



DEFINING THE FUTURE OF RETIREMENT

Retirement Income Industry Association Set to Build Upon Recent Successes

Fast-growing non-profit think tank looks to expand member programs, education, standards-setting, and research efforts

Boston, MA (January 9, 2008) While 2007 saw The Retirement Income Industry Association (RIIA) step up its growth and expansion, “2008 will be a year to build upon its numerous accomplishments,” says Francois Gadenne, RIIA’s Founding Chairman.

Established in 2006 to provide a non-biased view of retirement income challenges across industries and business silos, RIIA has fulfilled its mission to be the premier, not-for-profit forum for sharing information, strategies, research and solutions that define the future of retirement security in America.

“In 2007, we built upon our 2006 start-up efforts to further define ourselves in the industry and to discover in more detail what our membership wanted from us as a leading edge association,” explains Gadenne. “As we start 2008, our focus will be on scaling up our member-selected, member-tested, value-added programs and services. In addition, we’ll continue to be a complementing companion to other associations.”

RIIA highlights a number of successes that it plans to enhance and strengthen in 2008:

- Significant expansion to build upon RIIA’s initial master-classes which were developed in 2006 and 2007. The Education Committee will continue to create a retirement income body of knowledge, a curriculum with 4 levels for the Retirement Income Expert designation, and a growing number of specific learning objectives which incorporate “cross silos” expertise. These resources include experts from the RIIA membership as well as academics associated with various U.S. and overseas universities.
- Continued steady growth in membership, plus the addition of new Board members and new Committees, including the Noted Authors Committee and the Compliance Committee.
- Additional conferences and networking meetings that bring together top retirement income industry executives, financial advisors, leading academics, innovators, vendors and researchers. For example, the 4th annual Managing Retirement Income summit will be held Feb. 11-13, 2008 at The Doral Country Club

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and Resort in Miami, Florida. Attendees will gain invaluable insights into the latest RIIA research as well as retirement income strategies.

- New Institutions and Advisors research study, *The Coming Consolidation: Making the Short List*, which builds upon RIIA's Retirement Typology study. The new research answers fundamental questions about the relationships between financial institutions, their customers and the future role of financial advisors. It will be available in 2008.
- Creation of the RIIA Awards Program which in 2007 delivered independent, objective and cross-silo benchmarking of distinction in retirement communications. The winners showed recognizable leadership and innovation, serving as examples for other organizations to model as retirement income enterprises dedicate increasing resources to communications, advertising and promotional strategies.
- Introduction of a Statement of Principles for the development of industry-wide standards for retirement income calculators, tools, and illustrations promoting retirement income products and strategies. RIIA's Methodologies Committee will bring this effort to another level in 2008 by developing guidelines for adhering to the principles.

Continues Gadenne, "Our Committees will apply the resources and talent required to expand upon the value-added services and benefits they've developed. It will truly be a pivotal, exciting year of opportunity for RIIA, its members and its supporters."

About the Retirement Income Industry Association

RIIA (www.riia-usa.org) is a national, not-for-profit organization whose members are defining the future of retirement security in the United States. The vortex of innovation in the retirement income business, RIIA provides a non-biased forum for sharing information, strategies and research. RIIA members receive quantitative and qualitative analyses of trends in the manufacture, distribution and usage of retirement income products and services. The association facilitates understanding of retirement income issues through educational programs and training.

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