Retirement Management Analyst™ (RMA) Designation

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

The financial advisor of the future must go beyond today's conventional wisdom to embrace a new and much more complete process if he/she is 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 FA study
- **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 two major areas of study:

Building the plan to mitigate risks	Mastering the advisory process
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	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 the RMA candidate completes the course of study, (s)he will need to pass a comprehensive examination based on the RIIA Advisory Process 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 a $175 RMA enrollment fee, which includes the RIIA Advisory Process curriculum book
- The additional required reading, *Retirement Portfolios: Theory, Construction and Management* by Mike Zwecher, is available at www.Amazon.com
- A $250 examination fee is payable at the time the RMA candidate registers to take the RMA exam. The candidate must be a RIIA member to enroll.
- Any fees for formal preparatory classes are separate and payable to the offering organization.

Pilot Dates:

The first pilot candidates will begin study in the spring 2010 with an examination being offered in March of 2010.

- A half-day review course will occur after the RIIA Spring Conference on Wednesday, March 24, 2010 in Chicago
- The pilot exam will follow the review course on March 24, 2010. You must take the exam in person.
- ID and a current RIIA membership are required to sit for the exam.

Future Dates:

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 or to become a pilot candidate, contact Steve Mitchell at sm@riia-usa.org.

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