



THE VIEW ACROSS THE SILOS

## Retirement Income Industry Association Announces Winners of the First Practitioner Thought Leadership Award

Boston, MA (April 5, 2011) The [Retirement Income Industry Association](#) (RIIA) recently announced the winners of its first *Practitioner Thought Leadership Award* at its 2011 Spring Conference in Chicago, IL.

Zachary S. Parker, CFP®, Director of Annuities and Insurance, and Paul R. Lofties, CFP®, ChFC®, Vice President of Wealth Management and Acquisitions for Securities America, were presented with the award by Bruce Wolfe, CFA, Managing Director, Allianz Global Investors which is the founding sponsor of the *Thought Leadership Award* program.

In addition, the award-winning paper developed by Parker and Lofties, “Capturing the Income Distribution Opportunity: A Historical Analysis of Distribution Philosophies and a Solution for Today”, was featured in the inaugural issue of the [Retirement Management Journal](#)<sup>SM</sup>. Also sponsored by Allianz Global Investors, the RMJ<sup>SM</sup> is the first peer-reviewed publication serving the needs of financial advisors, practitioners, executives, and scholars who are interested in all topics relating to retirement-income planning and management.

“Allianz Global Investors is proud to be involved in the launch of the RMJ<sup>SM</sup> and the *Thought Leadership Awards* program. Both efforts are important investments to help satisfy the growing demand for retirement income information for the ‘front line advisor’ as well as plan sponsors and their employees,” explains Wolfe.

According to Francois Gadenne, Chair and Executive Director of RIIA, the RMJ<sup>SM</sup> and the *Thought Leadership Awards* were designed to promote research, scholarship and innovative thinking on retirement-income planning and management topics that contribute to the industry’s body of knowledge as well as RIIA’s [Retirement Management Analyst](#)<sup>SM</sup> (RMA<sup>SM</sup>) designation’s curriculum.

Dana Anspach, CFP®, RMA<sup>SM</sup>, and Chair of the RMJ’s Practitioner Peer Review Committee described the process for selecting the *Practitioner Thought Leadership Award*: “The paper written by Zachary Parker and Paul Lofties helped to advance the retirement income industry’s body of knowledge by objectively comparing several different approaches to generating retirement income. Rather than showing that one strategy is superior, the paper provides the professional with an excellent understanding of the risk/return trade off of each option.”

### [Thought Leadership Awards](#)

The *Thought Leadership Awards* program consists of two categories, the *Practitioner Thought Leadership Award* and the *Academic Thought Leadership Award* where practitioners and scholars are recognized for their papers demonstrating excellence in

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original thinking and industry leadership. Practitioner authors may range from financial advisors to product development managers to marketing communications experts. Scholars may include academics from across the realm of educational institutions and financial services firms. Each winner is awarded \$5,000 and their papers are published in the new RMJ<sup>SM</sup>. The *Academic Thought Leadership Award* will be presented at the RIIA Annual Meeting and Awards Dinner, October, 3-4, 2011.

To be considered for the *Thought Leadership Awards* program and publication in the RMJ<sup>SM</sup>, please submit papers to Robert Powell, the editor of the RMJ<sup>SM</sup>, [editor@retirementmanagementjournal.com](mailto:editor@retirementmanagementjournal.com).

Please visit the RIIA website ([www.riia-usa.org](http://www.riia-usa.org)) to review the RMJ Author Guidelines, subscriptions and advertising opportunities.

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

Founded in 2006 by leading companies, advisors and academics, RIIA and its members address the challenges facing the dramatically changing retirement income landscape. RIIA's mission as a national not-for-profit organization is to bring the retirement income industry together with a "View Across Silos" to stimulate the development of the products, processes and advisory services Americans need to create a secure retirement. Because RIIA members span the entire industry, they create a forum for sharing the freshest outlooks, the most modern thinking, the latest research and the newest product development within the realm of retirement income.

### **About Securities America**

Headquartered in La Vista, Neb., Securities America, Inc. has more than 1,800 financial professionals nationwide with approximately \$46 billion in client assets under their supervision. Securities America Advisors, Inc. is an SEC-Registered Investment Advisory firm with more than \$15 billion in assets under management and administration that offers investment management, financial advice and financial planning through financial advisors. For more than 25 years, Securities America's mission has been to foster the success of financial professionals so they can provide quality, objective financial counsel and services to their clients. Additional information is available at [www.securitiesamerica.com](http://www.securitiesamerica.com). Securities America Advisors, Inc. - An SEC Registered Investment Advisory Firm. Securities America, Inc. - Member FINRA/SIPC.

Contact: Susan Bumstead Chanley, [sbumsteadchanley@comcast.net](mailto:sbumsteadchanley@comcast.net), 781-587-0115

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