



THE VIEW ACROSS THE SILOS

**New Research Report  
From  
The Retirement Income Industry Association  
Shares Advisor Best Practices in  
Delivering Retirement Income Solutions**

*~Advisors Who Invest Time and Effort to Specialize in Retirement See  
Significant Growth in Their Practices~*

Boston, MA (February 4, 2011) “Retirement income planning and management is a distinct discipline compared to wealth accumulation planning. It’s not just accumulation in reverse,” says Francois Gadenne, Executive Director and Chairman of the [Retirement Income Industry Association](#) (RIIA).

New research released by RIIA’s Research Committee offers key findings on best practices of how leading advisors serve retirement income clients. In the latest report of the RIIA Strategic Study Research Series, *Advisor Best Practices in Delivering Retirement Income*, co-authors Dennis Gallant of GDC Research and Howard Schneider of Practical Perspectives, present research and analysis of advisor best practices in the retirement income industry and discuss trends that they have observed since 2008. The goal of this study is to provide the unique viewpoint of advisors working with retirement income clients today. The research is based on quantitative surveys with nearly 1,000 advisors and in-depth interviews with advisors, executives and industry experts.

Key findings from the report include:

- Successful advisors view retirement income support and planning as a distinct discipline and one that requires commitment, innovation, and investment to generate a payoff.
- Advisors who have invested the time and effort to specialize in this arena have had significant growth in their practices, with more than 7 in 10 advisors reporting growth from retirement income clients in 2010.
- Demand for retirement income support and planning is growing as aging boomers reach retirement age.
- Advisors are expanding the range of services they deliver, going beyond managing investments to encompass new areas such as health care, elder care, career consulting, and other personalized support.
- Advisors are taking specific actions to reflect the growing emphasis on risk management in response to volatile markets.
- Retirement income portfolios integrate a variety of investment vehicles, rather than rely on a silver bullet or single product solution to solve the challenge.

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The report also discusses the three core approaches advisors follow to manage retirement income portfolios and offers a brief profile of “Best Practice Retirement Income Advisors”.

“The value of this research rests in sharing a unique viewpoint that examines retirement income from the advisors’ perspective as well as from RIIA’s ‘View Across the Silos’ by including advisors from all walks of the industry,” explains co-author Dennis Gallant.

“In addition, it’s clear that there is no single philosophy or approach that’s employed by these advisors,” adds Howard Schneider, also a co-author. “The marketplace is highly fragmented which opens up opportunities for advisors to truly differentiate themselves and grow their practices.”

The mission of the RIIA Research Committee is to deliver timely, innovative and actionable RIIA-sponsored research to the organization’s membership. As a member benefit, RIIA members may access this report for free from the Members-Only section of the RIIA website. Non-members may purchase the Best Practices Report for \$1,100 by contacting Dennis Gallant, GDC Research, (781) 314-0606, [gallant@gdcresearch.com](mailto:gallant@gdcresearch.com) or Howard Schneider, Practical Perspectives, 978-590-7290, [howard.schneider@practicalperspectives.com](mailto:howard.schneider@practicalperspectives.com).

### ***About the Retirement Income Industry Association ([www.riia-usa.org](http://www.riia-usa.org))***

*The Retirement 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. A not-for-profit organization with national and international members, RIIA strives to address issues encompassing a dramatically changing and dynamic retirement income landscape. Its mission is to bring the retirement income industry (commercially, academically and through affiliated associations) together with a “View Across the Silos<sup>SM</sup>” 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.*

Media Contact: Susan B. Chanley, [sbumsteadchanley@comcast.net](mailto:sbumsteadchanley@comcast.net), 781-578-0115.

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