

#### THE CERULLI EDGE®

# RETIREMENT

**EDITION** 

#### **20 2012**

### **Partnerships Issue**

#### **Article Summaries:**

## **Distribution and Servicing Partnerships**

Recordkeepers, TPAs, and retirement-specialist advisors are aligning in ways that positively brings consolidation and creates powerful client experiences through enhanced scope and new focus.

#### **Annuities**

An insurer's evaluation of product competitiveness, brand recognition, and distribution capabilities may conclude that strategies need to be revamped.

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