

# ING Life Companies' UPDATE



10/5/2011

## \*NEW IN THIS ISSUE\*

- ING IUL-GDB & ING IUL-GDB NY are here!
- Start Selling ING IUL-Global Plus: SERP Alternative with the S.O.L.A.R. Insurance Arrangement
- Updates to UW Distributor Reference Guide!

## ING IUL-GDB & ING IUL-GDB NY



**NEW!** ING IUL-GDB & ING IUL-GDB NY  
It's an Indexed UL designed for Substantial Growth Potential.  
It has a Guaranteed Death Benefit.  
It's . . . It's ING IUL-GDB and ING IUL-GDB NY!

Introducing ING Indexed Universal Life-Guaranteed Death Benefit (ING IUL-GDB) issued by Security Life of Denver Insurance Company and ING Indexed Universal Life-Guaranteed Death Benefit NY (ING IUL-GDB NY) issued by ReliaStar Life Insurance Company of New York.

Start illustrating today on ING Presents, Winflex or even online at [Life Illustration Express](#).

[See why our new versatile hybrid IUL is like almost no other in the industry.](#)

## S.O.L.A.R. Insurance Arrangements



**NEW!** Start Selling ING IUL-Global Plus: SERP Alternative with the S.O.L.A.R. Insurance Arrangement

For employers with existing Supplemental Executive Retirement Plans (SERP) for their most valued employees who may be concerned with the legal and administrative requirements of the plan, and who would like to provide valuable death benefit protection as well, a S.O.L.A.R. Insurance Arrangement may be an alternative worth considering. This flyer shows a sample case of swapping an existing defined contribution SERP for a S.O.L.A.R. Insurance Arrangement. This new producer flyer is available for download on [ING for Professionals](#) or the [S.O.L.A.R. microsite](#) using #160816.

**Six Months of S.O.L.A.R.: What have we learned?**

This new producer flyer explains some best practices for illustrating a Self Owned Life And Retirement (S.O.L.A.R.) Insurance Arrangement. Available this week for download on [ING for Professionals](#) or on the [S.O.L.A.R. microsite](#) using #161601.

## Underwriting/New Business



**NEW!** Updates to UW Distributor Reference Guide!

Available via [ING for Professionals](#) and for order at the DMC using eship #154947.

[Top 12 Underwriting Advantages](#)  
10 just wasn't enough!

## Forms Management



**NEW!** September Forms Journal

Fall began with a rush of activity and the ING Insurance Forms team was there to support the launch of the ING Life Companies' newest product, ING IUL-GDB. And we helped craft communication about the new Net Loan approach available on ING IUL-Global Plus policies. But we didn't stop there. With the introduction of two new eKits for Distributor Services, contracting with the ING Life Companies continues to get even easier. Check out the [Forms Journal spreadsheet](#) for details about the new disclosure required with an application for ING IUL-GDB, the eKits and other forms changes that happened in September. As always, we are happy to accept feedback or questions sent to [LifeBIM@us.ing.com](mailto:LifeBIM@us.ing.com).

## Tools



Historical Percentile Quick Guide - Available Now!

You know the hazards of comparing Indexed Universal Life (IUL) products using just one equal illustrated rate. Now you need to calculate Historical Percentile Rates for each product so you can begin comparing fairly. Don't worry. We did the calculations for you!  
Go to [ING for Professionals](#) to download or get it [here](#). Coming soon in print!

Or to easily complete your own calculations go to the Hypothetical Index Strategy Calculator:  
<http://www.ingpresents.com/Calculators/HypotheticalIndex.aspx>

## Compliance



[New Hampshire Restricts Use of Stamped Signatures](#)

[Detect and Prevent Financial Exploitation of Elderly and Vulnerable Adults](#)

## ING Life PromoCenter



Tip of the Week - Hot Campaigns!

Ever wonder what's working for other Life PromoCenter users? Now you'll know! We've added a new "Hot Campaigns" area on the front page of the Life PromoCenter. Get a look at the electronic campaigns enticing your contemporaries. It's even separated out by consumer and producer hot topics.

## Quicklink Resources

ING Life Companies  
**LIFE PRODUCT  
AVENUE**



ING for  
**Professionals**  
website



## LIFE INSURANCE



[WWW.INGLIFEINSURANCE.COM](http://WWW.INGLIFEINSURANCE.COM)

**Your future. Made easier.®**

For agent use only. Not for public distribution.

Life insurance products are issued by ReliaStar Life Insurance Company (Minneapolis, MN), ReliaStar Life Insurance Company of New York (Woodbury, NY) and Security Life of Denver Insurance Company (Denver, CO). Within the state of New York, only ReliaStar Life Insurance Company of New York is admitted, and its products issued. All are members of the ING family of companies.

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