

## a New Addition to the **AAAE FAMILY**

We are pleased to announce a new company to our family with the **ING Guaranteed Premium Universal Life insurance policy from ReliaStar Life Insurance Company.**

The **ING GPUL** allows clients to tailor the no lapse guarantee\* to meet their specific needs whether they want lifetime coverage or for a certain timeframe or age.

The death benefit is guaranteed to last up to an insured's lifetime for all issue ages, provided that the premiums are paid as outlined in the policy. This lifetime guarantee consists of two parts:

1. As long as the premium payments are not less than the minimum requirement, the policy is guaranteed not to lapse during the first 15 years for issue ages up through age 70. At issue age 71, the guarantee is reduced to 14 years. Every year thereafter until age 80 there is a one-year reduction in the guarantee. For issue ages 80 and above the guarantee is 5 years.

2. After the initial guarantee a Lapse Protection Value (LPV) provides up to a lifetime death benefit guarantee that's dependent upon the premiums paid, the timing of the premiums, partial withdrawals, and changes in policy benefits. As long as the LPV (less loan balances) remains positive, it will keep a policy in-force even if the cash surrender value falls below 0.<sup>1</sup> And at age 100, no further premiums are required to keep the policy in force.

For clients who want to limit the number of premium paying years, you can offer short pay scenarios. A single-pay or 10-year pay will lock in protection and eliminate future premiums.

**How about flexibility?** The **ING GPUL** allows policy owners to pay less than the level minimum premium or even skip one altogether. Then they can use the Catch-up Provision at anytime, increase their premium payments, and keep lifetime coverage in force. And clients who want to prepay premiums will like the Prepayment Account Feature that avoids creating modified endowment status.<sup>2</sup> Two to ten annual premiums can be prepaid in a lump sum and held in a separate fund earning a current, guaranteed taxable rate of return.

For clients who need cash, they can borrow up to 10% of the unborrowed cash value at zero net-interest cost after the

10th policy year. And in case they want money before then or need more than 10%, the interest rate is 7.40%.<sup>3</sup> Policy owners can also request partial withdrawals. Surrender charges may apply for the first 19 years.<sup>4</sup>

The cash value within the **ING GPUL** will earn 4% guaranteed minimum. And it's tax-deferred. Then to make it better yet, in policy years 16+ your clients will receive an additional 0.50% on their money provided that the current crediting interest rate is at least 5.0%.

Policyowners can use the cash surrender value to purchase a lifetime guaranteed paid-up death benefit. Or during the first 10 years, they can convert their **ING GPUL** to a variable universal policy from an **ING** life insurance company without evidence of insurability.<sup>5</sup> And all ratings are removed after policy year 20.

### The **ING GPUL** offers several riders:<sup>5</sup>

- Accidental death benefit
- Children's insurance
- Accelerated living benefit
- Waiver of monthly deduction
- Other insured

This product will surely make you a leader in the guaranteed premium insurance marketplace and can be ideal for a wide range of client needs:

- Family protection
- Estate planning
- Charitable giving
- Wealth transfer
- Business continuation
- Key person insurance

Note: All guarantees are based on the financial strength and claims paying ability of ReliaStar Life Insurance Company, who is solely responsible for the obligation under its own policies. •RANK

1 Premiums higher than the minimum may be required to keep the policy in-force during the LPV Stage.

2 Not available in all states.

3 Loans and withdrawals may generate an income tax liability, reduce the death benefit.

4 Certain Restrictions Apply.

5 Extra cost may apply.

**ING** Guaranteed Premium Universal Life insurance policy form # 1175R (varies by state and may not be available in every state), issued by ReliaStar Life Insurance Company, a member of the **ING** family of companies.

\*The policy will not lapse during this death benefit guarantee period regardless of its net account value if a certain level of premium (net of loans and withdrawals) is received. Following this period, premium payments higher than the minimum premium may be required to keep the policy in force. Paying only the minimum premium does not guarantee continuation of the contract. In addition, you may be foregoing the advantage of potentially building the policy's account value.