Press Release

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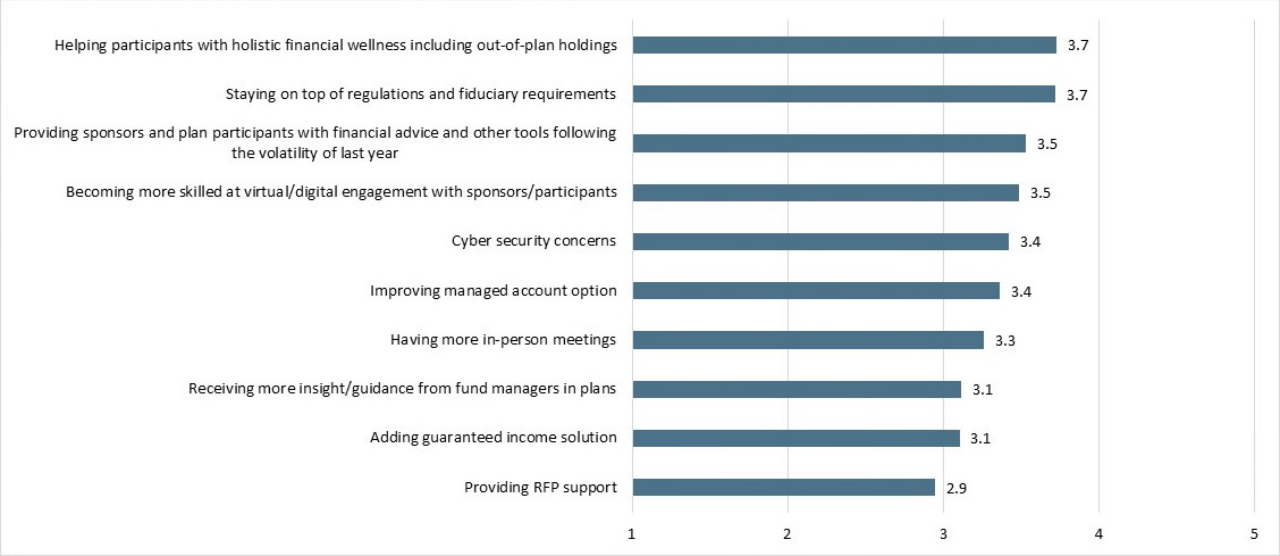
Financial Wellness and Regulatory Issues Top Advisors' Retirement Servicing Needs

March 30, 2021*, Needham, MA* – Plan sponsors have been focusing on the decumulation side of the retirement equation, but shortfalls in retirement savings and the recent change in administration have made holistic financial wellness and regulatory knowledge paramount. According to FUSE Research Network's latest Advisor Trend Monitor Series Report – *Advisor Top Trends for 2021,* published in conjunction with WealthManagement.com, financial advisors rated both helping participants with holistic financial wellness and staying on top of regulations and fiduciary requirements as the most important issues for servicing retirement plans.

Foremost Issues for Currently Servicing Retirement Plans



Note: Scale of 1 to 5, with 5 being "Most Important"
Source: FUSE Advisor Top Trends for 2021

Advisors across all demographic groups were virtually unanimous in their top two choices. Female advisors were most emphatic (4.1) about the need to stay current with regulations and fiduciary requirements, which represented the single-highest score among the 21 advisor demographics examined.

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"Solutions designed to incent retirement savings through the working years while solving for income needs in retirement are now being advanced," explains Patrick Newcomb, Director of BenchMark Research at FUSE Research. "Firms are joining forces to provide solutions such as LifePath Paycheck and Income America. The focus on regulatory and fiduciary issues is expected given advisors are likely anticipating a shift in the retirement regulatory landscape."

In addition to servicing retirement plans, the Advisor Trend Monitor Report – *Advisor Top Trends for 2021* explores how advisors define themselves, asset allocation shifts by broad objective and investment category, and the most valuable COVID-related virtual events.

The FUSE Advisor Trend Monitor is a survey-based report series that provides timely insight into advisor views on a range of issues central to asset managers' decisions about resource allocation. With the ongoing support of our partner, WealthManagement.com, FUSE releases a total of six reports annually that comprise the Advisor Trend Monitor series.

For details about obtaining a copy of *Advisor Top Trends for 2021,* please email Jason Heinhorst at jheinhorst@fuse-research.com or call (720) 221-5223.

About FUSE Research Network LLC

FUSE was launched in 2008 with the view that research and consulting support for asset managers has failed to evolve with the changing needs of the client. The future competitive environment will demand that clients make important business decisions within shorter and shorter timeframes.

In order to support clients in this setting, FUSE provides a dynamic research platform that covers our clients' current and future decision areas (strategic and tactical). Our goal is to become an invaluable business partner through the delivery of highly informed and forward-looking recommendations that are among the critical inputs our clients need to optimize results.

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