



# Stay the Course

**Even in these uncertain economic times, keeping your money in the market may be the right choice in the long run.**

Recent Wall Street woes, combined with unstable oil prices, and an unpredictable economy might rattle even the most confident investors. And while current market fluctuations may tempt you to concentrate less on your portfolio and more on your pocketbook, perhaps you should continue managing your investment strategy and *stay the course*.

Here are a few investment strategies to help keep you on the path toward your retirement objectives.

### **Time, not timing, is key**

Predicting the market is not like predicting the weather. There are no high-tech gadgets or radar systems to predict the highs and lows that may lie ahead. So unless you know the exact moment to buy or sell, you could easily miss the market, which could prove costly. Sticking to a well thought out investment strategy is one of the best ways to benefit from long-term market performance. Remember, past performance doesn't guarantee or predict future returns.

### **Asset Allocation**

Asset Allocation is a strategy that spreads your investment options around, seeking to take advantage of the potential benefits that stocks, bonds and other asset classes may offer, while helping to reduce the downside. Although asset allocation cannot assure a profit or protect against loss, it can help you and your investment professional formulate a plan to reach your goals. According to one landmark study, the largest factor, 92%, to the risk of a portfolio's total return was the asset allocation decision.

Source: Brinson Study, "Determinants of Portfolio Performance" – Financial Analyst Journal May-June 1991.

### **Asset Allocation vs. Diversification**

#### **Diversification**

A risk management technique that mixes a wide variety of investment options within a portfolio. It is designed to help reduce the impact of any one security on overall portfolio performance.

#### **Asset Allocation**

The process of dividing a portfolio among major asset categories, such as bonds, stocks, or cash. The purpose of asset allocation is to help reduce risk by diversifying the portfolio.



## What does history tell us about the market?

Historically, when one asset class falls out of favor with investors, generally another takes its place. For instance, when international stocks drop, domestic equities may emerge as winners. When stocks fall, bonds may rise. This diagram below shows two decades worth of the top performing asset classes moving in and out of favor. Rarely does the same asset class occupy the top slot two years in a row.

**Annual Returns for Selected Asset Classes (1988-2007) • Ranked in Order of Performance (Best To Worst)**

1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
29.47%	35.92%	8.96%	56.84%	29.14%	32.56%	7.78%	39.92%	35.26%	35.18%	39.63%	85.59%	26.36%	14.03%	10.25%	50.01%	31.57%	13.54%	35.05%	11.81%
28.27	35.54	-0.26	51.19	15.45	23.84	3.17	38.35	23.12	33.36	38.71	43.09	22.83	13.93	3.81	48.54	22.25	12.56	26.34%	11.17%
23.16	31.69	-3.10	50.10	14.58	19.67	2.66	37.58	22.96	32.25	28.58	33.16	17.51	8.44	-11.43	46.03	20.25	12.17	23.48	9.81
20.87	25.19	-5.12	41.70	13.81	18.12	1.32	37.19	22.71	31.78	20.00	26.96	11.63	-0.60	-14.51	38.59	16.49	7.05	22.25	7.98
20.37	20.17	-8.08	41.16	11.91	14.75	-1.55	31.04	21.64	30.49	19.11	21.04	7.01	-5.59	-15.52	37.14	16.48	5.26	15.79	7.05
16.61	19.26	-15.34	35.69	7.77	13.96	-1.99	30.95	21.37	21.64	15.63	14.72	-9.10	-9.23	-15.94	35.62	14.31	4.91	13.35	6.97
15.41	14.53	-17.41	30.47	7.62	13.36	-2.43	25.75	19.20	20.28	8.69	7.35	-14.17	-11.89	-22.10	30.03	10.88	4.71	10.32	5.49
13.47	12.43	-17.81	24.61	7.40	10.08	-2.92	18.47	11.26	12.95	1.23	-0.82	-22.42	-20.42	-27.88	29.75	8.59	4.15	9.52	-0.17
11.27	10.54	-21.77	16.00	5.00	9.75	-3.20	15.25	6.05	9.65	-6.45	-1.49	-22.43	-21.05	-30.26	28.68	6.30	2.43	9.07	-9.78
7.89	8.84	-23.45	12.13	-12.17	2.90	-3.58	11.21	3.63	1.78	-17.51	-4.62	-39.29	-21.44	-31.53	4.10	4.34	1.37	4.33	-15.69

■ Russell 1000 Growth Index 
 ■ S&P 500 Index 
 ■ MSCI EAFE Index 
 ■ Russell 1000 Value Index 
 ■ Nasdaq Composite Index 
 ■ Lehman Brothers Aggregate Bond Index 
 ■ Russell 2000 Growth Index 
 ■ S&P MidCap 400 Index 
 ■ Russell 2000 Value Index 
 ■ FTSE NAREIT Equity REIT Index

Sources: Russell Mellon Analytical and Bloomberg, 12/31/07.

Investing in a variety of asset classes may be a much more consistent strategy than trying to guess which asset class will outperform next year. Of course, there can be no assurance that this strategy will be profitable. Past performance does not guarantee future results. Historical performance of each index is provided to illustrate market trends; such performance does not represent the performance of any ING fund. The indices' past performance is no indication of future performance. Indices are not actively managed and investors cannot invest directly in the indices. Index performance does not reflect any management fees or expenses associated with investing in mutual funds. Asset Classes are represented by the following indices: **International** – MSCI EAFE® Index. **Overall Domestic Equities** – Nasdaq Composite® Index, S&P MidCap 400 Index, Russell 2000® Growth Index, Russell 2000® Value Index, S&P 500 Index, Russell 1000 Growth Index, Russell 1000 Value Index. **Fixed Income** – Lehman Brothers Aggregate Bond Index. **Real Estate** – FTSE NAREIT Equity REIT Index.



### Rebalancing

Review your investment and asset allocation strategy on a regular basis. Any gains you might have experienced in one investment may have skewed your portfolio to the point where it's more aggressive than you had originally intended, or vice versa. Periodic rebalancing of your portfolio helps keep it in check with your objectives.

## Why trying to outguess the market may not be the best long-term strategy

You may also be tempted to try to outguess the market by choosing to invest in the previous year's best-performing index funds. The chart below demonstrates that trying to pick "Winners" and outguessing the market rarely pays off, at least when you compare that strategy to the common sense approach of asset allocation.

### "Winner" Strategy vs. "Loser" Strategy vs. "Allocation" Strategy

#### "Winner" Strategy

A hypothetical investment of \$10,000 at the beginning of each year into the previous year's best-performing index, as shown on the chart below.

#### "Loser" Strategy

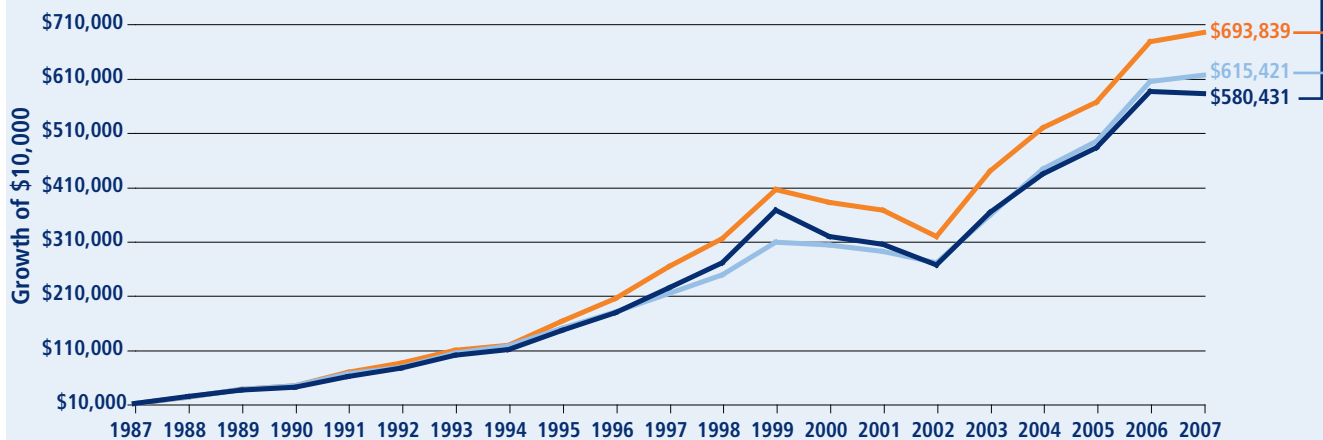
A hypothetical investment of \$10,000 at the beginning of each year into the previous year's worst-performing index, as shown on the chart below.

#### "Asset Allocation" Strategy

A hypothetical investment of \$10,000 divided evenly among the ten indices (\$1,000), as shown on the chart below.

\$10,000 invested each year for 20 years (1987-2007).

Assumes all initial investments are held throughout the remainder of the twenty-year period.



Source: Russell Mellon Analytics and Bloomberg, 12/31/07.

Past performance does not guarantee future results. Historical performance of each index is provided to illustrate market trends; such performance does not represent the performance of any ING fund. The indices' past performance is no indication of future performance. Indices are not actively managed and investors cannot invest directly in the indices. Index performance does not reflect any management fees or expenses associated with investing in mutual funds. Investors cannot invest directly in an index.

#### General Risk(s):

**Domestic Equity:** Exposure to financial and market risks that accompany investments in equities. Investing in funds that are concentrated in a smaller number of holdings poses greater risk than funds with a larger number of holdings because each investment has a greater effect on a funds' performance.

**Fixed Income:** Exposure to financial, market, prepayment and interest rate risks. The value of an investment in a fund is not guaranteed and will fluctuate. Higher yielding bonds are subject to greater volatility and credit risks. A fund which invests in securities guaranteed by the U.S. Government as to timely payment of interest and principal, but fund shares are not insured or guaranteed. Bonds have fixed principal and return if held to maturity, but may fluctuate in the interim. The principal risks of investing in a fund are those generally attributable to bond investing, including increases in interest rates. Generally, when interest rates rise, bond prices fall. Bonds with longer maturities tend to be more sensitive to changes in interest rates.

**International:** The principal risks of investing are those generally attributable to stock investing. International investing does pose special risks, including currency fluctuation, economic and political risks not found in investments that are solely domestic. Risks of foreign investing are generally intensified for investments in emerging markets.

**REITs:** These companies are sensitive to factors such as changes in real estate values and property taxes, interest rates, cash flow of underlying real estate assets, supply and demand, and the management skill and credit worthiness of the issuer. REITs may also be affected by tax and regulatory requirements.

#### Indices:

The **Lehman Brothers Aggregate Bond Index** is a widely recognized, unmanaged index of publicly issued investment grade U.S. Government, mortgage-backed, asset-backed and corporate debt securities.

The **MS CI All Country World ex-U.S. Index** is an unmanaged index that measures the returns of equities of companies which are domiciled outside the U.S. The **MS CI Europe, Australasia and Far East Index (EAFE)** is an unmanaged index that measures the performance of securities listed on exchanges in markets in Europe, Australasia and the Far East.

The **FTSE NAREIT Equity REIT Index** is an unmanaged market cap-weighted index comprised of 151 equity REITs. The FTSE NAREIT Equity REIT Index is available daily. The FTSE NAREIT Equity REIT Index includes healthcare and net lease REITs but excludes real estate operating companies. The requirement for inclusion in this index is for a company to be an exchange listed equity REIT. There is no minimum size or liquidity requirement for an equity REIT to be included in this index.

The **Nasdaq Composite Index** is an unmanaged index of the National Market System which includes over 5,000 stocks traded only over-the-counter and not on an exchange.

The **Russell 1000 Growth Index** is an unmanaged index that measures the performance of those Russell 1000 companies with higher price-to-book ratios and higher forecasted growth values.

The **Russell 1000 Value Index** is an unmanaged index that measures the performance of those Russell 1000 companies with lower price-to-book ratios and lower forecasted growth values.

The **Russell 2000 Growth Index** is an unmanaged index that measures the performance of those Russell 2000 companies with higher price-to-book ratios and higher forecasted growth values.

The **Russell 2000 Value Index** is an unmanaged index that measures the performance of those Russell 2000 companies with lower price-to-book ratios and lower forecasted growth values.

The **S&P 500 Index** is an unmanaged capitalization-weighted index of 500 stocks designed to measure performance of the broad domestic economy through changes in the aggregate market value of 500 stocks representing all major industries.

The **S&P MidCap 400 Index** is an unmanaged capitalization weighted index of common stocks representing all major industries in the mid-range of the U.S. stock market. Investors cannot invest directly in an index.

### Don't go it alone

Consider seeking advice from an investment professional. For additional information or to access other resources, such as ING's retirement tools and calculators, visit us online at [www.ingretirementplans.com](http://www.ingretirementplans.com). While each of these investment strategies can be helpful, they can't assure nor guarantee better performance and they can't protect against loss in declining markets.

It's important to remember that a fluctuating market doesn't mean you have to press the panic button. As always, you should continue monitoring the market, be comfortable with your investment strategies, and think about whether you should stay the course as you consider your financial retirement objectives.

**You should consider the investment objectives, risks, charges and expenses of the investment options carefully before investing. Prospectuses, prospectus summaries, and information booklets containing this and other information can be obtained by contacting your local representative. Please read carefully before investing.**



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