



ING Retirement Extra Using Life Insurance

Helping Women Take Control of Their Future

Retirement Extra Using Life Insurance is, first and foremost, a concept, it is NOT a product or contract. If this concept material will be used to promote a variable universal life (VUL) insurance product, it must be preceded or accompanied by the applicable consumer brochure for the VUL insurance product which contains specific information regarding the VUL insurance product's features.

Before investing, carefully consider the investment objectives, risks, and charges and expenses of the variable universal life insurance policy and each underlying variable investment option. This and other information is contained in the prospectuses for the variable universal life insurance policy and the underlying variable investment options. Obtain these prospectuses from your agent/registered representative or from www.ing.com/us and read them carefully before investing.



Protect your future....
with confidence.



Don't Be a Statistic

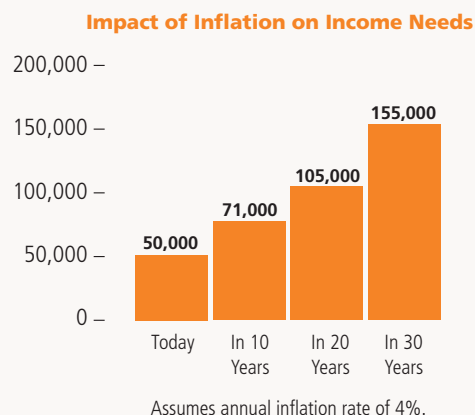
Research Shows Why Women Need a Comprehensive Financial Strategy

Did you know that women today still earn little more than 75 cents to every dollar a man earns?¹ This can have a devastating impact on retirement preparations for women, here's how:

- **Contribution Limits to Qualified Plans:** The IRS imposes strict contribution limits to qualified plans based on salary earnings. As a result, women may be more limited in contributions to these plans than men.
- **Less Income Available to Save:** Although, in general, a woman earns 75 cents to a man's dollar, her cost of living is usually the same. That means women need a retirement savings strategy that provides a lot of value and flexibility.
- **Longevity:** A woman who is 65 years old today can expect to live to age 85, while a 65-year-old man can expect to live to age 81. As a result, women have to plan for more years in retirement than men. Combine this with the fact that women have higher rates of long-term illnesses than men, and you can understand the importance of a solid retirement strategy.²

In addition, there are other challenges that all Americans face:

- **Social Security Shortfall:** As more and more baby boomers reach retirement age and with fewer workers available to pay Social Security taxes, government projections indicate the resources of the system will shrink and reductions in benefits may be necessary. This could be a hard hit for elderly, unmarried and divorced women who typically depend on Social Security for 51 percent of their total income.³
- **Premature Death:** If your income stopped at your death, how would your family cope? A comprehensive financial strategy helps plan for these events and provides peace of mind.
- **Impact of Inflation:** Inflation can have a huge impact on savings. For instance, if a couple can live comfortably on \$50,000 a year in today's dollars, take a look at how much they'll need over the span of 30 years in retirement.



¹ CNN, March 2003

² National Economic Council Interagency Working Group on Social Security, April, 2001

³ Social Security Administration, Women & Retirement Security, October, 1998

The ING Retirement Extra Strategy

A Plan for a Secure Future

In light of these dilemmas, it's good to know that with a little *extra* planning, you can work toward a secure future with confidence. *ING Retirement Extra* using life insurance is a strategy that uses life insurance to combine death benefit protection with cash value which can be used to help supplement retirement income. It can be an effective way to overcome some of the hurdles facing you, other women, as well as all American citizens.

How it works

You purchase a universal or variable universal life insurance policy. Each premium you pay into the policy is used in two ways:

1. To cover the costs associated with the policy death benefit (e.g., cost of insurance, administrative fees)
2. The remaining portion of the premium (the “excess”) is invested and can potentially accumulate “cash value.”

The cash value of a universal life insurance policy is invested in a fixed-interest account, while the cash value of a variable universal life (VUL) insurance policy can be invested in a wide array of variable investment options or a fixed-interest account or both. The amount of cash value in either type of policy depends on the premiums you pay, policy charges and expenses, the interest earned and, with VUL, the performance of the investment options.

As the cash value potentially builds in your policy, you can access it through withdrawals and policy loans, which can be used to supplement your retirement income, fund college expenses or be used however you want.

Key Benefits of Using Life Insurance for the Retirement Extra Strategy

- Death benefit protection is income-tax-free to your beneficiaries.
Proceeds from an insurance policy are generally income tax free (e.g., absent a transfer for value), and if properly structured, may also be free from estate tax.
- Within limits, you can pay extra premiums to the policy in order to potentially increase the policy's cash value.
- Premium payments are flexible, so you can also skip payments provided the policy has enough cash value to cover the costs associated with the policy.
- Policy cash values grow income tax-deferred.
- Loans and withdrawals before age 59 ½ will not incur a 10% federal penalty tax.
- Minimum distributions are not required at age 70 ½.
- The variable investment options available with a VUL insurance policy can help your dollars keep pace with inflation. However, it is important to note that variable investment options may also lose value.
- Withdrawals and loans from the policy can be income-tax-free. However, if a policy lapses, outstanding loans become taxable in the year the policy lapses.

Loans and withdrawals may generate an income tax liability, reduce available cash value and reduce the death benefit or cause the policy to lapse.

The Potential for Income-Tax-Free Distributions

Because the *ING Retirement Extra* strategy uses life insurance at the foundation of its structure, you can access the cash values (above your basis) within your policy on an income-tax-free basis. This is achieved in a two-step process:

- 1. Withdrawals** You may withdraw an amount equal to the premiums paid into the policy, also known as your cost basis, income-tax-free.
- 2. Loans** Once you've withdrawn the cost basis from your cash value, your income stream can continue in the form of policy loans. Policy loans also are not taxable. However, please note that withdrawals and outstanding loans will reduce your policy cash value and death benefit. They may also increase the probability that negative market conditions in the underlying accounts will result in a policy lapse.

What's more, withdrawals and loans from your policy have no impact on the qualification of your Social Security benefits, nor the taxation of those benefits.

Cash values exceeding the tax basis may be borrowed from the policy free of income taxes as long as the policy remains in-force. If the policy lapses or is surrendered before the insured's death, the loan proceeds may become taxable. The policy must qualify as life insurance and must not be a modified endowment contract (MEC).

Satisfaction

One of the immediate benefits of the *ING Retirement Extra* using life insurance strategy is the satisfaction you get in knowing that you have a strategy in place designed to protect your family and your future.

For more information, talk to your financial professional who can help develop a strategy that's right for you.



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