



NAPA's Retirement Income for 401(k) Plans Certificate



Effectively Communicate
& Implement Retirement
Income Solutions



AMERICAN RETIREMENT ASSOCIATION

Working for America's Retirement

American Retirement Association (ARA)

Based in the Washington, D.C. area, the American Retirement Association is a non-profit professional organization with two major goals: to educate all retirement plan and benefits professionals, and to create a framework of policy that gives every working American the ability to have a comfortable retirement.

As part of that mission, for more than half a century, the American Retirement Association has developed and distributed education programs, information resources, and professional credentials that have become the gold standard for retirement plan professionals in every field of endeavor.

More than 30,000 members strong, the American Retirement Association is comprised of five premier retirement industry associations:

- American Society of Pension Professionals & Actuaries (ASPPA)
- Association of Enrolled Actuaries (ASEA)
- National Association of Plan Advisors (NAPA)
- National Tax-deferred Savings Association (NTSA)
- Plan Sponsor Council of America (PSCA)



NAPA

National Association
of Plan Advisors

National Association of Plan Advisors (NAPA)

In 2011, the National Association of Plan Advisors (NAPA) was formed, quickly becoming the fastest growing member association. Created by and for retirement plan advisors, membership is also open to other retirement industry professionals who support the interests of plan advisors. While the financial services industry is well represented in Washington by a number of trade associations that weigh in on issues affecting advisors, NAPA is the only advocacy group exclusively focused on the issues that matter to retirement plan advisors. This exclusive focus is what sets NAPA apart.

The NAPA RI(k)TM Certificate

The Retirement Income for 401(k) Plans or RI(k)TM Certificate course will help plan advisors understand the key terminology needed to communicate with plan sponsors and participants about retirement income and the forces driving retirement income solutions in today's marketplace.

MODULE 1: WHY RETIREMENT INCOME MATTERS FOR PLAN ADVISORS

- Understand the need for retirement income solutions to achieve more holistic participant outcomes
- Identify the forces driving demand for retirement income solutions
- Recognize the need for retirement income solutions in the plan advisor's business practices

MODULE 2: DEFINING RETIREMENT INCOME SOLUTIONS

- Develop a lexicon to communicate with plan sponsors, participants and service providers related to retirement income solutions
- Identify annuity types, including common riders
- Distinguish key terminology associated with delivering retirement income solutions

MODULE 3: TODAY'S RETIREMENT INCOME SOLUTIONS

- Identify the risks that today's retirement income solutions try to solve
- Engage with the risks and trade-offs in selecting today's retirement income solutions
- Evaluate key decisions necessary to select a retirement income solution

MODULE 4: PRUDENT PROCESS FOR SELECTION OF RETIREMENT INCOME SOLUTIONS

- Develop the framework for prudent selection, monitoring, and replacement of retirement income solutions in ERISA-covered retirement plans
- Identify updates to the investment-policy statement, as necessary, for retirement income solutions
- Differentiate between settlor decisions and fiduciary decisions in the context of deciding to include (or not include) retirement income solution(s) in a plan.

MODULE 5: OPERATIONALIZING AND IMPLEMENTING RETIREMENT INCOME SOLUTIONS

- Identify common objections when implementing a retirement income solution
- Develop a communication plan for current plan sponsor clients and participants regarding retirement income solutions and opportunities



PROGRAM SUMMARY

NAPA's Retirement Income for 401(k) Plans (RI(k)™) Certificate Course, a program specifically designed to help you, a plan advisor, effectively communicate and implement retirement income solutions for your clients. This comprehensive course will build upon foundational knowledge while equipping you with the tools needed to seamlessly navigate and understand a variety of retirement income plans.

Created by some of the nation's leading retirement education resources, this program will help you define the importance of retirement income solutions and how they prove imperative for holistic participant outcomes. You'll gain insight into effectively communicating these solutions to key stakeholders, selecting optimal plans based on differing factors, and choosing strategies for continuous learning as solutions evolve in the retirement plan marketplace.

ASSESSMENT REQUIREMENTS

Learners must pass a 10-questions assessment at the end of each module to earn their certificate

BOOTCAMP

Additionally, at the NAPA 401(k) Summit, advisor attendees can attend the NAPA RI(k)™ bootcamp cram session and earn the certificate. Learn more at www.napasummit.org.

CONTINUING EDUCATION

The NAPA RI(k)™ Certificate Program is approved for five NAPA Relevant Topics CE credits. You will also receive a certificate of completion for self-reporting of two CFP and five AIF CE credits.

COST

The course is available to NAPA Members, NAPA Firm Partners, and those who are invited to participate by our Education Partners at no cost, through a special enrollment code. The program is purchasable from our marketplace for \$415.

Thank You to Our Education Partners

