



THE VIEW ACROSS THE SILOS

Retirement Income Industry Association's Sold-Out Spring Conference Packed with Ideas, Solutions, Challenges

Chicago, IL (April 6, 2010) Against a panoramic view of the Windy City skyline, the 6th annual RIIA Spring Conference which was held March 22-23, 2010 offered an equally expansive look at the latest research, products, planning systems, and software solutions from foremost experts in retirement income planning.

Executive Director Francois Gadenne summed up the spirit of the conference, "There was something different this year in the retirement income industry. We've moved from talking about 76 million baby boomers to sharing progress in exciting new areas of product innovation, a broader acceptance of the 'first build a floor, then plan for upside' philosophy for retirement income management, and much more attention to longevity risk aversion."

The state-of-the-art conference venue, located in the Chicago offices of RIIA Platinum Sponsor Ibbotson Associates, was filled to capacity with 150 leading researchers, academicians, product innovators, technology and software developers, and financial advisors who came to connect with their peers and learn about the latest innovations in retirement plan architecture.

In addition to expert speakers from companies across the industry such as Ibbotson Associates, PIMCO, New York Life, Black Rock, Wealth2k, DTCC, Wachovia, SunTrust, Life Yield, Envestnet and Fidelity Investments, other conference highlights included:

- Professor Moshe Milevsky, Executive Director, The IFID Centre, Associate Professor at York University, and President & CEO, QWeMA Group invited attendees to visit "Planet Vulcan" – where everyone lives to age 200. Challenging the conventional wisdom of using a greater allocation to stocks to address longevity risk, he examined the interrelationship of risk aversion, withdrawal rates, and pension availability to offer 7 take-aways for optimizing consumption rates. For more details, download his white paper at www.ifid.ca.
- From another perspective, Professor Larry Kotlikoff of Boston University talked about the concept of "consumption smoothing" — reflecting retirees' shift from the traditional "make me rich" view to a new "smooth my income so I can avoid downside risk"

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perspective. Kotlikoff introduced a new software program, ESPlanner, that helps plan for a person's standard of living and the impact of such factors as relocation, state income taxes, and divorce before and after retirement – and that can be dangerous. The new tool can be tried at www.ESPlanner.com/basic.

- A lively debate among experts about “bucket strategies” and the best tool for estimating retirement income moderated by Richard Fullmer from Russell Investments.
- A candid view from two financial advisors, David Giegerich with Paradigm Wealth Management and Jim Otar with Retirement Optimizer, on the types of products and tools that work “on the street” as they provide financial guidance and retirement income management to their clients.

For a complete list of speakers, please review the [Conference Brochure](#).

“Such a successful event can't be put together without the help of many people, including our major sponsors, contributors and our own Marketing & Communications Committee led by Marcia Mantell, of Mantell Retirement Consulting,” said Gadenne.

The major sponsors of the RIIA Spring Conference 2010 were:

Platinum Sponsor: Ibbotson

Gold Sponsor: HealthView Services

Silver Sponsors: DTCC and rPAY.net

Bronze Sponsor: Pepe & Hazard

Also contributing to the success of the event were: *The Retirement Income Journal*, *OnWall Street*, *Financial Planning*, and *Bank Investment Consultant* which provided conference promotion assistance, Archimedes for print and production of conference materials; and Pehlke Design for graphic design and logo.

About the Retirement Income Industry Association (www.riia-usa.org).

A not-for-profit organization with national and international members, the Retirement

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Income Industry Association (RIIA) was founded in 2006 by leading financial services companies, advisors and academics who wanted a focused approach to retirement income with a broad view across the financial services industry to address the major challenge facing an entire generation of Americans about how to create durable, inflation-adjusted retirement income that can last 30 years or more in retirement. Its mission is to bring the retirement income industry (commercially, academically and through affiliated associations) together with a “View Across Silos” to create a forum for sharing the freshest outlooks, the most modern thinking, the latest research and education, and the newest advances in product development within the realm of retirement income.

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