



## DEFINING THE FUTURE OF RETIREMENT

### **The Retirement Income Industry Association (RIIA) Gears Up for 3<sup>rd</sup> Annual Managing Retirement Income Summit**

*~Event to be held February 12-14, 2007 in Boston, MA~*

Boston, MA (January 22, 2007) The Retirement Income Industry Association (RIIA) is hosting the 3<sup>rd</sup> Annual Managing Retirement Income Summit in Boston, MA from February 12 -14, 2007 ([www.riia-usa.org](http://www.riia-usa.org)). This conference is the industry's leading event devoted to retirement income issues, and is attended by more retirement income business leaders than any other industry gathering.

"The Managing Retirement Income conference brings together more top executives charged with guiding our nation's retirement income businesses than any other industry venue. Its reputation is due to the unmatched value it offers to RIIA members and participants in terms of the market research, product innovation, communications strategies and new technologies that are discussed," explains Francois Gadenne, Founding Chairman of RIIA and President & CEO of Retirement Engineering, Inc.

According to Paul Fichera, RIIA Program Committee Chair and Senior Vice President and Director of Product Development at MFS Investment Management, over 50 speakers from the fields of investment management, insurance, academia, distribution, research and financial planning will bring their perspectives, current thinking and innovations in product, processes, systems and research to attendees. "The Summit will attract more than 300 participants and offer extensive opportunities to network with the "who's who" in the retirement income industry. It's a not-to-be-missed event for those interested in helping to define the future of retirement security in the U.S.," he says.

The rapidly growing Retirement Income Industry Association is the only non-profit organization that sponsors a program designed to:

- Analyze the limitations of the current retirement product offerings, and offer strategies that will lead to an increase in products that boomers need
- Discuss how the industry's strategy shift from risk aversion to loss aversion will lead to positive change
- Offer strategies to determine what financial advisors' clients actually need and want, and what steps manufacturers need to take to deliver
- Address the opportunities and challenges presented by the legislative and regulatory landscape
- Understand how market segmentation strategies impact products and services retirees receive, and how it affects their behavior

**Third Annual Managing Retirement Income Summit**  
**February 12-14, 2007**  
**Marriott Long Wharf Hotel, Boston, MA**

Those interested in attending should visit [www.iir-retirement.com](http://www.iir-retirement.com) to register and review the full agenda.



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**Members of the media are welcome.** They should register with Marc Weitzman of the Institute for International Research, 212-661-3500, x3092; [MarcWeitzman@IIRUSA.com](mailto:MarcWeitzman@IIRUSA.com)

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### **About the Retirement Income Industry Association**

RIIA 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 its members a non-biased forum for sharing information, strategies and research. RIIA members receive ongoing quantitative and qualitative analyses of trends in the manufacture, distribution and usage of retirement income products and services. The association also facilitates greater understanding of retirement income issues through educational programs and training/certification. For more information, visit [www.riia-usa.org](http://www.riia-usa.org).

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