



DEFINING THE FUTURE OF RETIREMENT

The Retirement Income Industry Association Celebrates One-Year Anniversary and Major Accomplishments

~Leading Companies and Trade Groups Work Together to Define the Future of Retirement for America's Baby Boomers~

Boston, MA (September 27, 2006) In just one short year, the Retirement Income Industry Association (RIIA) has attracted over 30 founding companies plus additional trade organizations, financial advisors and vendors who are working together to create the new retirement income products, processes and communications necessary to enhance retirement income security for America's 76 million baby boomers.

Says Francois Gadenne, RIIA's Founding Chairman and President & CEO of Retirement Engineering, Inc., "As this immense generation shifts its focus from wealth accumulation to retirement income paychecks, the financial industry must change its orientation as well. We believe that the current array of products, processes and communication strategies must be significantly improved --- and quickly -- to provide dependable retirement income for millions of people."

RIIA has undertaken multiple programs designed to provide significant value to its members. These include its 2007 Conference, **Managing Retirement Income**, which will bring together the industry's leading retirement income experts, academics, trade groups, advisors and financial companies. The conference, to be held on February 12-14 in Boston, MA, will attract more than 300 of the who's who in the industry as well as innovators in the financial services and retirement planning businesses.

Recognizing the imperative to provide financial advisors the income planning education they require in order to help their Boomer clients plan for their retirement security, RIIA unveiled its new educational offering, *Delivering Retirement Income Solutions*, the first of three modules which will ultimately convey the professional designation, Retirement Income Expert™.

In addition, RIIA's Research Committee is sponsoring a series of proprietary reports showing the profiles of consumers who use retirement products, providing further insight regarding how prepared American households are for their retirement. Future research is planned to provide perspectives on trends in the distribution and use of retirement income products and services.

Finally, RIIA's leadership has become known as expert resources and thought provoking speakers at a variety of national and international forums, including the National Association of Fixed Annuities' Focus on the Future Expo and Institutional Investor's European Investment Roundtable.

"We're off to a terrific start," continued Gadenne. "But much more work needs to be done and our Members, Committee Chairs and participants have already demonstrated their commitment and expertise to accomplish RIIA's mission of solving the retirement income challenge."

About the Retirement Income Industry Association

RIIA is a national organization whose members are defining the future of retirement security in the United States. The vortex of innovation in the retirement income business,

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RIIA provides its members a non-biased forum for sharing information, strategies and research. RIIA members receive ongoing quantitative and qualitative analyses of trends in the manufacture, distribution and usage of retirement income products and services. The association also facilitates a greater understanding of retirement income issues through educational programs and training/certification.

For more information, visit www.riia-usa.org.

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