



# Guaranteed Income for Life

## ING IncomeProtector Withdrawal Benefit

Available with a Fixed Index Annuity from ING USA Annuity and Life Insurance Company

ANNUITIES



Your future. Made easier.<sup>SM</sup>



The typical American household is on track to replace 58% of its income in retirement.<sup>1</sup> Where is the other 42% going to come from?

# Guaranteed Income for Life

Americans are living longer and retiring younger. In a recent survey, 67% of respondents retired prior to age 65.<sup>2</sup> Meanwhile, research indicates a couple age 65 has a 50% chance that one or both of them will live to age 92.<sup>3</sup> This could mean a 20-30 year retirement.

Guaranteed sources of income traditionally depended upon are becoming obsolete. Fewer corporations offer pension plans than in the past. Similarly, Social Security will have a difficult time supporting so many retirees for longer retirements. It's estimated that by 2017, Social Security benefit payments will begin to exceed Social Security tax income.<sup>4</sup>

To complicate matters further, inflation continues to erode the value of your retirement nest egg. In 25 years, at just a 3% annual rate of inflation, your expenses could more than double what they are today.<sup>5</sup>

You need a flexible alternative that will provide a steady income stream that you can't outlive.

The ING IncomeProtector Withdrawal Benefit is an optional living benefit that can be added to any ING USA Annuity and Life Insurance Company (ING USA) fixed-index annuity contract to provide flexible, guaranteed income during retirement.

## **With the ING IncomeProtector Withdrawal Benefit, you get:**

- 7% Compounding Roll-Up during the first 10 years of the Deferral Phase
- Annual Ratchet during both the Deferral and Withdrawal Phase
- 100% Return of Rider Charges at Death
- Ability to turn income stream on or off at any time until the contract is annuitized

The maximum issue age for this benefit is 80. The ING IncomeProtector Withdrawal Benefit is available for an additional annual cost of 0.40% of the Guaranteed Withdrawal base.

Please note that the likelihood of obtaining value from the ING IncomeProtector Withdrawal Benefit rider decreases as issue ages increase. In order for owners issue age 75 and above to benefit from this rider, the interest credited to your accumulation value must be significantly less than would have been credited based on historic averages.

Depending on your age and the interest credited to your accumulation value, deferring your income stream may significantly reduce the likelihood of obtaining value from the ING IncomeProtector Withdrawal Benefit.

<sup>1</sup>The Fidelity Research Institute, March 2007

<sup>2</sup>Employee Benefit Research Institute and Mathew Greenwald & Associates, Inc., 2007 Retirement Confidence Survey

<sup>3</sup>Annuity 2000 Mortality Table, Society of Actuaries

<sup>4</sup>Social Security Administration, 2007

<sup>5</sup>U.S. Department of Labor, Bureau of Statistics

# How the ING Income Protector



# Withdrawal Benefit Works.

The amount of your guaranteed income is based on two factors:

## Guaranteed Withdrawal Base

Your guaranteed withdrawal base is equal to all of your premiums (and any premium bonus, if applicable) accumulated with the 7% Compounding Roll-Up (first 10 years of Deferral Phase) with an Annual Ratchet.

## Maximum Annual Withdrawal (MAW)

Your MAW amount is the percentage of your guaranteed withdrawal base that you may withdraw each year under the rider. Your MAW percentage is based on your attained age (or the youngest spouse's attained age for the joint rider) at the time of your first withdrawal under the rider. Below is a table that will help you determine your Maximum Annual Withdrawal as a percentage of the guaranteed withdrawal base you can take from your accumulation value each year.

## Maximum Annual Withdrawal Percentage

Age:	Individual Withdrawal %	Joint Withdrawal %
50-54	4.0%	3.5%
55-59	4.5%	4.0%
60-64	5.0%	4.5%
65-69	5.5%	5.0%
70-74	6.0%	5.5%
75-79	6.5%	6.0%
80-84	7.0%	6.5%
85-89	7.5%	7.0%
90+	8.0%	7.5%

Withdrawals within your MAW amount are guaranteed to age 95, at which time the contract owner may annuitize or surrender the annuity. If you annuitize the contract using the Life Only payment option, payments are guaranteed to be at least as much as the MAW amount. Please note, if you take a withdrawal that has the effect of surrendering your contract in full, you will not realize any benefits under this rider.

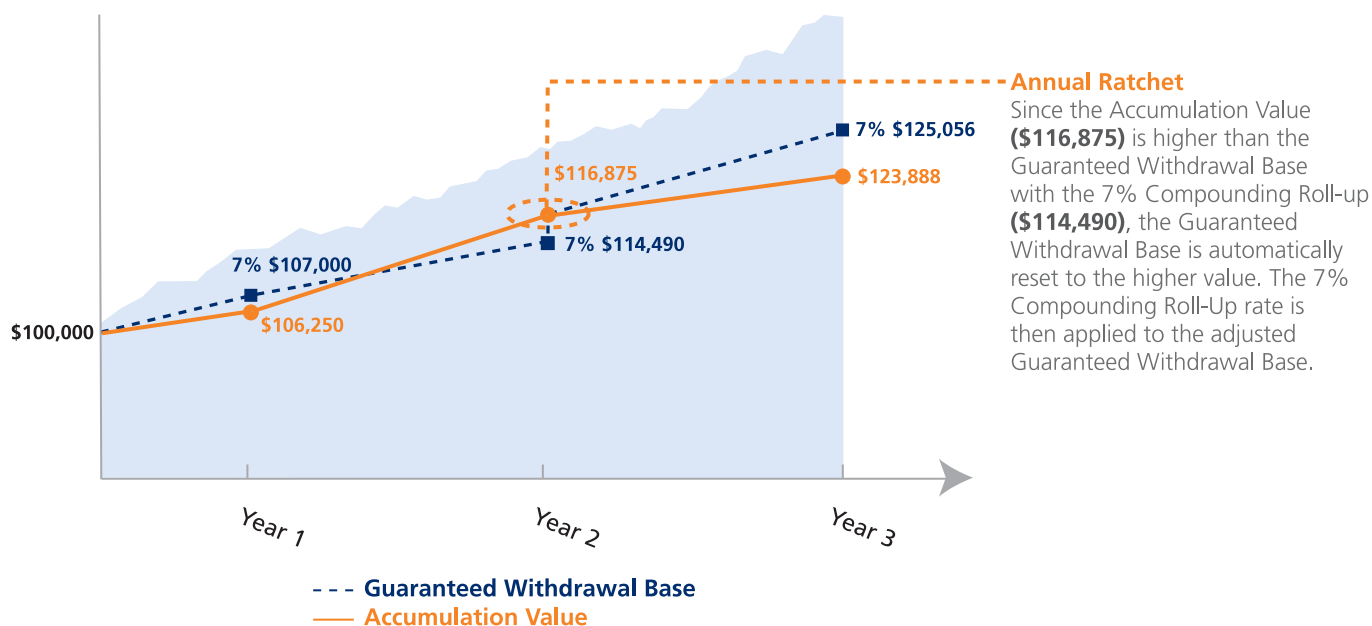
# The Deferral Phase Guaranteed Increases



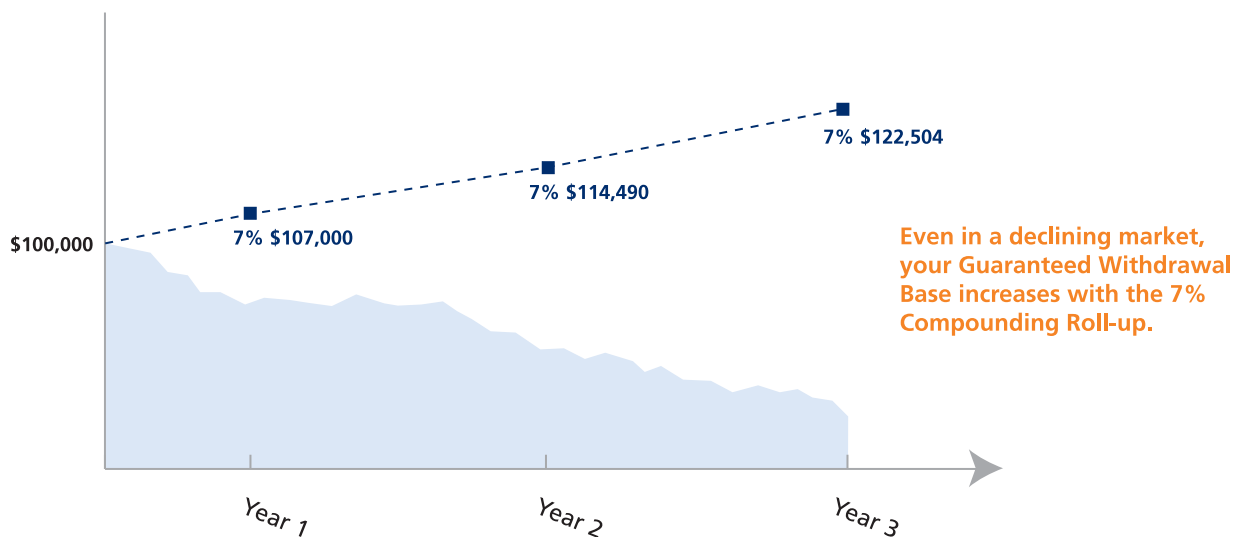
# on an annual basis

If you don't need income immediately, the ING IncomeProtector Withdrawal Benefit allows you to defer payments. For each of the first 10 complete contract years after the rider is issued, your guaranteed withdrawal base will never grow less than 7%. If the accumulation value is higher than the guaranteed withdrawal base at the contract anniversary, the guaranteed withdrawal base will be automatically reset to the higher value. The 7% Compounding Roll-Up rate will then be applied to the adjusted Guaranteed Withdrawal Base.

## Participate in index performance in a rising market



## Protect yourself in a declining market



This is an example only. Hypothetical illustration is based on hypothetical index performance and hypothetical index credits. Hypothetical performance is not an indication of current or future results. This example assumes no withdrawals were made and is an example only.

# The Withdrawal Phase Turn your income

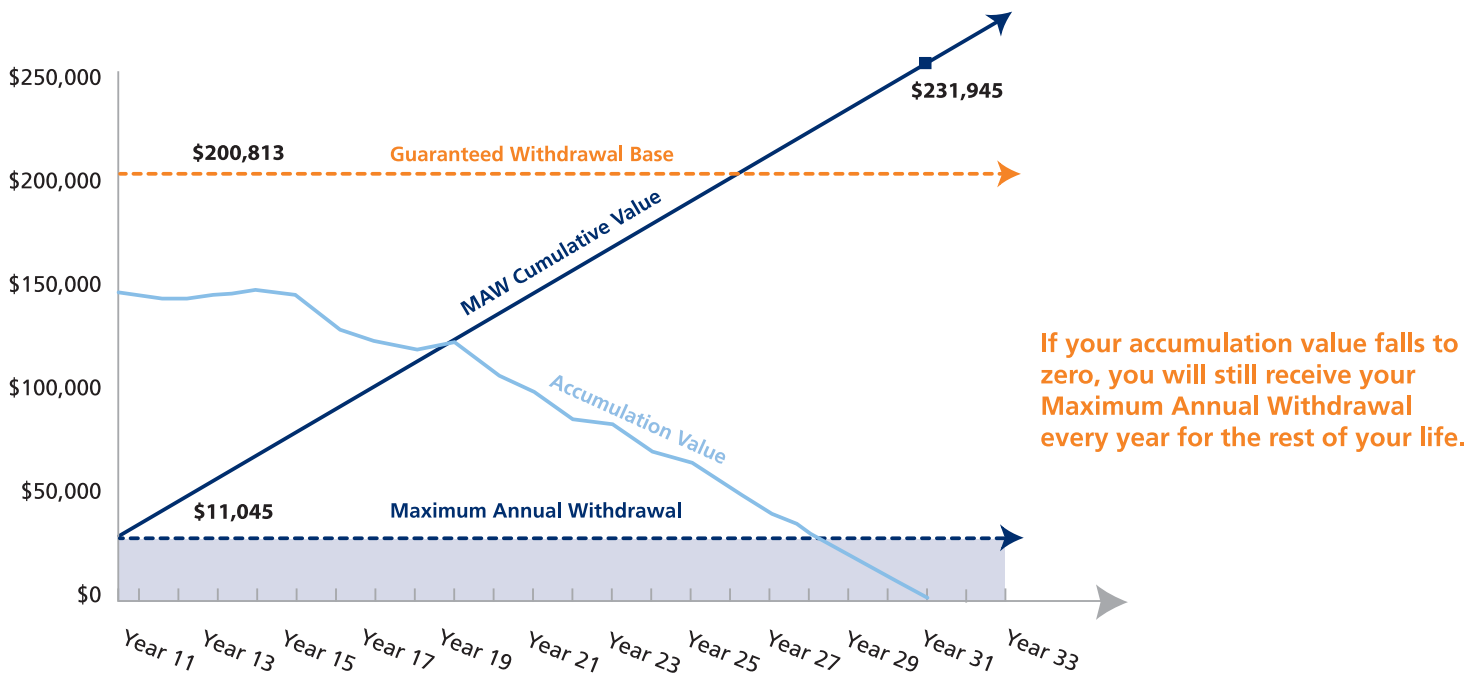


# come on or off anytime

With the ING IncomeProtector Withdrawal Benefit, you can start or stop taking withdrawals at any time until the contract is annuitized. The first MAW withdrawal taken will begin the Withdrawal Phase. Annually, you may take an amount up to your MAW and continue to do so for life – even if your accumulation value falls to zero. If you annuitize, the rider terminates.

## Withdrawal Phase

The following illustration is based on an individual taking the first MAW at age 65 after holding the contract for 10 years. Hypothetical values are used for the Accumulation Value and the Guaranteed Withdrawal Base.



## Rider Charge Refund

If the owner dies before age 95 and the accumulation value is greater than zero, ING USA will refund 100 percent of the rider charges paid to the accumulation value prior to determining the death benefit. The refund occurs only if the rider is terminated due to death and a withdrawal in excess of the MAW has not been taken prior to death.

# Questions and Answers

## When can I take my first withdrawal?

You can start or stop taking withdrawals at any time until the contract is annuitized. The first MAW withdrawal taken will begin the Withdrawal Phase.

## What happens once I have exhausted my contract's accumulation value?

As long as you have not taken any excess withdrawals and have not annuitized the contract, you may take an amount up to your MAW every year for the rest of your life.

## Does my contract have to be jointly owned if I elect the ING Joint IncomeProtector Withdrawal Benefit?

The ING Joint IncomeProtector Withdrawal Benefit offers the option for a spouse to continue the contract and withdrawals if the contract owner passes away. Your contract can be jointly owned by both husband and wife; or, it can be a single owner contract with the owner's spouse listed as the sole primary beneficiary.

## Can I take less or more than my Maximum Annual Withdrawal each year?

You can certainly take less than your Maximum Annual Withdrawal in a given year. In fact, you can skip taking a withdrawal altogether if you choose. However, if you take more than your Maximum Annual Withdrawal, your income will be reduced pro rata (by the same percentage that the excess withdrawal reduces your Accumulation Value). If excess withdrawals reduce your Accumulation Value to zero, your income will stop and the contract and rider will end.

Depending on your age and the interest credited to your accumulation value, deferring your income stream may significantly reduce the likelihood of obtaining value from the ING IncomeProtector Withdrawal Benefit.

# Glossary

**7% Compounding Roll-up** – during the first 10 years of the Deferral Phase, the Guaranteed Withdrawal Base will be automatically increased by 7% every year.

**Annual Ratchet** – If the Accumulation Value is ever higher than the Guaranteed Withdrawal Base at the contract anniversary, your Guaranteed Withdrawal Base will be automatically reset to the higher value.

**Deferral Phase** – time period from when the rider is activated until the first withdrawal designated as a MAW.

**Guaranteed Withdrawal Base** – equal to all of your premiums (and any premium bonus, if applicable) accumulated with the 7% Compounding Roll-Up (first 10 years of Deferral Phase) with an Annual Ratchet.

**Maximum Annual Withdrawal (MAW)** – maximum amount of guaranteed withdrawal base that you can withdraw every year.

**Withdrawal Phase** – time period beginning with the first withdrawal designated as a MAW.



## Client Services

Our friendly Customer Service staff is ready to help you at 1-800-369-5303. You have access to 24-hour automated telephone customer service. Additionally, you will receive annual statements.

**ING USA Annuity and Life Insurance Company**  
909 Locust Street  
Des Moines, IA 50309

### **Contract is issued by ING USA Annuity and Life Insurance Company.**

Guarantees are based on the claims-paying ability of ING USA Annuity and Life Insurance Company.

This is a summary only. Read the contract for complete details. The product and its features may not be available in all states and are subject to change.

Withdrawals may be subject to Federal/State income tax and, if taken prior to age 59 1/2, an additional 10% Federal penalty tax.

All distributions from qualified annuities may be taxable. State premium taxes may reduce the final value of your annuity.

IRAs and other qualified plans already provide tax-deferral like that provided by an annuity. Additional features and benefits such as contract guarantees, death benefits and the ability to receive a lifetime income are contained within the annuity for a cost. Please be sure the features and costs of the annuity are right for you when considering the purchase of the annuity.

Neither the company nor its agents or representatives can provide tax, legal or accounting advice. Please consult your attorney or tax advisor about your specific circumstances.

Please note that the likelihood of obtaining value from the ING IncomeProtector Withdrawal Benefit rider decreases as issue ages increase. In order for owners issue age 75 and above to benefit from this rider, the interest credited to your accumulation value must be significantly less than would have been credited based on historic averages.

Depending on your age and the interest credited to your accumulation value, deferring your income stream may significantly reduce the likelihood of obtaining value from the ING IncomeProtector Withdrawal Benefit.

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