

SPECIAL ANNOUNCEMENT



Date: January 2002
To: Our Distribution Partners
From: Jim Livingston
Head of Underwriting

Introducing the New Common Underwriting Requirements Guide

Enclosed is the Underwriting Requirements Guide dated December 2001. Included in the guide are the underwriting requirements charts, Super Preferred, Preferred and financial underwriting guidelines and vendor information.

The underwriting requirements, based on age, face amount, and the insurance policy applied for, are new for all variable and universal life insurance products offered by the ING Life Group companies.

There are no changes for term policies.

It is important to note the requirements for variable and universal products as they differ from our requirements for term policies in the following ways:

- **Blood testing requirements relaxed**
We are now using urine instead of blood for HIV testing for amounts up to and including \$1,000,000 through age 40, up to and including \$250,000 for ages 41 through 55. (Fasting, blood and urine are required for all amounts and ages above the stated HIV limits.)
- **Physician Exam requirements relaxed**
Paramedical examinations when required, will be accepted for all amounts up to age 40, for amounts up to and including \$10,000,000 for ages 41 through 70, for amounts up to and including \$3,000,000 for ages 71 and older.
- **Inspection Report requirements relaxed**
Inspection Reports will be required through issue age 70 for amounts over \$3,000,000, and for amounts over \$1,000,000 for issue ages 71 and older.

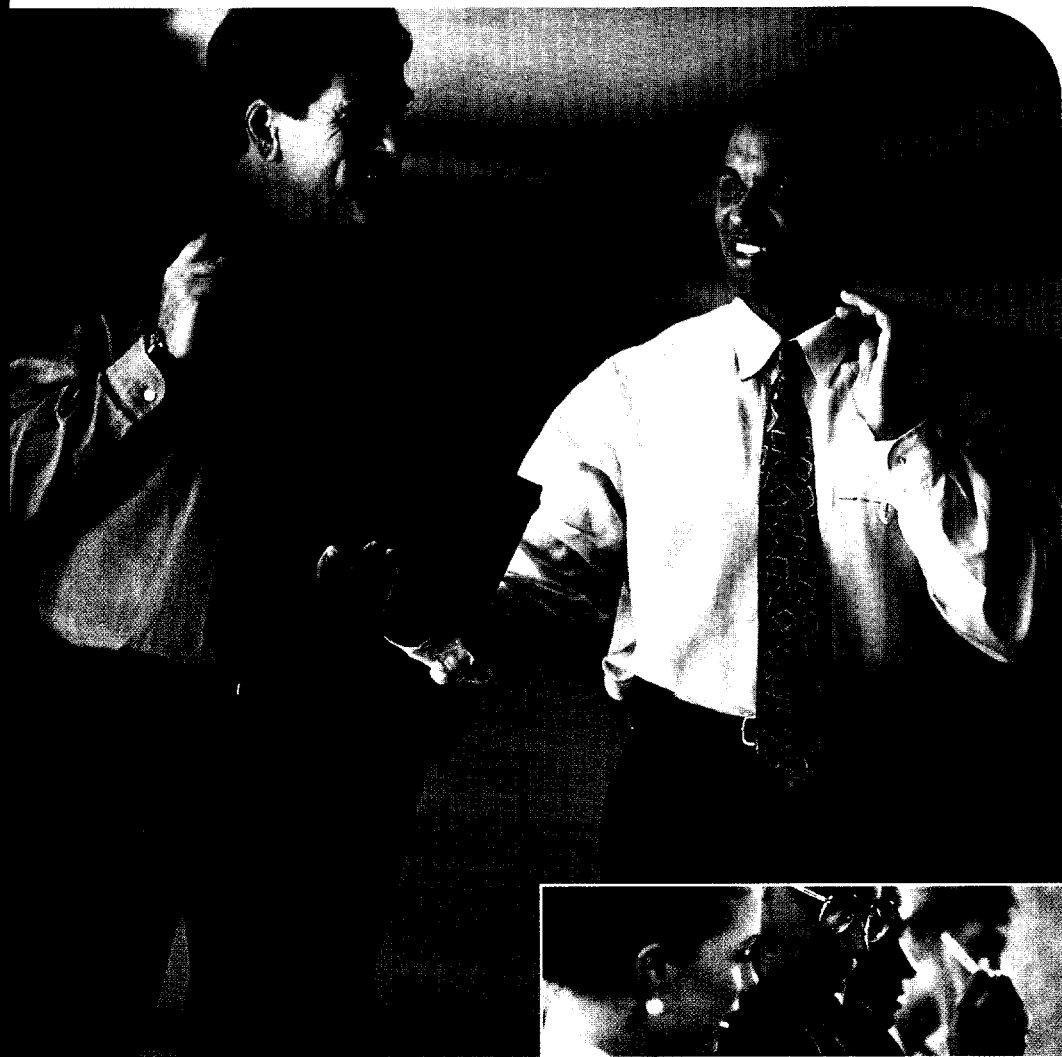
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- **A Treadmill EKG is first required for amounts \$20,000,000 in face and higher for all Survivorship Plans for ages 41-70.**

As always, underwriter judgment will apply in all cases and additional tests may be required at the underwriter's discretion. When you call the examination service, be sure to provide information regarding the type of product (term vs. non-term) for which the applicant is applying. Also when applying for term and cash value coverage simultaneously, the term underwriting requirement guidelines should be used for the amount being underwritten. The amount being underwritten is defined as insurance placed in force and applied for with ING Life Group companies within the last year.



Underwriting Requirements Guide

■ Variable and Universal

Underwriting requirements for all variable and universal life insurance plans.

FACE AMOUNT	AGE OF APPLICANT				
	0 - 15	16 - 40	41 - 55	56 - 70	71+
0 - \$99,999	Medical questions on app. completed by agent	Medical questions on app. completed by agent Physical measurements by Paramed Urine HIV	Medical questions on app. completed by agent Physical measurements by Paramed Urine HIV	Medical questions on app. completed by agent Physical measurements by Paramed Blood HOS	Paramed Blood HOS
\$100,000 - \$250,000	Medical questions on app. completed by agent	Medical questions on app. completed by agent Physical measurements by Paramed Urine HIV MVR	Medical questions on app. completed by agent Physical measurements by Paramed Urine HIV	Paramed Blood HOS	Paramed Blood HOS EKG
\$250,001 - \$1,000,000	IC	Paramed Urine HIV MVR	Paramed Blood HOS	Paramed Blood HOS EKG	Paramed Blood HOS EKG
\$1,000,001 - \$3,000,000	IC	Paramed Blood HOS MVR	Paramed Blood HOS EKG MVR	Paramed Blood HOS EKG MVR	Paramed Blood HOS EKG MVR IR
\$3,000,001 - \$10,000,000	IC	Paramed Blood HOS EKG MVR IR	Paramed Blood HOS EKG MVR IR	Paramed Blood HOS EKG MVR IR	MD exam Blood HOS EKG MVR IR
\$10,000,001+	IC	Paramed Blood HOS EKG MVR IR	MD exam Blood HOS Treadmill EKG MVR IR	MD exam Blood HOS Treadmill EKG MVR IR	MD exam Blood HOS EKG MVR IR

■ Survivorship Guidelines

- Regular Underwriting Guidelines for full face amount on each person.
- Financial statements required for \$5,000,000 face amount and above.
- Estate Growth — our general rule is to allow estate appreciation at 6 percent for one-half the greatest life expectancy.

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- A treadmill EKG is required for amounts starting at \$20,000,000 in face and higher.

■ Underwriting Notes

- The amount being underwritten equals insuror and applied for with ING Life Group's insuror within the past year. If the proposed insured is variable and universal and term policies, refer and Amount Guidelines for requirements.
- Blood tests should be done following a 12-hour
- When an examination is required, the agent is for arranging the exam and providing any other medical information.

■ Term

Underwriting requirements for all term plans.

Face Amount	AGE of APPLICANT					
	18 - 40	41 - 45	46 - 50	51 - 60	61 - 69	70+
\$100,000 – \$199,999	Medical questions on app. completed by agent Blood HOS	Medical questions on app. completed by agent Blood HOS	Paramed Blood HOS	Paramed Blood HOS	Paramed Blood HOS EKG	MD exam Blood HOS EKG IR
\$200,000 – \$500,000	Paramed Blood HOS	Paramed Blood HOS	Paramed Blood HOS EKG	Paramed Blood HOS EKG	Paramed Blood HOS EKG	MD exam Blood HOS EKG IR
\$500,001 – \$1,000,000	Paramed Blood HOS IR	Paramed Blood HOS EKG IR	Paramed Blood HOS EKG IR	Paramed Blood HOS EKG IR	Paramed Blood HOS EKG IR	MD exam Blood HOS EKG IR
\$1,000,001 – \$2,000,000	Paramed Blood HOS EKG IR MVR	Paramed Blood HOS EKG IR MVR	Paramed Blood HOS EKG IR MVR	Paramed Blood HOS EKG IR MVR	MD exam Blood HOS EKG IR MVR	MD exam Blood HOS EKG IR MVR
\$2,000,001 – \$3,000,000	MD exam Blood HOS EKG IR MVR	MD exam Blood HOS EKG IR MVR	MD exam Blood HOS EKG IR MVR	MD exam Blood HOS EKG IR MVR	MD exam Blood HOS EKG IR MVR	MD exam Blood HOS EKG IR MVR
\$3,000,001 - \$5,000,000	MD exam Blood HOS EKG IR MVR	MD exam Blood HOS EKG IR MVR	MD exam Blood HOS EKG IR MVR	MD exam Blood HOS EKG IR MVR	MD exam Blood HOS EKG IR MVR	MD exam Blood HOS EKG IR MVR
\$5,000,001+	MD exam Blood HOS EKG IR MVR	MD exam Blood HOS Treadmill EKG IR MVR	MD exam Blood HOS Treadmill EKG IR MVR	MD exam Blood HOS Treadmill EKG IR MVR	MD exam Blood HOS Treadmill EKG IR MVR	MD exam Blood HOS Treadmill EKG IR MVR

CODES

- IC = Individual Consideration. Please contact your underwriter.
- HOS = Home Office Specimen
- MVR = Motor Vehicle Report
- IR = Inspection Report
- EKG = Electrocardiogram

- ING Life Group's insurance companies reserve the right to request additional information as deemed necessary.
- If a treadmill EKG has been completed within one year of the application's date, that treadmill EKG may be substituted in lieu of a current treadmill EKG.

Several products offer exceptional value in these rate classes. Check individual product specifications to see if these classes are available.

■ Super Preferred Guidelines

- Age** See specific product.
- Face amount** See specific product.
- Build** Weight must be within the limits of the Super Preferred Build chart (see below).
- Blood pressure** No history of treatment for hypertension.
No current or prior blood pressure reading in excess of:
 - 140/85 Age 60 or younger
 - 150/90 Age 61 or older
- Hyperlipidemia** No history of treatment for hyperlipidemia.
- Cholesterol** May not exceed 210 mg%.
- Cholesterol/HDL Ratio** ... May not exceed 5.0.
- Tobacco** No use of tobacco or nicotine products in any form within the past five years.
- Family history** No cardiovascular or cancer death in either parent or siblings prior to age 70.
- Personal history** Excludes disorders or activities which would have an adverse effect on mortality.
- Driving record** No DWI/DUI within the past five years and no more than two moving violations within the past three years. Reckless driving considered the same as DWI/DUI.
- Drug/Alcohol** No history of drug or alcohol abuse within the past 10 years.
- Aviation** Available only with Aviation Exclusion Rider.
- Avocation/Occupation** ... Ratable avocation or occupation will not qualify for super preferred consideration.

Note: Each applicant must be a standard risk medically. An applicant who qualifies for standard because of credits from such items as normal EKGs or family history will not qualify for super preferred classification.

The results of a blood profile and HOS must be within normal range in all areas to qualify for super preferred classification.

■ Preferred No Tobacco/NonSmoker Guidelines

- Age** See specific product.
- Face amount** See specific product.
- Build** Weight must be within the limits of the Preferred Build chart (see below).
- Blood pressure** No current or prior blood pressure reading in excess of:
 - 145/90 Age 60 or younger
 - 150/90 Age 61 or older
 (Treated, well-controlled hypertensives with pretreatment levels exceeding the above limit may be considered for preferred.)
- Hyperlipidemia** If all other aspects of the preferred underwriting guidelines are met, we may accept the most favorable cases of hyperlipidemia under treatment in the preferred class.
- Cholesterol** May not exceed 280 mg%.
- Cholesterol/HDL Ratio** ... May not exceed 6.0.
- Tobacco** See specific product. Varies between 1 – 3 years since last use.
- Family history** No cardiovascular death in either parent or siblings prior to age 65.
- Personal history** Excludes disorders or activities which would have an adverse effect on mortality.
- Driving record** No DWI/DUI within the past five years and no more than two moving violations within the past three years. Reckless driving considered the same as DWI/DUI.
- Drug/Alcohol** No history of drug or alcohol abuse within the past 10 years.
- Aviation** Some cases may qualify.
- Avocation/Occupation** ... Ratable avocation or occupation will not qualify for preferred consideration.

Note: Each applicant must be a standard risk medically. An applicant who qualifies for standard because of credits from such items as normal EKGs or family history will not qualify for preferred classification.

The results of a blood profile and HOS must be within normal range in all areas to qualify for preferred classification.

SUPER PREFERRED BUILD

Height	Male	Female	Height	Male	Female
4'8"	124	111	5'8"	182	155
4'9"	131	117	5'9"	188	160
4'10"	135	121	5'10"	193	165
4'11"	140	126	5'11"	199	170
5'0"	145	130	6'0"	205	175
5'1"	149	133	6'1"	211	179
5'2"	153	135	6'2"	216	183
5'3"	158	138	6'3"	222	188
5'4"	162	140	6'4"	227	192
5'5"	166	143	6'5"	233	196
5'6"	170	145	6'6"	238	200
5'7"	176	150	6'7"	243	204

PREFERRED BUILD

Height	Male	Female	Height	Male	Female
4'8"	138	128	5'8"	200	178
4'9"	145	135	5'9"	205	184
4'10"	150	139	5'10"	212	190
4'11"	155	145	5'11"	217	196
5'0"	160	150	6'0"	224	201
5'1"	165	153	6'1"	232	206
5'2"	170	155	6'2"	237	210
5'3"	175	159	6'3"	242	216
5'4"	180	161	6'4"	248	221
5'5"	185	164	6'5"	254	225
5'6"	190	167	6'6"	260	230
5'7"	195	173	6'7"	266	235

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■ Financial Underwriting

Purpose	Formulas and Guidelines		Pertinent Information
Income Replacement	<i>Ages</i>	<i>Factor times income</i>	Background of the sale, including the purpose and need for the coverage and how the amount of coverage was determined.
	20 – 35	20	
	36 – 40	17	
	41 – 45	14	
	46 – 50	12	
	51 – 59	10	
	60 – 64	7	
	65 and over	4	
Children's Coverage	Up to 50% of parents' coverage		<p>If there are other children in the family, they should all be insured for similar amounts. If not, an explanation should be given.</p> <p>A cover letter explaining the need for coverage should accompany all applications when the amount applied for is over \$250,000.</p>
Debt Protection	50 – 75% of outstanding loan balance		<p>Amount and purpose of loan</p> <p>Duration of loan</p> <p>Collateral pledged</p> <p>Minimum of five-year repayment period</p>
Key Person	Up to 10 times annual income		A list of other key people in the company and their coverage
Buy/Sell and Stock Redemption	Up to 10 times net income		<p>Details as to how the amount was determined</p> <p>Corporate financial statements</p> <p>Percent ownership in company</p> <p>Details regarding buy/sell agreement</p> <p>Market value of business</p>

■ Approved Underwriting Vendors

To provide the best service available, the following companies are subject to change.

Attending Physician Statements

- Examination Management Services, Inc. (EMSI)
Status Hotline: (800) 530-0560
- ScanTech Solutions
(888) 524-4626

Inspection Reports

- Systematic Business Services, Inc. (SBSI)
(877) 367-0208
- Hooper Holmes – INFOLINK
(800) 443-1417

Labs

- Lab One
- Clinical Reference Lab (CRL)

Motor Vehicle Reports

- Lab One

Paramedical Facilities

- American Para Professional Systems, Inc. (APPS)
- Examination Management Services, Inc. (EMSI)
- Portamedic (Hooper Holmes)
- Exam One (Express Application only)

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