

MONDAY, JANUARY 31, 2021

7:00 a.m.–6:00 p.m.	Registration/Information Desk Open
7:00–8:00 a.m.	Breakfast with Sponsors and Exhibitors
8:00–8:10 a.m.	Opening Remarks with Investments & Wealth Institute
8:10–9:10 a.m.	<p>The Client Psychology of Retirement Products <i>Victor Ricciardi</i></p> <p>In this session, Victor discusses the specific biases associated with various retirement products such as annuities, 401k plans, and life insurance. Client communication is essential for educating and developing strategies for overcoming these retirement product biases. Understanding these emerging research issues will improve client trust and increase the likelihood of clients accepting financial advice.</p>
	<p>Institute CE 1</p> <p>CFP[®] CE Pending</p>
9:10–9:40 a.m.	Break with Sponsors and Exhibitors
9:40–10:30 a.m.	<p>Start with the End in Mind: The Steps to Creating an RPS <i>Dorothy Bossung, CFP[®], CIMA[®], CPWA[®], RMA[®]</i></p> <p>Decumulation of client assets during the course of retirement is often overlooked or undervalued. But guided decumulation allows the advisor to maintain or even increase their value to the client. The creation of the retirement policy statement, RPS, is created by a collaborative effort between advisor and client. This session will provide an overview of the process of creating a client specific RPS, including specific steps and questions as outlined in the Curriculum Book for RMA Candidates (6th ed.) and detailed further in the awardwinning Investments & Wealth Monitor's article, "Retirement Policy Statements: A Concrete Plan for Retirement".</p>
	<p>Institute CE 1</p> <p>CFP[®] CE Pending</p>
10:30–11:00 a.m.	Break with Sponsors and Exhibitors
11:00 a.m.–11:50 p.m.	<p>Healthcare is not a Six-Figure Word <i>Sudipto Banerjee, PhD</i></p> <p>Most retirement healthcare cost projections present a dire picture for future retirees, with projections often exceeding average retirement savings. We'll discuss why these projections are not helpful for planning retirement healthcare costs and present an alternative approach – projecting annual healthcare costs with premiums and out-of-pocket expenses separated. We'll also touch upon some of the key concerns related to healthcare planning—chances of experiencing a health-related spending shock, moving to a nursing home and exhausting assets due to healthcare spending.</p>
	<p>Institute CE 1</p> <p>CFP[®] CE Pending</p>
11:50 a.m.–1:00 p.m.	Lunch with Sponsors and Exhibitors
1:00–1:50 p.m.	<p>Assessing Your Client's Retirement Risks <i>Moderated panel discussion with Keith Whitcomb, RMA[®]; Roger Whitney, CFP[®], CIMA[®], CPWA[®], RMA[®]; and Bill Harris, RMA[®], CFP[®]</i></p> <p>In this moderated panel, three highly recognized advisors who hold the RMA certification will discuss how they assess their clients' retirement risks, describe when and why those risks become relevant to their clients, and discuss how they measure their clients' exposure.</p>
	<p>Institute CE 1</p> <p>CFP[®] CE Pending</p>
2:00–2:50 p.m.	<p>Integrating Risk Mitigation Strategies into Retirement Portfolio Allocations <i>Moe Allain, RMA[®], CPWA[®]</i></p> <p>What are the unique risks found in retirement? Mitigating risks in retirement, especially in the distribution phase, is an important value creator for your clients. This session will examine risk management approaches developed in the RMA certification curriculum that can be integrated into retirement portfolio allocations using behavioral finance (BeFi) techniques.</p>
	<p>Institute CE 1</p> <p>CFP[®] CE Pending</p>
2:50–3:20 p.m.	Break with Sponsors and Exhibitors
3:25–4:15 p.m.	<p>How to Use Asset Liability Matching to Build a Safe Runway into Retirement <i>Dana Anspach CFP[®], RMA[®]</i></p> <p>How do you make sure a client's portfolio can deliver reliable paychecks as they transition into retirement? In this presentation, you'll learn why asset-liability matching has been used by pension plans for years, and how they match investments to the point when they need to be consumed. Learn why clients love this approach, and how to apply it to your portfolios.</p>
	<p>Institute CE 1</p> <p>CFP[®] CE Pending</p>

MONDAY, JANUARY 31, 2021 (CONTINUED)

<p>4:20-5:20</p> <p>Institute CE 1</p> <p>CFP® CE Pending</p>	<p>The Big Initiatives: ESG & Rollovers <i>Marcia Wagner, JD</i></p> <p>DOL's regulatory agenda lists several projects of particular interest to retirement plan advisors. Among them are the fiduciary duties with respect to ESG investing, proxy voting, and further revisions to the rules defining investment advice fiduciaries and prohibited transaction class exemptions associated with those rules, a project that was begun in 2010 under the Obama Administration. At this point, most service providers providing some form of investment guidance are resigned to the fact that they will be treated as ERISA fiduciaries, and are looking for concrete rules to structure their policies and procedures. The DOL might also issue additional guidance regarding target date funds, private equity investments in 401(k) plans, and, at some future point, the prudence of providing bitcoin options in 401(k) plans. The SEC will also be weighing in on several of these issues.</p>
<p>5:30-6:30 p.m.</p>	<p>Reception with Sponsors and Exhibitors</p>

TUESDAY, FEBRUARY 1, 2022

<p>7:00 a.m.-12 p.m.</p>	<p>Registration/Information Desk Open</p>
<p>7:00-8:00 a.m.</p>	<p>Breakfast with Sponsors and Exhibitors</p>
<p>8:00-9:00 a.m.</p> <p>Institute CE 1</p> <p>CFP® CE Pending</p>	<p>The Seven Most Important Equations for Retirement <i>Moshe Milevsky, PhD</i></p> <p>Reviews the 7 most important conversations or principles around sound retirement income planning, by presenting the scientific breakthroughs that are at the core of providing a sustainable retirement income, with an emphasis on the investment portfolio and human longevity risk. Think of it as the college version of the course "Retirement Calculus for Poets."</p>
<p>9:00-9:30 a.m.</p>	<p>Break with Sponsors and Exhibitors</p>
<p>9:30-10:30 a.m.</p> <p>Institute CE 1</p> <p>CFP® CE Pending</p>	<p>10 Social Security Questions RMA Certificants Need to Answer <i>Marcia Mantell, RMA®</i></p> <p>Even for wealthy clients, Social Security is a critical component to creating sustainable income and financial security in retirement. For many women, Social Security can make the all the difference to remaining independent. And, as married women tend to outlive their husbands, his decision when to claim is doubly important. Despite the importance of this social capital component, many clients make decisions that significantly reduce their benefits. An RMA certificant is critical in helping clients navigate the complex Social Security rules, understand how their decisions will play out over a 30-year retirement, and see the implications of their decisions on their household balance sheet.</p>
<p>10:45-11:45 a.m.</p> <p>Institute CE 1</p> <p>CFP® CE Pending</p>	<p>Presenting and Monitoring the Plan <i>Francois Gadenne, CFA®, RMA®; and Mike Lonier, RMA®</i></p> <p>This session will show how the Procedural Prudence Map overlays the framework of a client retirement plan. See how the principles of the RMA method are used to create the client retirement plan.</p>
<p>12:00-1:00 p.m.</p>	<p>Box Lunch provided for those choosing to test on-site. Testing is available for qualified individuals and who have prearranged to sit for the exam at the conclusion of the Capstone.</p>
<p>1:00-4:00 p.m.</p>	<p>RMA certification testing window</p>