



an **eye** on the future
of retirement



Closing Comments

September 17, 2007

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- **The View Across the Silos**
 - ▶ *An Inevitable Grassroots Change*

 - **Afternoon: The Frustrations of Transition Times**
 - ▶ *The Communications Conference*

 - **Evening: The RIIA Awards**
 - ▶ *Encouraging Learning and Adaptation*
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From RIIA's February 2007 Conference: Theme Cluster #3 Where are the Scalable Solutions?



- **Focusing the Opening Comments' Key Questions:**
 - ▶ How much market fragmentation are we observing and expecting?
 - Which Baby Boomers are expressing and acting upon preferences for more customized lifecycle solutions?

 - **New Questions arising from the Conference discussions:**
 - ▶ Will intermediary-based distribution meet demand adequately given expectations of declining advisor ranks and an increasing customer base?
 - ▶ Will synthetic, structured products be the new winners and become to mutual funds what mutual funds became to pre-401(k) insurance products?
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Generic Reasons for Change



Steps to Learning and Adapting: Bring Evolution Inside

- Differentiate
- Select
- Amplify

Starting to Learn and Adapt: What Are You Doing? Is Retirement Income,

- Important,
 - Urgent and
 - Budgeted ?
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