



## DEFINING THE FUTURE OF RETIREMENT

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National Association of Fixed Annuities (NAFA) Becomes Member of Retirement Income Industry Association (RIIA); Two Groups Jointly Sponsor Conferences, Plan Other Activities

BOSTON--(BUSINESS WIRE)--June 15, 2006--The Retirement Income Industry Association (RIIA) announces that NAFA, The National Association of Fixed Annuities, has become a member of RIIA.

According to Francois Gadenne, RIIA's Founding Chairman and President & CEO of Retirement Engineering, Inc., NAFA's membership signals the importance of the fixed annuity industry's role in helping to formulate tomorrow's solutions for retirement income security. "Managing the risk of outliving one's income is a concern shared by millions of Americans. The RIIA's contributions in crafting the products and processes necessary to mitigate that risk have critically important implications for the fixed annuity business."

"We are pleased to affiliate with RIIA and look forward to contributing significantly to our common goals. Fixed annuities provide guaranteed protection of principal and payout options which are vital to retirees' long term financial security. The fixed annuity industry's future role in helping define retirement security solutions is robust," commented NAFA's Executive Director, Kim O'Brien.

"RIIA has a unique capacity to bring together and add value to companies and industry associations that have strategic interests in building retirement income businesses. RIIA's benefits cross silos, industries and product categories," commented Gadenne.

NAFA and RIIA will jointly sponsor Focus on the Future, the 3rd annual producer expo and forum, from September 25-27, 2006 at Harrah's in Las Vegas. "This joint sponsorship will add a retirement income focus to the conference which will be valuable to every attendee. During the afternoon session of the first day, several presenters, chosen with RIIA's input, will contribute insights and strategies that are important to fixed annuity producers, marketing companies and product manufacturers," said David Macchia, Chair of RIIA's Communications Committee and President & CEO of Wealth2k, Inc.

"We look forward to working jointly NAFA on a range of issues and activities in the future. Given the increasingly important role that income planning will play in the retirement security of baby boomers, RIIA's expertise will serve as a resource to NAFA in the years ahead," said Paul Fichera, Co-Chair of RIIA's Programs Committee, and Senior Vice President of MFS.

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, RIIA provides its members a non-biased forum for sharing information, strategies and research combined with unmatched opportunities to network with industry leaders. Industry associations which have been founded to focus on particular product categories benefit significantly from RIIA's retirement income business expertise and unbiased structure.

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RIIA is sponsoring the Third Annual Conference on Managing Retirement Income, February 12-14, 2007 at the Marriott Long Wharf Hotel in Boston, MA.

For more information, visit [www.riia-usa.org](http://www.riia-usa.org) or contact RIIA headquarters at (617) 342-7080.

### About The National Association of Fixed Annuities

NAFA was created to foster a better understanding of traditional, payout and indexed annuities. It is the only independent, non-profit organization dedicated solely to the promotion and preservation of these unique products. For more information about NAFA visit [www.nafa.us](http://www.nafa.us).

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