Let's Talk About:
Leaving a Lasting Legacy

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ANNUITIES

ING

Your future. Made easier.SM

Let’s talk

What is an annuity?

Annuities are long-term insurance contracts designed for investing for retirement. They offer the opportunity to allocate premiums among fixed and/or variable investment options that have the potential to grow income tax-deferred, until an income stream begins.

about annuities.

Most people who purchase an annuity do so as a part of their overall long-term retirement strategy. Annuities are long-term insurance contracts designed to help you accumulate assets for retirement and to provide a guaranteed source of income that can last for life. Any interest credited or gains realized in fixed or variable annuities have the potential to grow income tax-deferred, until an income stream begins.

Annuity income is defined as a series of periodic payments, a part of which may be return of your premium or principal, which is guaranteed by the issuing insurance company for a specified period of time or for the life of the annuitant. There are two phases to an annuity contract: the accumulation phase and the income phase.

Accumulation Phase – depending upon which type of annuity you purchase, your premium payments are either credited a fixed rate or invested in various portfolios that you choose; either of which have the potential to grow tax-deferred. Optional living benefits provide protection against loss of current and future income during this phase, while death benefits provide protection for your beneficiaries.[1]

Income Phase – you can choose to receive income from a variety of payout options including a lifetime income stream. Annuity income is defined as a series of periodic payments, which may consist of a portion of principal, for a specified period of time or for the life of the annuitant.

[1]All withdrawals reduce the death benefit and may reduce the value of any optional benefits. Early withdrawals and other distributions of taxable amounts may be subject to ordinary income tax, a surrender charge, and if taken prior to age 59½, an IRS 10% premature distribution penalty tax may apply.

The Power of Tax Deferral

An annuity allows you to defer paying taxes on accumulated interest or gains until you take withdrawals. At that time your interest credited or gains will be taxed as ordinary income which differs from person to person. Over time, tax deferred retirement vehicles may allow you to accumulate more assets than with a comparable taxable investment.

IRAs and other qualified plans already offer tax deferral like that provided by an annuity. You should purchase a qualified annuity contract only if you want the additional features like death benefits and the ability to receive lifetime income, taking into account that these benefits are available for an extra cost.

Protect Your Income. Protect Your Family.

Annuities offer living benefits that can protect your retirement income. These living benefits are optional riders – available for an additional cost – that allow you to secure a minimum amount of income that will last for the rest of your life, no matter how the market performs.

If providing a legacy for your beneficiary is a concern, annuities offer death benefits that can protect your contract value when you pass away. Death benefits can help you create, protect and grow a lasting legacy, regardless of stock market conditions.

Now,

Growing Your Assets

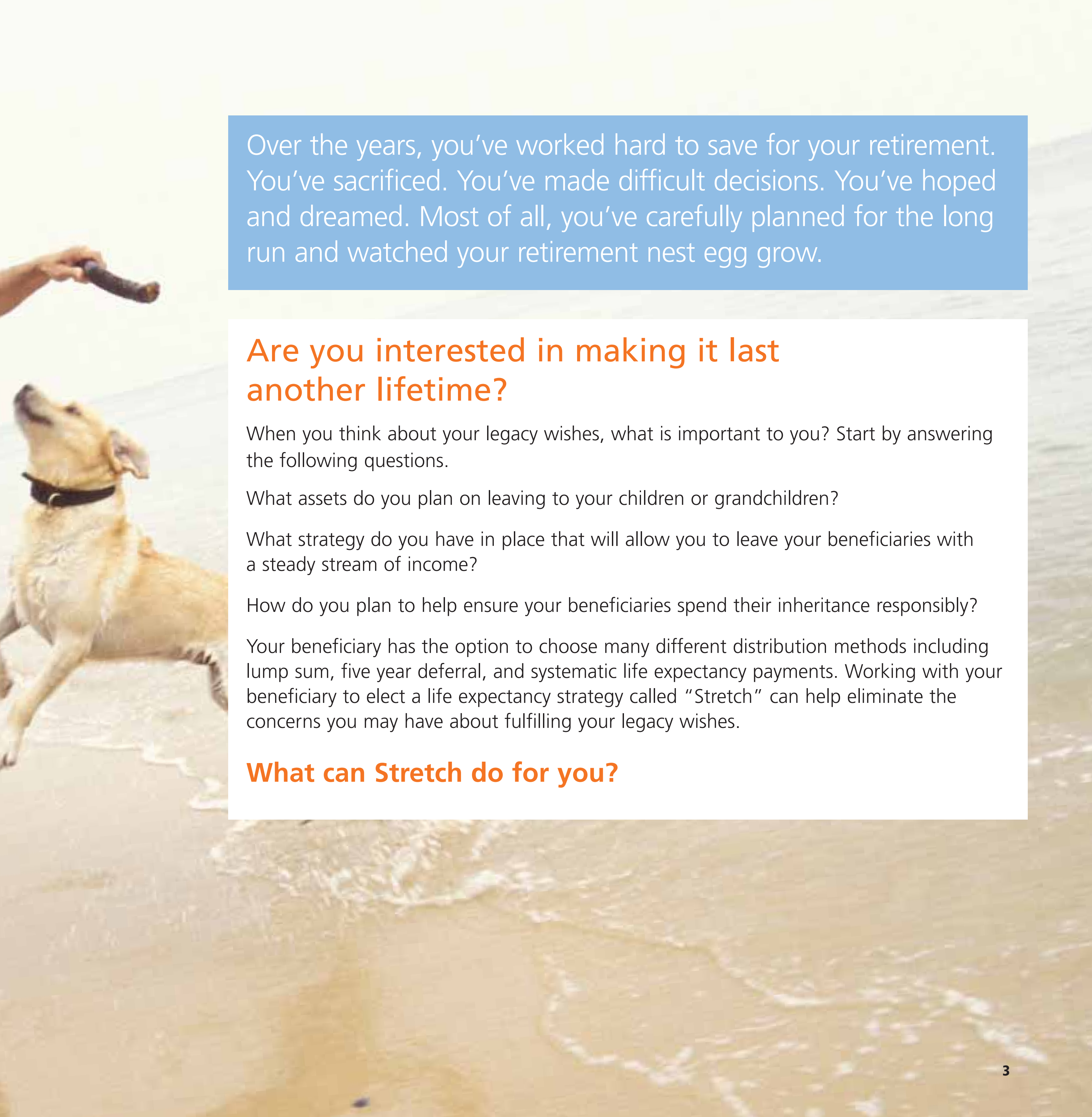
Variable annuities can offer access to a wide array of money managers, as well as innovative investment options. With a variable annuity, you can:

- Build your own portfolio by allocating your assets to portfolios, run by experienced money managers, that cover the spectrum of investment styles and risk profiles.
- Choose ease of investment with risk-based fund-of-fund portfolios. These portfolios are a diversified mix of management styles, tailored to specific risk tolerances and time horizons.

Some people favor the guaranteed protection of principal that comes with a fixed annuity. Instead of access to variable investment options, fixed annuities offer different methods of earning potential through traditional fixed-interest crediting and/or index-linked interest crediting. For each premium, interest is credited based on the new money rate or index-linked interest crediting rate in effect at the time the premium is received and is guaranteed for a specified period of time by the issuer.

Annuities can provide you the opportunity to accumulate assets for retirement, protect your beneficiaries in the event of a tragedy, and provide and protect your income in retirement.

let's talk about you.



Over the years, you've worked hard to save for your retirement. You've sacrificed. You've made difficult decisions. You've hoped and dreamed. Most of all, you've carefully planned for the long run and watched your retirement nest egg grow.

Are you interested in making it last another lifetime?

When you think about your legacy wishes, what is important to you? Start by answering the following questions.

What assets do you plan on leaving to your children or grandchildren?

What strategy do you have in place that will allow you to leave your beneficiaries with a steady stream of income?

How do you plan to help ensure your beneficiaries spend their inheritance responsibly?

Your beneficiary has the option to choose many different distribution methods including lump sum, five year deferral, and systematic life expectancy payments. Working with your beneficiary to elect a life expectancy strategy called "Stretch" can help eliminate the concerns you may have about fulfilling your legacy wishes.

What can Stretch do for you?

Stretch

your assets.

The Stretch Strategy

With careful planning, a Stretch strategy can help you extend and enhance the value of your IRA or non-qualified annuity. This strategy is designed to:

- Continue your investment strategy for the next generation.
- Extend the tax-deferred earning power of your IRA or non-qualified annuity.
- Produce a lifetime income stream and spread out tax liability for your heirs.
- Help you maximize your legacy with the use of enhanced death benefit options offered by annuities, and by limiting your distributions from these assets.
- Allow your spouse to continue the IRA or non-qualified annuity so the investments can continue to accumulate after you pass away.
- Allow the beneficiaries to Stretch the IRA or non-qualified annuity when your spouse passes away.
- Produce income in the form of minimum distributions based on the beneficiary's life expectancy. Unless you or your spouse restricts the payout to your beneficiary, they can access more than the minimum distribution at any time.

While the Stretch Strategy offers some compelling solutions, it is important to note that continuing an investment that has market risk may result in less funds being available to your heirs.

Structure Income for Your Beneficiary

Your Stretch strategy can be structured in one of two ways:

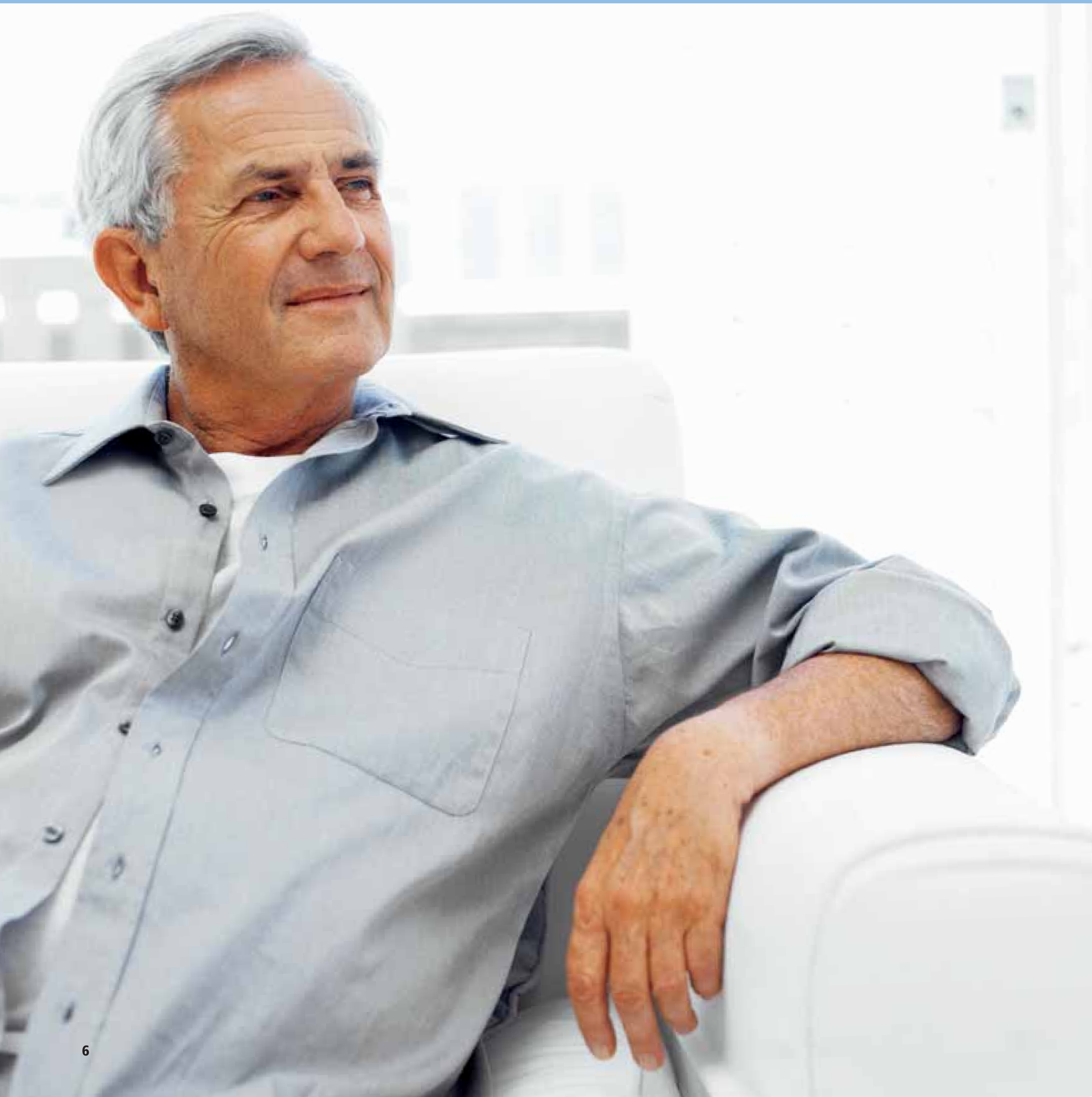
- Voluntary – Allow your beneficiary to decide whether or not to Stretch the account as one of their death benefit options.
- Involuntary – You can predetermine that the account must be Stretched by your beneficiary upon your death.

ING's *Beneficiary Designation with Restricted Payout* (BDRP) form allows you to direct the frequency and duration of all or a portion of your annuity's distributions (within IRS guidelines) so you can:

- Help remove the risk that your beneficiaries will spend the death benefit proceeds too quickly.
- Help provide funds for your children or grandchildren's education.
- Give your beneficiary a steady stream of income.

IRAs and other qualified plans already provide tax deferral like that provided by the annuity. For an additional cost, the annuity provides additional features and benefits, including death benefits and the ability to receive a lifetime income. If other options are available, you should not purchase a qualified annuity unless you want these additional features and benefits, taking into account their cost.

Commonly



asked questions

I have four grandchildren, may I have more than one beneficiary?

Yes. You may name multiple annuity beneficiaries and each beneficiary may choose his or her own distribution option. As the contract owner, you may also use the Beneficiary Designation with Restricted Payout form to direct how each beneficiary will receive their funds.

What if my spouse passes away first?

As the contract owner, your passing will trigger a distribution to your primary beneficiary. If the primary beneficiary is your surviving spouse, he or she may continue the contract or choose one of the death benefit distribution options available on the contract. If your spouse (as primary beneficiary) passes away before you, your passing will trigger a distribution to your contingent beneficiary(ies).

Are my spouse's payments restricted?

No. Distributions to a spouse cannot be restricted.

What happens to the left over money after my beneficiaries pass away?

Your beneficiaries are allowed to name their own beneficiaries so that remaining assets can continue to be distributed (over a period no shorter than was already in place at the death of the original beneficiary).

How long will the payments last?

That depends on a number of variables including the ages of the beneficiaries, investment performance, and the distribution option in place for the beneficiary. With Stretch, the goal is to have income last over the life expectancy of the beneficiary.

Create your

The importance of a financial professional

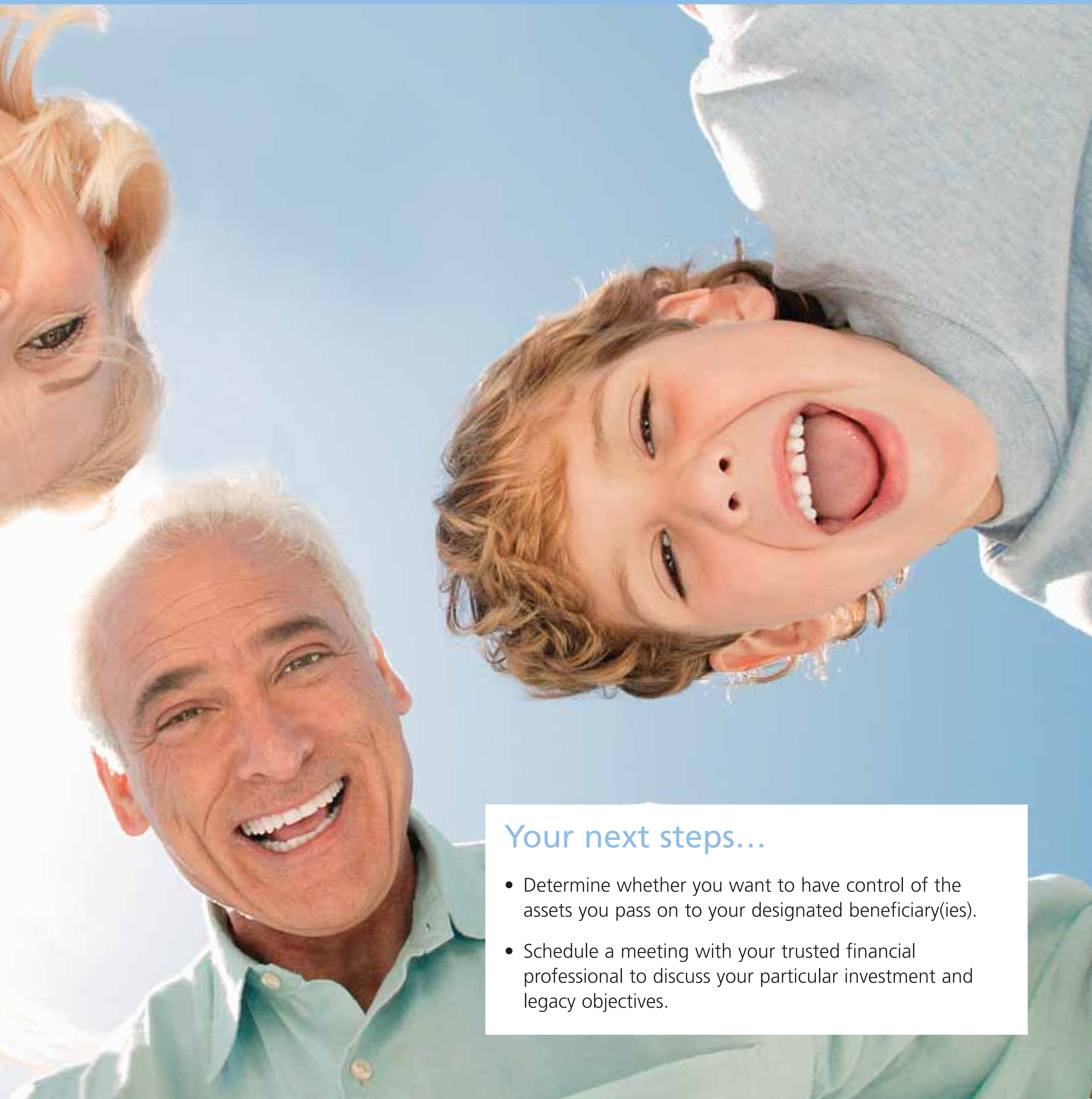
Here are important ways your financial professional can help you today:

- They can work with your tax advisor and/or your attorney to determine whether a Stretch strategy is in your best interest as well as in the best interest of your beneficiaries.
- Provide you with an illustration that shows you how a Stretch strategy may impact your IRA or non-qualified annuity.
- Help you carefully plan the manner in which your IRA or non-qualified annuity will be passed on to your designated beneficiary(ies).
- Complete beneficiary provision paperwork according to your wishes.
- Visit with your family members to explain your legacy wishes and Stretch strategy.

As you can see, the concept of "stretching" your IRA or non-qualified annuity assets over generations of your family can positively affect their lives.

And that can be the lasting legacy of your life. Consider a "stretch" strategy for yourself and your beneficiaries.

lasting legacy today.



Your next steps…

- Determine whether you want to have control of the assets you pass on to your designated beneficiary(ies).
- Schedule a meeting with your trusted financial professional to discuss your particular investment and legacy objectives.

Client Services

Our friendly Customer Service staff is ready to help you. You will receive quarterly statements, confirmations of every financial transaction, and access to 24-hour, automated, telephone customer service.

For more information please contact:

ING Variable Annuity Customer Service
909 Locust Street
Des Moines, IA 50309
800.366.0066

www.ingannuities.com

You should consider the investment objectives, risks and charges, and expenses of the variable annuity and its underlying investment options carefully before investing. The prospectuses for the variable annuity and underlying investment options contain this and other information. You may obtain free prospectuses by calling 800-366-0066. You should read the prospectuses carefully before investing.

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Variable annuities are long-term investments designed for retirement planning. They are a contract between you and an insurance company, under which the insurer agrees to make periodic payments to you. Additionally, variable annuities offer the opportunity to allocate premiums among fixed and variable investment options that have the potential to grow income tax-deferred, until an income stream begins. These payments, called annuity income, will begin either immediately or at a future date and a part of which may be the return of your premium or principal. This income is guaranteed by the issuing insurance company for a specified period of time or for the life of the annuitant. Optional benefits and riders are available for an additional cost. Variable insurance products are subject to investment risk, are not guaranteed and will fluctuate in value. In addition, there is no guarantee that any variable investment option will meet its stated objective.

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