

Retirement Income Industry Association's 2007 Managing Retirement Income Conference Earns High Marks Among Attendees

Boston, MA (March 27, 2007) Early survey results are in from participants at the Retirement Income Industry Association's (RIIA) 3rd annual Managing Retirement Income conference, and the feedback clearly indicates extremely favorable reactions from attendees.

"It's gratifying to receive such positive comments from attendees especially the signals that they plan to come to next year's event and encourage their colleagues to attend," said Francois Gadenne, RIIA's Founding Chairman and CEO of Retirement Engineering, Inc.

Nearly three hundred attendees, including top retirement income industry executives, leading academics, and researchers, joined together to discuss key strategic issues related to creating a secure retirement for Americans. Topics ranged from retirement income product innovation to the distribution challenges for present and future solutions as well as legal and compliance constraints, leading-edge research and innovative communications strategies.

"The agenda was packed with informative presentations and workshops from leaders throughout the retirement income industry," he continued. Many of the presentations shared at the conference are available on the RIIA website: www.riia-usa.org.

Early feedback and impressions about the conference included:

- "Very well-attended"
- "Great content"
- "Improves each year"
- "Terrific experience"
- "Informative"
- "Excellent section of speakers"
- "Academic atmosphere"
- "Very well run"
- "Interesting and engaging speakers"
- "Well worth my time"
- "Best ever"

The survey also asked attendees to comment about key challenges and insights about the retirement income industry:

- "We need to start to move more towards the 'how' instead of the 'why' of income distribution."
- "Must get over silos and bring thought leadership in sync with practice."
- "Competition is keen from the other retirement income providers."

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- “How can we take retirement income to the next levels in planning, strategy and solutions?”
- “Connect planning concepts to income strategies and implement product solutions.”
- “Process must be comprehensive but simple.”
- “We must stay focused on a customer-centric approach.”
- “We have a chance to shape the future of our company and our industry by finding solutions to the difficult challenge of moving from an accumulation world to a payout world. These solutions should come in the form of simplified products.”

Planning has already begun for the 2008 event and RIIA invites all interested members to become involved with the Program Committee.

About the Retirement Income Industry Association

RIIA (www.riia-usa.org) is a national, not-for-profit 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 a non-biased forum for sharing information, strategies and research. RIIA members receive quantitative and qualitative analyses of trends in the manufacture, distribution and usage of retirement income products and services. The association facilitates understanding of retirement income issues through educational programs and training.

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