

Express Ways



Electronic submission portals for new business applications save you money, time and aggravation!

LIFE INSURANCE

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Your future. Made easier.®

Straight-through processing can reduce your end-to-end cycle time, from submission to commission. Everything is electronic! You can reduce processing and eliminate the time lost waiting for delivery of a hardcopy application.

Agents can submit application data and images to the ING Service Center electronically through any of the following approved ING portals:

A large orange sign with the words "Express Ways" in white, mounted on a metal structure against a blue sky background.

Term eSubmit

ING Life Companies offer "Term eSubmit" as a FREE electronic on-line term life insurance application submission portal through the ING for Professionals website (via www.inglifeinsurance.com).

Advantages:

- Data, signatures and images are sent electronically to ING Service Center
- Faster processing...by ensuring all information needed by New Business is complete before you submit the application while creating a paperless system
- Greater accuracy...as a result of improved readability on the application forms
- Applications can be converted to a PDF and forwarded to the General Agent
- Term eSubmit will assign a policy number at submission for you to reference on subsequent requirements
- Intelligent forms help build "In Good Order" applications

Workflow:

To complete the application, log in to ING Term eSubmit and respond to the application prompts. The system will produce the term application and any other forms needed to submit your business. Then add electronic signatures for both you and your client and submit the application data electronically right to the ING Service Center inbox.

Available for a Password-Protected General Agent Website:

Simply access the ING for Professionals website and select Resource Avenue, then follow the instructions to add the Term eSubmit link to your website.

Contact:

Access through the ING for Professionals website (via www.inglifeinsurance.com).

iGO e-Applications (iPipeline)

iGO is the multi-carrier version of Term eSubmit. This on-line term life insurance application portal offers the ability to upload data electronically to the ING Service Center through iPipeline. Available to you if you're a subscriber to iPipeline. The platform is similar to the "Term eSubmit" but accessed through iPipeline or hosted from a BGA website.

Advantages:

- Data, signatures and images are sent electronically to ING Service Center
- Faster processing...by ensuring all information needed by New Business is complete before you submit the application while creating a paperless system
- Greater accuracy...as a result of improved readability on the application forms
- iGO will assign a policy number for you to reference on subsequent requirements
- Intelligent forms for "In Good Order" applications

Demo iGO e-App's Training and Support Center at sandbox.ipipeline.com to preview live training videos, marketing materials, and FAQ's.

Cost:

Agency negotiates price directly with iPipeline

Contact:

New users call 800-641-6557 or support@ipipeline.com.

AgencyWorks

For subscribers and ExamOne imaging clients, AgencyWorks offers the ability to electronically upload data directly from your AgencyWorks system using the Agency Integrator to the ING Service Center. ExamOne facilitates the data transfer to the ING Service Center.

Advantages:

- Faster processing for your term life insurance cases with no additional cost to you if you are a subscriber
- AgencyWorks will assign a policy number for you to reference on subsequent requirements
- Intelligent forms for "In Good Order" applications

Cost:

AgencyWorks subscription costs apply.

Contact:

Contact the AgencyWorks Help Desk at 800-679-2220 or support@agencyworks.com

MARKETech

On-line term life insurance application portal that offers the ability to upload data electronically to the ING Service Center through MARKETech and approved paramedical vendor.

Advantages:

- Data, signatures and images are sent electronically to ING Service Center
- Greater accuracy...as a result of improved readability on the application forms while creating a paperless system
- Intelligent forms for "In Good Order" applications

Cost:

MARKETech charges a nominal fee to the agent.

Contact:

Contact Paul Carter at 866-236-6262 ext. 225 or pcarter@marketch.us

What's happening with your submitted cases? Once you've submitted a case electronically to the ING Service Center you may view your pending case information and underwriting communications. Get the answers about your New Business case status in a variety of ways - through ING for Professionals (via www.inglifeinsurance.com) and multiple third party options.

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New Business Case Status Technology

ING for Professionals agent website

Manage your ING Life Companies' business on our own Connector - Pending Business Tool. It's available for free to licensed ING agents through the ING for Professionals website (via www.inglifeinsurance.com).

ING New Business passes pending case information to the following Agency Management Systems if you are licensed with any of the ING Life Companies (ReliaStar Life Insurance Company, ReliaStar Life Insurance Company of New York, Security Life of Denver Insurance Company).

AgencyWorks

- Contact Agency Works Customer Service at (800) 679-2220 or support@agencyworks.com. Have your agent numbers for the agents associated with your office.
- Your office will have to sign an agreement allowing ING New Business to feed your pending case information to AgencyWorks.

Skywire (aka) Quickview/IIT

- Create a registration for Quickview, request user IDs and password IDs, or request to have ING New Business linked to your existing Quickview IDs directly through the IIT website (www.iitqv.com)
- Select "Sign up now," then select "Request an Account" and fill in all agency information.
- After completing registration, if you have questions call the help desk at 888-486-4683, option 4.
- Quickview will send your on-line request to ING New Business once you have business in house at the ING Service Center
- Your General Agent # will be added to the ING download account passed to Skywire

EZ Data (aka) Smart office

- Contact EZ Data Support at (434) 522-4069 or dxosupport@ez-data.com
- Have your ING General Agent ID (producer ID), agency name, phone number, and address ready or fax the form to (434) 522-4037

ING Form Repositories

The **ING Forms Wizard (App Wizard)**, available on the ING for Professionals site (via www.inglifeinsurance.com), packages the forms you need to complete a sale. Got a SCUBA diver? Or a hot air ballooning enthusiast? We've got the forms you need packaged through the ING Pro site.

Our forms are also available in some third-party Forms Repositories. "ING Life" is in the forms list amongst other carriers in the following Forms Repositories:

- Compulife
- Laser App
- Quik!
- iPipeline
- MARKETech
- Paperclip

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cn65298042012

