



July 27, 2010

## **ING TermSmart & ING TermSmart\*NY**

# **Revised Term Life Insurance Exchange Provision!**

On March 15, 2010, we launched new ING TermSmart and ING TermSmart\*NY term life insurance products that allowed exchanges to ING Life Companies' cash value policies up to the earlier of age 70 or five years before the end of the level premium period.

After receiving input from many of our distributors, the ING Life Companies are revising the exchange duration to allow exchanges through the earlier of the end of the level premium period or age 70.

## **How Will the New Provision Become Effective?**

- In the near future, newly issued policies in approved states will include a policy endorsement that extends the exchange option to the earlier of age 70 or the end of the level premium period.
- As soon as we can issue policies with the policy endorsement with the updated provision, it will also be mailed to owners of recently issued policies that limited the exchange provision to age 70 or five years before the end of the level premium period.

We appreciate your feedback that resulted in this change. We wanted you to know about this important change immediately as we finalize our systems implementation date.

## **Updated Term Conversion Rules Available**

We've also updated the [ING Life Companies' Term Life Insurance Conversion Rules](#), which include other useful information explaining how we administer conversions and exchanges to cash value policies.

**Great rates. Outstanding service. And now, a better exchange option. Making it easier for you and your clients is our goal. To get quotes, or for additional information, call ING Life Sales Support at 866-ING-SELL (866-464-7355).**

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