



Date: October 6, 2010

From: Laurie Rasanen  
Head of Retail Life Operations

## 2010 End of Year New Business Deadlines

We know. It's crazy to think about... but 2010 is almost gone, and the production calendar will begin anew in 2011. Get your new business placed in advance of the updated deadlines below for all business issued by the ING Life Companies.

All cases placed in 2010 that adhere to the following deadlines will count toward 2010 production. Please note that the final commission cycle of 2010 will be paid on or around January 4, 2011.

### Underwriting Requirements:

All final underwriting and administrative requirements must be received at the ING Service Center no later than Wednesday, December 15.

### Delivery Requirements:

Final new business delivery requirements must be received at the ING Service Center no later than 3:00 p.m. CDT on Wednesday, December 22.

Questions? Contact your ING Life New Business Case Manager at (877) 882-5050.

### 2010 Year End Commission Cycle Requirements:

#### Weekly 2010 EFT Payout

- **2010 case placement cut off:** Tuesday, December 21, 2010
- **Last date of pay period:** Thursday, December 23, 2010
- **EFT transmission:** Monday, December 27, 2010

Please note:

- Agent contracting requests, with new business pending, must be received in good order no later than Friday, December 17, 2010 for policies to be placed and compensation paid in 2010.
- Taxable earnings will reflect in **2010**.

#### Monthly 2010 Check Payout

- **2010 case placement cut off:** Wednesday, December 29, 2010
- **Last date of pay period:** Friday, December 31, 2010
- **Cycle payout and mail date:** Monday, January 3, 2011

Please note:

- Agent contracting requests, with new business pending, must be received in good order no later than Monday, December 27 for policies to be placed.
- Taxable earnings will reflect in **2011**.

#### **For agent use only. Not for public distribution.**

Life insurance products are issued by ReliaStar Life Insurance Company (Minneapolis, MN), ReliaStar Life Insurance Company of New York (Woodbury, NY) and Security Life of Denver Insurance Company (Denver, CO). Within the state of New York, only ReliaStar Life Insurance Company of New York is admitted, and its products issued. All are members of the ING family of companies.