



# 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 things to consider as you work 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. Without knowing the exact moment to buy or sell, it is easy to miss the market, which could prove costly. Generally, 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.

1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
NASDAQ COMP 56.85%	Russell 2000 Value 29.14%	MSCI EAFE 32.56%	MSCI EAFE 7.78%	NASDAQ COMP 39.92%	FTSE NAREIT Equity REIT 35.26%	Russell 1000 Value 35.18%	NASDAQ COMP 39.63%	NASDAQ COMP 85.59%	FTSE NAREIT Equity REIT 26.36%	Russell 2000 Value 14.03%	Barclays Capital AGG 10.25%	NASDAQ COMP 50.01%	FTSE NAREIT Equity REIT 31.57%	MSCI EAFE 13.54%	FTSE NAREIT Equity REIT 35.05%	Russell 1000 Growth 11.81%	Barclays Capital AGG 5.24%	NASDAQ COMP 43.89%	Russell 2000 Growth 29.09%
Russell 2000 Growth 51.19%	NASDAQ COMP 15.46%	Russell 2000 Value 23.84%	FTSE NAREIT Equity REIT 3.17%	Russell 1000 Value 38.35%	Russell 1000 Growth 23.12%	S&P 500 Index 33.36%	Russell 1000 Growth 38.71%	Russell 2000 Growth 43.09%	Russell 2000 Value 22.83%	FTSE NAREIT Equity REIT 13.93%	FTSE NAREIT Equity REIT 3.81%	Russell 2000 Growth 48.54%	Russell 2000 Value 22.25%	S&P Midcap 400 Index 12.56%	MSCI EAFE 26.34%	MSCI EAFE 11.17%	Russell 2000 Value -28.92%	S&P Midcap 400 Index 37.38%	FTSE NAREIT Equity REIT 27.95%
S&P Midcap 400 Index 50.10%	FTSE NAREIT Equity REIT 14.58%	FTSE NAREIT Equity REIT 19.67%	Russell 1000 Growth 2.66%	S&P 500 Index 37.58%	S&P 500 Index 22.96%	S&P Midcap 400 Index 32.25%	S&P 500 Index 28.58%	Russell 1000 Growth 33.16%	S&P Midcap 400 Index 17.51%	Barclays Capital AGG 8.44%	Russell 2000 Value -11.43%	Russell 2000 Value 46.03%	MSCI EAFE 20.25%	FTSE NAREIT Equity REIT 12.17%	Russell 2000 Value 23.48%	NASDAQ COMP 9.81%	S&P Midcap 400 Index -36.23%	Russell 1000 Growth 37.21%	S&P Midcap 400 Index 26.64%
Russell 2000 Value 41.70%	Russell 1000 Value 13.81%	Russell 1000 Value 18.12%	S&P 500 Index 1.32%	Russell 1000 Growth 37.19%	NASDAQ COMP 22.71%	Russell 2000 Value 31.78%	MSCI EAFE 20.00%	MSCI EAFE 26.96%	Barclays Capital AGG 11.63%	S&P Midcap 400 Index -0.60%	S&P Midcap 400 Index -14.51%	MSCI EAFE 38.59%	Russell 1000 Value 16.49%	Russell 1000 Value 7.05%	Russell 1000 Value 22.25%	S&P Midcap 400 Index 7.98%	Russell 1000 Value -36.85%	Russell 2000 Growth 34.47%	Russell 2000 Value 24.50%
Russell 1000 Growth 41.16%	S&P Midcap 400 Index 11.91%	NASDAQ COMP 14.75%	Russell 2000 Value -1.55%	Russell 2000 Growth 31.04%	Russell 1000 Value 21.64%	Russell 1000 Growth 30.49%	S&P Midcap 400 Index 19.11%	S&P 500 Index 21.04%	Russell 1000 Value 7.01%	Russell 1000 Value -5.59%	Russell 1000 Value -15.52%	FTSE NAREIT Equity REIT 37.14%	S&P Midcap 400 Index 16.48%	Russell 1000 Growth 5.26%	S&P 500 Index 15.79%	Russell 2000 Growth 7.05%	S&P 500 Index -37.00%	MSCI EAFE 31.78%	NASDAQ COMP 16.91%
FTSE NAREIT Equity REIT 35.69%	Russell 2000 Growth 7.77%	S&P Midcap 400 Index 13.96%	Russell 1000 Value -1.99%	S&P Midcap 400 Index 30.95%	Russell 2000 Value 21.37%	NASDAQ COMP 21.64%	Russell 1000 Value 15.63%	S&P Midcap 400 Index 14.72%	S&P 500 Index -9.10%	Russell 2000 Growth -9.23%	MSCI EAFE -15.94%	S&P Midcap 400 Index 35.62%	Russell 2000 Growth 14.31%	S&P 500 Index 4.91%	Russell 2000 Growth 13.35%	Barclays Capital AGG 6.97%	FTSE NAREIT Equity REIT -37.73%	FTSE NAREIT Equity REIT 27.99%	Russell 1000 Growth 16.71%
S&P 500 Index 30.47%	S&P 500 Index 7.62%	Russell 2000 Growth 13.36%	Russell 2000 Growth -2.43%	Russell 2000 Value 25.75%	S&P Midcap 400 Index 19.20%	FTSE NAREIT Equity REIT 20.28%	Barclays Capital AGG 8.69%	Russell 1000 Value 7.35%	MSCI EAFE -14.17%	S&P 500 Index -11.89%	S&P 500 Index -22.10%	Russell 1000 Value 30.03%	S&P 500 Index 10.88%	Russell 2000 Value 4.71%	S&P Midcap 400 Index 10.32%	S&P 500 Index 5.49%	Russell 1000 Growth -38.44%	S&P 500 Index 26.46%	Russell 1000 Value 15.51%
Russell 1000 Value 24.61%	Barclays Capital AGG 7.40%	S&P 500 Index 10.08%	Barclays Capital AGG -2.92%	Barclays Capital AGG 18.47%	Russell 2000 Growth 11.26%	Russell 2000 Growth 12.95%	Russell 2000 Growth 1.23%	Barclays Capital AGG -0.82%	Russell 1000 Growth -22.42%	Russell 1000 Growth -20.42%	Russell 1000 Growth -27.88%	Russell 1000 Growth 29.75%	NASDAQ COMP 8.59%	Russell 2000 Growth 4.15%	NASDAQ COMP 9.52%	Russell 1000 Value -0.17%	Russell 2000 Growth -38.54%	Russell 2000 Value 20.58%	S&P 500 Index 15.06%
Barclays Capital AGG 16.00%	Russell 1000 Growth 5.00%	Barclays Capital AGG 9.75%	NASDAQ COMP -3.20%	FTSE NAREIT Equity REIT 15.25%	MSCI EAFE 6.05%	Barclays Capital AGG 9.65%	Russell 2000 Value -6.45%	Russell 2000 Value -1.49%	Russell 2000 Growth -22.43%	NASDAQ COMP -21.05%	Russell 2000 Growth -30.26%	S&P 500 Index 28.68%	Russell 1000 Growth 6.30%	Barclays Capital AGG 2.43%	Russell 1000 Growth 9.07%	Russell 2000 Value -9.78%	NASDAQ COMP -40.54%	Russell 1000 Value 19.69%	MSCI EAFE 7.75%
MSCI EAFE 12.13%	MSCI EAFE -12.17%	Russell 1000 Growth 2.90%	S&P Midcap 400 Index -3.58%	MSCI EAFE 11.21%	Barclays Capital AGG 3.63%	MSCI EAFE 1.78%	FTSE NAREIT Equity REIT -17.51%	FTSE NAREIT Equity REIT -4.62%	NASDAQ COMP -39.29%	MSCI EAFE -21.44%	NASDAQ COMP -31.53%	Barclays Capital AGG 4.10%	Barclays Capital AGG 4.34%	NASDAQ COMP 1.37%	Barclays Capital AGG 4.33%	FTSE NAREIT Equity REIT -15.69%	MSCI EAFE -43.38%	Barclays Capital AGG 5.93%	Barclays Capital AGG 6.54%

Source: Russell/Mellon Analytical Services and Morningstar, Inc., 12/31/10

**Past performance does not guarantee of future results. The indices' past performance is historical and is provided to illustrate market trends. Such performance does not represent the performance of any ING Fund. 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; Domestic Equity—Russell 1000® Indices Russell 2000® Indices, NASDAQ Composite Index, S&P 400 and MidCap Indices, S&P 500 Indices; Fixed Income—Lehman Brothers Aggregate Bond Index; REIT's—FTSE NAREIT Equity REIT Index. For full descriptions of the differences among these indices and their general risk characteristics, see next page.

### Rebalancing

Investors are reminded to review their asset allocation strategy on a regular basis. Any gains that you might have experienced in one investment can skew an investor's portfolio to the point where it's more aggressive than originally intended, or vice versa. Periodic portfolio rebalancing helps keep it in check with the investor's objectives.

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

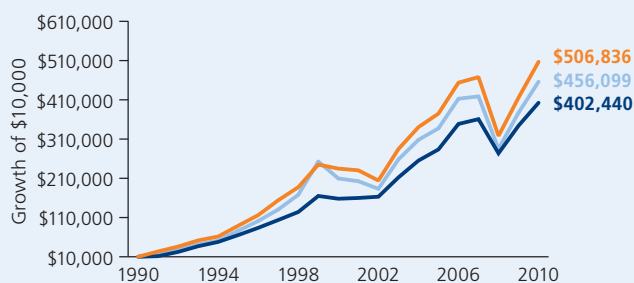
Investors may also be tempted to try to outguess the market by choosing to invest in the previous year's best performers. The chart below demonstrates that trying to pick "Winners" and outguessing the market rarely pays off, at least when comparing that strategy to the common sense approach of asset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

### Who are the real "winners" and "losers"

The chart below demonstrates that trying to pick "winners" and out-guessing the market rarely pays off, at least when you compare that strategy to the common sense approach of Asset Allocation.

#### "Winner" vs. "Loser" vs. Asset Allocation

\$10,000 invested each year for 20 years ending 2010. Assumes all initial investments are held throughout the remainder of the twenty-year period.



#### — Asset Allocation

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

#### — "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 bottom line of chart on previous page.

#### — "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 top line of chart on previous page.

Source: Russell Mellon Analytics and Morningstar, Inc. \$10,000 invested each year for 20 years (1990-2010). Assumes all initial investments are held throughout the remainder of the twenty-year period.

**Past performance does not guarantee future results.**

**This chart is for illustrative purposes only. The indices' past performance is historical and is provided to illustrate market trends. Such performance does not represent the performance of any ING Fund. Indices are not actively managed and investors cannot invest directly in the indices.**

Asset allocation cannot guarantee a profit or protect against a loss.

**Diversification:** A risk management technique that mixes a wide variety of investments 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.

#### General Risk(s):

**Domestic Equity:** Exposure to financial and market risks that accompany investments in equities. Markets are volatile and can decline significantly in response to adverse issuer, political, regulatory, market or economic developments. Small cap stocks may be more volatile and less liquid than stocks of larger more established companies.

**Fixed Income:** Exposure to financial, market, prepayment, credit 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 may invest in securities guaranteed by the U.S. Government as to timely payment of interest and principal, but a fund's shares are not insured or guaranteed. Bonds have fixed principal and return if held to maturity, but may fluctuate in the interim. Generally, when interest rates rise, bond prices fall. Bonds with longer maturities tend to be more sensitive to changes in interest rates.

**International:** In addition to the general risks of investing in equities and fixed income securities, investing in foreign securities poses 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:** Real Estate Investment Trusts may be 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.

#### Index Descriptions:

**S&P 500 Index** covers 500 industrial, utility, transportation and financial companies of the U.S. markets (mostly NYSE issues). The index represents about 75% of NYSE market capitalization and 30% of NYSE issues. It is a capitalization-weighted index calculated on a total return basis with dividends reinvested. It is widely considered the benchmark for large cap funds.

**Russell 1000 Growth Index** measures the performance of the 1000 largest companies in the Russell 3000 Index with higher price-to-book ratios and higher forecasted growth values.

**Russell 1000 Value Index** measures the performance of those Russell 1000 companies with lower price-to-book ratios and lower forecasted growth values.

**Russell 2000 Growth Index** measures the performance of those Russell 2000 companies with higher price-to-book ratios and higher forecasted growth values.

**Russell 2000 Value Index** measures the performance of those Russell 2000 companies with lower price-to-book ratios and lower forecasted growth values.

**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.

**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.

**Barclays Capital Aggregate Bond Index** is composed of securities from the Lehman Brothers Government/Corporate Bond Index, Mortgage-Backed Securities Index and the Asset-Backed Securities Index.

**The MSCI Europe, Australasia and Far East Index (EAFE)** measures the performance of securities listed on exchanges in markets in Europe, Australia and the Far East. Each MSCI country index is created separately, then aggregated, without change, into regional MSCI indices. EAFE performance data is calculated in U.S. dollars and in local currency.

**FTSE NAREIT Equity REIT Index** is an unmanaged market cap-weighted index comprised of 151 equity REITs. The FTSE NAREIT Equity index is available daily. The FTSE NAREIT Equity 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.

**All Indices are unmanaged and investors cannot invest directly in an index.**

### Additional Information

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, investors should continue monitoring the market, and be aware of risk management strategies as they consider whether to stay the course as they work toward their retirement objectives.



**This information is provided for your education only through the ING family of companies. This information is not intended to be considered tax or investment advice. Neither ING or its affiliated companies or representatives offer legal or tax advice. Consult your tax and legal advisors regarding your individual situation.**

Not FDIC/NCUA/NCUSIF Insured	Not a Deposit of a Bank/Credit Union	May Lose Value	Not Bank/Credit Union Guaranteed	Not Insured by Any Federal Government Agency
------------------------------	--------------------------------------	----------------	----------------------------------	--

Insurance products, annuities and funding agreements issued by ING Life Insurance and Annuity Company ("ILIAC"), One Orange Way, Windsor, CT 06095, or annuity products are issued by ReliaStar Life Insurance Company, each of which is solely responsible for meeting its obligations. Plan administrative services provided by ILIAC or ING Institutional Plan Services, LLC. All companies are members of the ING family of companies. **Securities distributed by or offered through ING Financial Advisers, LLC (member SIPC) or other broker-dealers with which it has a selling agreement.** Only ILIAC is admitted and its products offered in the State of New York.



[HTTP://ING.US](http://ing.us)