



Model Portfolios

A model that lives up to your personal standards

A role model is someone we try to emulate; their behavior sets the standard for imitation or comparison. In many ways, a model portfolio is no different. It's an investment strategy to emulate based on your goals, risk tolerance and timeframe.

What kind of assets does your model have?

Model portfolios help you achieve your personal investment objectives by using "asset allocation strategies," which consider the historic rates of return of different asset classes over long periods of time. An asset class is a broad group of individual securities or investments that have similar characteristics, such as risk or market capitalizations.

Model portfolios are typically comprised of six different asset classes:

- **Stability of Principal (Conservative)**

Seeks to hold – but not necessarily guarantee – the principal value of an investment stable through all market conditions. May credit a stated rate of return or minimum periodic interest rate that may vary. Dividend rates and income levels fluctuate with market conditions and are not guaranteed.

- **Bonds (Conservative/Moderate/Aggressive)**

Seeks income or growth of income, with less emphasis on capital appreciation. May include aggressive: below-investment grade bonds or bonds of foreign issuers; moderate: investment-grade corporate bonds, mortgages, government bonds and, to a lesser degree, preferred stock, foreign or convertible bonds; or conservative: Treasury Bills and other highly-rated, short-term (e.g., 90-day) securities.

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Model Portfolios

- **Large Cap Value (Moderate)**
Seeks long-term growth of capital or a combination of growth and income by investing primarily in stocks of larger, mature companies. Selected for price appreciation and for the value of the current income provided through dividends. Generally exhibit a lower level of price volatility, due to the types of companies favored, such as those able to pay dividends.
- **Large Cap Growth (Moderate/Aggressive)**
Seeks long-term growth of capital by investing primarily in stocks of larger U.S. companies. Typically has higher price/earnings ratios and makes little or no dividend payments. Tends to be more established, with lower relative volatility, than more aggressive small and mid-cap stocks.
- **Small/Mid/Specialty (Aggressive)**
Seeks capital appreciation by investing primarily in stocks of small- and medium-sized companies; also invests in "specialty" or "sector" companies, which include those in a particular industry. Generally, strives to develop new products or markets and has above-average earnings growth potential, but with higher risk and volatility.

- **Global/International (Aggressive)**
Seeks capital appreciation by investing in foreign stock: stocks of companies outside the United States; world stock: stocks of companies in the United States and developed countries outside the United States; and emerging markets: stocks of developing countries. May provide greater diversification benefits than domestic securities alone, but involves additional risks.

Keep learning

Your ING representative can help you understand more about model portfolios and how to determine the right asset allocation strategy for building your investment portfolio. If you're ready to take the next step and learn more about making the most of your retirement investments, see ING's Special Reports on Asset Allocation and Diversification.

Let's get personal

Each investor is unique. Are you aggressive, moderate, or conservative? To help determine what "type" of investor you are, answer the following questions, which are broken down into four components:

- Your investment goals
- Your risk tolerance
- Your financial sophistication
- Your investment time horizon

You should consider the investment objectives, risks, and charges and expenses of the variable product and its underlying fund options; or mutual funds offered through a retirement plan, carefully before investing. The prospectuses/prospectus summaries/information booklets contain this and other information, which can be obtained by contacting your local representative. Please read the information carefully before investing.



Profile Questionnaire

Answer the following 10 questions to help you define your investment type. Total your score and compare it to the values and descriptions listed at the right.

FINANCIAL SELF-ASSESSMENT WORKSHEET

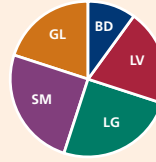
FINANCIAL GOALS	YOUR SCORE		
<p>1. Investments: I do not need a high level of current income from my investments. I'm more interested in their long-term growth potential.</p> <p>5. STRONGLY AGREE 4. AGREE 3. DISAGREE 2. STRONGLY DISAGREE</p>	_____		
<p>2. Large expenses: I have set aside savings to cover large expenses like purchasing a home, college tuition or a financial emergency.</p> <p>5. STRONGLY AGREE 4. AGREE 3. DISAGREE 2. STRONGLY DISAGREE</p>	_____		
<p>3. Inflation: I am concerned about the effects of inflation on my investments.</p> <p>5. STRONGLY AGREE 4. AGREE 3. DISAGREE 2. STRONGLY DISAGREE</p>	_____		
RISK TOLERANCE			
<p>4. Volatility: I can tolerate sharp ups and downs in the short-term value of my investments in return for potential long-term gains.</p> <p>5. STRONGLY AGREE 4. AGREE 3. DISAGREE 2. STRONGLY DISAGREE</p>	_____		
<p>5. Risk vs. reward: Hypothetically, I prefer an investment that has a 50 percent chance of losing five percent and a 50 percent chance of gaining 20 percent in one year, rather than an investment that will assure a 5 percent return in one year.</p> <p>5. STRONGLY AGREE 4. AGREE 3. DISAGREE 2. STRONGLY DISAGREE</p>	_____	<p>TOTAL SCORE</p> <p>IF YOUR TOTAL SCORE IS _____, YOU MAY BE A(N):</p> <p>45-50 AGGRESSIVE INVESTOR</p> <p>39-44 MODERATELY AGGRESSIVE INVESTOR</p> <p>33-38 MODERATE INVESTOR</p> <p>27-32 MODERATELY CONSERVATIVE INVESTOR</p> <p>20-26 CONSERVATIVE INVESTOR</p>	
<p>6. Decline in value: I am comfortable holding on to an investment even though it drops sharply in value.</p> <p>5. STRONGLY AGREE 4. AGREE 3. DISAGREE 2. STRONGLY DISAGREE</p>	_____		
<p>7. Equity investing: I am willing to take the risks associated with stocks in order to earn a potential return greater than the rate of inflation.</p> <p>5. STRONGLY AGREE 4. AGREE 3. DISAGREE 2. STRONGLY DISAGREE</p>	_____		
<p>8. Knowledge of risk: I consider myself knowledgeable about the risks and potential returns associated with investing in stocks and other types of securities.</p> <p>5. STRONGLY AGREE 4. AGREE 3. DISAGREE 2. STRONGLY DISAGREE</p>	_____		
TIME HORIZON			
<p>9. Your personal timeline: In how many years do you plan to utilize the results of your investment strategy?</p> <p>5. MORE THAN 15 4. MORE THAN 10 3. MORE THAN 5 2. LESS THAN 5</p>	_____		
<p>10. Long-term investing: I am comfortable with an investment that may take 10 years to provide the returns I expect.</p> <p>5. STRONGLY AGREE 4. AGREE 3. DISAGREE 2. STRONGLY DISAGREE</p>	_____		
TOTAL SCORE			_____

A Model Presentation

Now that you know your “type” and have an understanding of the asset classes involved, you’re ready to see the models. The following model portfolios present a possible asset allocation for your specific investor profile. Because investor profiles are general, use yours as a guide to design your own investment portfolio.

Aggressive Portfolio (Investor Profile Score: 45-50) – Primarily equities or similar higher risk investments, weighted toward aggressive growth, small company and international investments. Consider this portfolio if you:

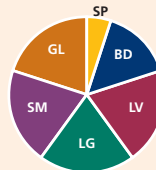
- Have high return expectations for your investments
- Can tolerate higher degrees of fluctuation (sharp, short-term volatility) in the value of your investments
- Are a younger or a more experienced investor and a risk taker
- Desire returns that exceed inflation
- Have 15 years or more before you will need the money from your investments



AGGRESSIVE PORTFOLIO	
ASSET CLASS	ALLOCATION
BONDS (BD)	10%
LARGE CAP VALUE (LV)	20%
LARGE CAP GROWTH (LG)	25%
SMALL/MID/SPECIALTY (SM)	25%
GLOBAL/INTERNATIONAL (GL)	20%

Moderately Aggressive Portfolio (Investor Profile Score: 39-44) – 80 percent equities or similar higher risk investments focused on growth, while also offering income-oriented investments. Consider this portfolio if you:

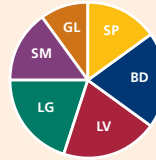
- Have moderately high expectations for a return on your investments
- Can tolerate market downturns and volatility for the possibility of achieving greater long-term gains
- Are an experienced equity investor
- Desire potential returns that moderately outpace inflation
- Have 10 years or more before you will need the money from your investments



MODERATELY AGGRESSIVE PORTFOLIO	
ASSET CLASS	ALLOCATION
STABILITY OF PRINCIPAL (SP)	5%
BONDS (BD)	15%
LARGE CAP VALUE (LV)	20%
LARGE CAP GROWTH (LG)	20%
SMALL/MID/SPECIALTY (SM)	20%
GLOBAL/INTERNATIONAL (GL)	20%

Moderate Portfolio (Investor Profile Score: 33-38) – An intermediate risk and return portfolio that provides a blend of equities and income-oriented investments. Consider this portfolio if you:

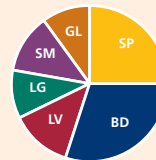
- Have moderate return expectations for your investments
- Want some current income return on your investments
- Are willing and able to accept a moderate level of risk and return
- Are primarily a growth investor but want greater diversification
- Are concerned about inflation
- Have five or more years before you will need the money from your investments



MODERATE PORTFOLIO	
ASSET CLASS	ALLOCATION
STABILITY OF PRINCIPAL (SP)	15%
BONDS (BD)	20%
LARGE CAP VALUE (LV)	20%
LARGE CAP GROWTH (LG)	20%
SMALL/MID/SPECIALTY (SM)	15%
GLOBAL/INTERNATIONAL (GL)	10%

Moderately Conservative Portfolio (Investor Profile Score: 27-32) – 25 percent invested in stability of principal, 30 percent in income-oriented investments and the remaining 45 percent in equities to provide growth potential. Consider this portfolio if you:

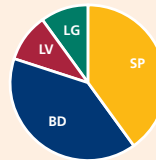
- Need more current income from your investments
- Are willing and able to accept some risk/volatility
- Are a cautious or first-time investor
- Want some potential hedge against inflation
- Have five or fewer years before you will need the money from your investments



MODERATELY CONSERVATIVE PORTFOLIO	
ASSET CLASS	ALLOCATION
STABILITY OF PRINCIPAL (SP)	25%
BONDS (BD)	30%
LARGE CAP VALUE (LV)	13%
LARGE CAP GROWTH (LG)	10%
SMALL/MID/SPECIALTY (SM)	12%
GLOBAL/INTERNATIONAL (GL)	10%

Conservative Portfolio (Investor Profile Score: 20-26) – Only 20 percent invested in growth and growth and income investments, 40 percent in income-oriented investments and 40 percent in stability of principal. Consider this portfolio if you:

- Need income to supplement your cash flow
- Are unwilling or unable to accept risk/volatility
- Are a cautious investor
- Are more concerned about current income than outpacing inflation
- Have five or fewer years before you will need the money from your investments



CONSERVATIVE PORTFOLIO	
ASSET CLASS	ALLOCATION
STABILITY OF PRINCIPAL (SP)	40%
BONDS (BD)	40%
LARGE CAP VALUE (LV)	10%
LARGE CAP GROWTH (LG)	10%

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