

WEBINAR SERIES

ACLI

Implications of the Confluence of Fiduciary and Best Interest Rules for Annuity Recommendations

Presented by

**CARLTON
FIELDS**

CELEBRATING 120 YEARS

June 23, 2021 | 1:00 - 2:00 PM ET

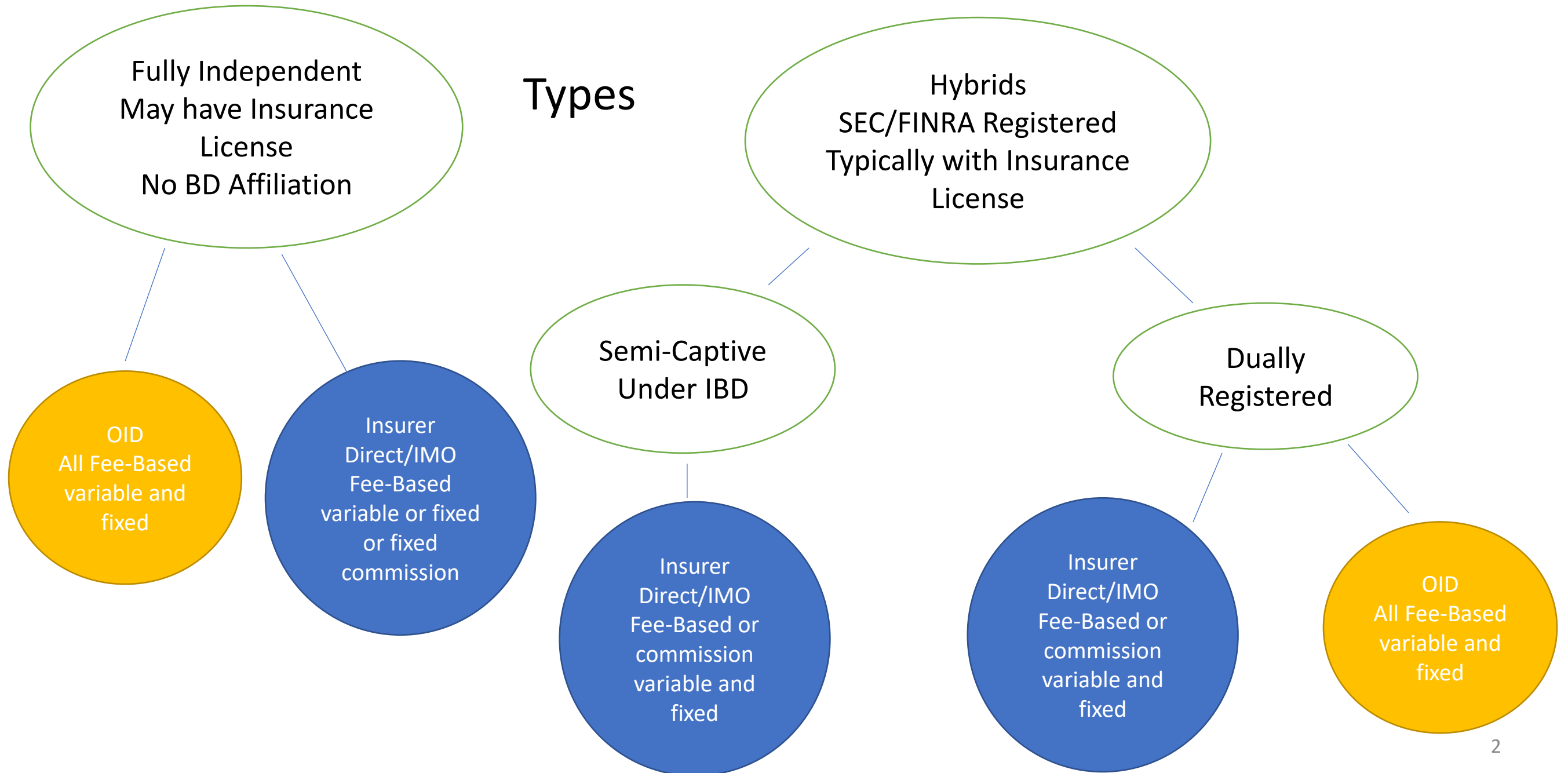
**CARLTON
FIELDS**

CELEBRATING 120 YEARS

Independent RIA Marketplace

Annuities in the Independent RIA Channel

Types



**CARLTON
FIELDS**

CELEBRATING 120 YEARS

Outsourced Insurance Desks

Outsourced Insurance Desk (OID)

RetireOne[®]
Provided by Aria Retirement Solutions

OID Supports Registered Investment Advisors (RIAs)

- **50 state insurance agency**
- **Broker dealer affiliation**
- **Transacts insurance sale**
- **Provides marketing/education materials to RIAs**
- **Interacts directly with end-client on as-needed basis**
- **Provides data feeds to RIAs**
- **Maintains/nurtures RIA relationship**

Outsourced Insurance Desk (OID)

RetireOne[®]
Provided by Aria Retirement Solutions

Why an OID?

- **Over \$5 trillion of RIA managed assets and fastest growing segment within financial services**
- **Over 15,000 RIAs**
- **Only 30% of RIAs have insurance license**
- **Fee-only RIAs have no BD relationship**
- **RIAs generally have higher net worth and older clients that can benefit from protection solutions**
- **Many RIAs are transitioning to a holistic wealth management and planning model**
- **Provides platform to transition commission annuities to fee-based**
 - **Helps advisors transition from FINRA registration**

Outsourced Insurance Desk (OID)

RetireOne[®]
Provided by Aria Retirement Solutions

Benefits for RIA

- **OID provides solutions RIAs cannot offer**
- **OID provides unique subject matter expertise as OID only offers insurance/annuities**
- **No perceived poach threat to RIA clients**
- **Insurance/annuity marketplace supports fiduciary model**
- **Incorporating planning advice w/insurance provides defense against RIA fee compression and competition from robo-advisors**

Outsourced Insurance Desk (OID)

RetireOne[®]
Provided by Aria Retirement Solutions

Benefits for RIA Clients

- **Access to broad range of fee-based solutions with better value/benefit (commissions removed)**
- **Coordinated advice between investment fiduciary and insurance/annuity specialist**
- **Integrated statements (via OID data feeds)**
- **Fee transparency among all parties**
- **Better financial outcomes**
- **Elimination of conflicts of interest**

Outsourced Insurance Desk (OID)

RetireOne[®]
Provided by Aria Retirement Solutions

Benefits for Insurers

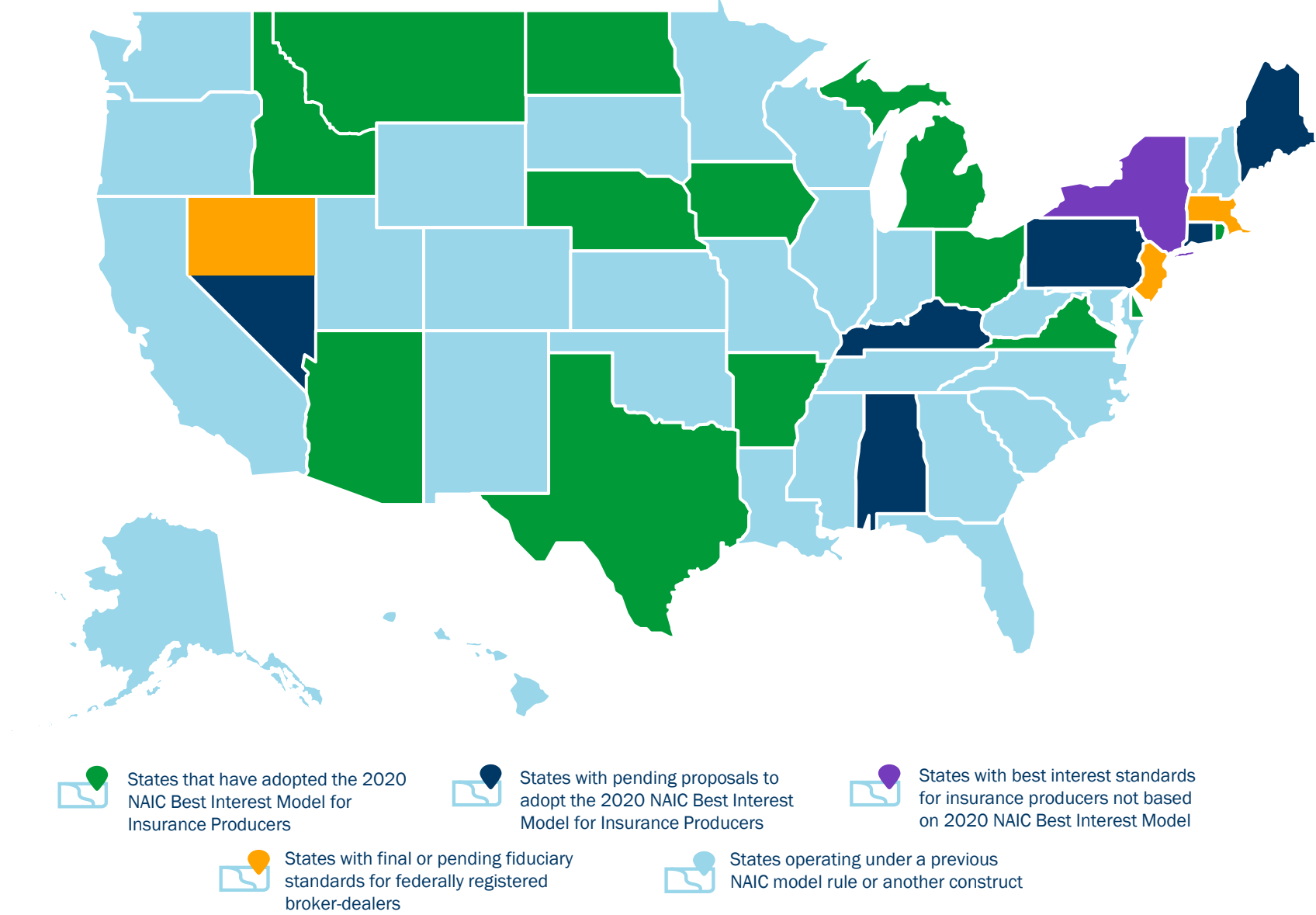
- **Turnkey access to RIA channel and platforms that support RIAs**
- **Significantly reduced deferred acquisition costs**
- **OID navigates the wide variety of RIAs and RIA technologies**
- **OID acts as a virtual IMO**
- **Eliminates many conflicts and reduces regulatory and litigation risk**
- **Growth potential if a strong best interest standard is uniformly adopted**

**CARLTON
FIELDS**

CELEBRATING 120 YEARS

Standards of Conduct

States that have adopted or have pending a best interest or fiduciary standard



At the federal level: (1) Regulation Best Interest imposes a best interest standard on broker-dealers; (2) the Investment Advisers Act of 1940 through the SEC vs. *Capital Gains Research Bureau, Inc.* U.S. Supreme Court decision and the SEC's 2019 fiduciary interpretation imposes a fiduciary standard on investment advisers; and (3) for investment recommendations involving IRA or ERISA plan assets, a fiduciary duty may apply (see 2020 DOL Fiduciary Advice PTE, including preamble discussion)

**CARLTON
FIELDS**

CELEBRATING 120 YEARS

Looking to the Future

Thank You

Questions?

Contact: rchoi@carltonfields.com



Moderator

Richard Choi

Shareholder

Carlton Fields



Scott Golde

Senior Vice President

Enterprise Chief Compliance Officer

Jackson Financial Inc.



Pam Lewis

Marlborough

General Counsel

TIAA Individual & Institutional

Services, LLC.



David Stone

Chief Executive Officer

Co-Founder

RetireOne

WEBINAR SERIES

ACLI

#SecureRetirement2021



Join us for a Twitter chat about solutions for retirement savers and how we can help more Americans protect their family's financial future.

Monday, June 28, 1-2 p.m. ET

Follow @ACLINews

#SecureRetirement2021

