Retirement Management Analyst© (RMA®) Designation

Creating the Vision and Process for Retirement Mangement Professionals of the Future

Financial advisors of the future must go beyond today's conventional wisdom to embrace a new and much more complete process if they are to provide successful retirement income solutions to clients. Capitalizing on its "view across the silos" perspective, RIIA leadership addressed the need and developed a comprehensive designation for the advisor of the future.

Complex challenges were described by member firms, the FAs and clients themselves. The solution came together in four distinct, but coordinated parts:

- **Retirement Management Professional job description.** Focused on more relevant and practical challenges that retirees and their advisors are now beginning to confront.
- **RIIA Body of Knowledge.** The framework established to create a database and repository of retirement curriculum content, learning objectives, exam questions and answers, etc. that is comprehensive and that serves as an additional resource to RIIA members and RMA® candidates.
- ***RIIA's Advisory Process, How to Benefit From "The View Across the Silos": From Investment Management to Retirement Income and Retirement Management.*** The complete text book that, along with required readings, serves as the curriculum for RMA® study. An online software study guide is also available to run sample case studies and apply the learnings from the RIIA Advisory Process.
- **Retirement Management Analyst™ Designation or RMA®.** A professional designation that adds a level of retirement income expertise not available in any other professional designation .

To earn an RMA® designation, a financial advisor or other professional must complete a rigorous educational and ethics training curriculum that focuses on:

BUILDING THE PLAN TO MITIGATE RISKS

Objective is to learn to create complete plans for retirement income that

- Assures the client a floor of retirement income
- Provides appropriate exposure to upside potential
- Is based on each client's unique goals and circumstances

MASTERING THE ADVISORY PROCESS

Using a simple "hub and spoke" metaphor, the client is at the center and the process looks at

- The household balance sheet
- Creating a life-cycle profile
- Assessing retirement risks
- Risk management allocation
- Choosing the right products

The objective is to expand the focus from traditional Financial Capital to now include Human Capital and Social Capital

Obtaining the RMA® Designation

Once RMA® candidates complete the course of study, they need to pass a comprehensive examination based on The RIIA Advisory Process textbook and required readings. Candidates will receive these required reading materials along with study workbooks upon enrollment as a candidate for the RMA®.

Materials and Fees:

- There is an enrollment fee, which includes The RIIA Advisory Process text book and an examination fee.
- The candidate must be a RIIA member to enroll.
- Any fees for formal preparatory classes are separate and payable to the offering organization.

Future Dates:

The full program roll out and classes for the RMA® designation will begin in mid-2010. Check the RIIA website at www.riia-usa.org for updates and details.

For further information, contact Steve Mitchell at sm@riia-usa.org.