1.50%	0.75%	0.75%	0.75%
	B	1.50%	0.75%	0.75%	0.75%
0-80	C	1.50%	0.75%	0.75%	0.75%
	D	1.50%	0.75%	0.75%	0.75%

**ING Envoy Nine Index Annuity\***

		Year 1-3		Years 4-5	
Option		Upfront	Trail	Upfront	Trail
Ages	A	6.50%	0.00%	3.25%	0.00%
	B	5.00%	0.25%	2.50%	0.25%
0-80	C	3.50%	0.50%	1.75%	0.50%
	D	2.00%	0.75%	1.00%	0.75%

**MULTI-YEAR GUARANTEE ANNUITIES**

**ING Guarantee Choice Annuity** No overrides paid on trail commissions.

		Ages 0-80	
Option		Upfront	Trail
5 Year	A	1.00%	0.25%
	B	0.25%	0.50%
	C	0.25%	0.50%
	D	0.25%	0.50%
7 Year	A	1.50%	0.25%
	B	0.50%	0.50%
	C	0.50%	0.50%
	D	0.50%	0.50%
10 Year	A	2.00%	0.25%
	B	0.75%	0.50%
	C	0.75%	0.50%
	D	0.75%	0.50%

**PAYOUT ANNUITY**

<b>SPIA (Immediate)</b>		Ages 0-100
Option		Upfront
A		3.00%

**RELIASTAR LIFE INSURANCE COMPANY OF NY**

<b>Classic Choice NY</b>		Ages 0-80	
Option		Upfront	Trail
Year 1	A	1.90%	-

Commission upon renewal of a new term is 1/2 of the first term rate.

<b>Classic Flex NY</b>		Year 1		Years 2-5	
Option		Upfront	Trail	Upfront	Trail
Ages 0-80	A	5.00%	-	3.33%	-

**ADDENDUM**

**GENERAL PROVISIONS AFFECTING COMMISSIONS:**

1. Payment of commission is subject to the provisions of the Agent's/Broker's Contract and the rules of the Companies as amended from time to time.
2. Unless otherwise identified, commissions are payable on each contract on which premium has been applied, issued and is in force.
3. Commission reduction may apply to special interest rate offerings.
4. For trail commissions percentage noted is an annual percentage paid quarterly. Trails are paid on the accumulation value of the contract beginning in the 15th month and paid for the life of the contract. The company may buyout any commission trail payable by paying the Actuarial Present Value of the trail.
5. Commission (including trails) is 100% vested for the life of the contract.
6. Any and all amounts contributed by the Company to a deferred compensation plan are not considered commission payments. General Agent shall not be entitled to any such contribution made on behalf of a sub-agent.

**COMMISSION OVERRIDES:**

1. Commissions shown will be reduced by the amount of any commissions paid/credited to agents/brokers appointed by you.
2. Override commissions are generally payable on each contract which has been issued, which is in force, and on which premium has been applied. In certain states, override commissions are not payable unless you are contracted and appointed with the company. For a list of these states, please go to the ING distributor website, [www.ingvfc.com](http://www.ingvfc.com).
3. We will continue to pay override commissions earned on subsequent premiums added to contracts written by agents affiliated with your agency at the time the contract is issued, even if the agent terminates his/her affiliation with your agency after the contract is issued.

**COMMISSION CHARGEBACKS:**

1. If, during the first contract year, the Owner surrenders the annuity contract, or takes a partial withdrawal, commissions paid or credited during that first contract year will be charged back per the schedule shown below.
2. If the Owner annuitizes the annuity contract during the first contract year (SPIA excluded), commissions on all premiums paid during the first contract year will be charged back per the schedule shown below.
3. The chargeback calculations will be based on the elapsed time (measured in full months) from the date of issue until the date of surrender, withdrawal, or, if applicable, the effective date of the annuitization.

Chargeback Schedule for Surrenders and Partial Withdrawals

		Contracts with Return of Premium rider ("ROP") only.	
Contract Months	Chargeback	Contract Months	Chargeback
1-6	100%	1-12	100%
7-12	50%	13-24	50%
13+	0%	25+	0%

4. For ING Secure Index Opportunities Plus and ING Secure Index Outlook there will be a 50% chargeback of the total commission in the event of the owner's death in the first contract year. For all other products, no commission chargeback in the event that a death benefit is payable within the first contract year.
5. On additional premiums paid after year 1, there will be a chargeback of 100% of all premium based commissions paid within 12 months of surrender.

**COMMISSION HOLD PROCEDURE:**

In addition to those states which require delivery receipts in all cases, delivery receipts are also required when the initial premium for a contract generates a commission greater than \$30,000. The portion of the commission payable on a contract that exceeds \$30,000 will be released thirty (30) days after the Des Moines Administrative Office receives the signed Delivery Receipt.

**INTERNAL REPLACEMENT:**

We reserve the right to reduce or not pay commissions on internal rollovers, transfers or ING affiliated company replacements. Call the Fixed Annuities Sales Desk at 800-369-5301 for a list of ING affiliated companies, program details and information related to specific internal replacement rate percentages.