



**SAVE THE DATE**

**Wednesday, April 5, 2017, 4:00 p.m. to 6 p.m.**

**Winning in the  
Retirement Market**

**Sponsored by Lord Abbett (Courtney Langdon)  
Presented by Brian Dobbis, QKA, QPA, QPFC, TPGC**

**The Central Arizona Estate Planning Council and the Accredited Estate Planner (AEP) / Emerging Professionals' Group (EPG) committees cordially invite you to a complimentary educational, networking meeting while earning Continuing Educational credits followed by Hors d'oeuvres & Refreshments at:**

**5<sup>th</sup> & Wine   
7051 East 5<sup>th</sup> Avenue  
Scottsdale, AZ 85251**

**Earn 1 AEP, CFP, CIMA, CLU & PACE Continuing Education Credit  
A Certificate of Completion and material handout will also be given to self-submit for other organizations, licenses, and designations for possible CE credit**

*Topics Include:*  
*Defining a plan fiduciary*  
*Fiduciary "pitfalls"*  
*Limiting fiduciary liability*  
*Legislative and regulatory update*  
*Using this knowledge to grow your retirement plan business*

# Lord Abnett Advisor Presentations

## Winning in the Retirement Market

### **The Informed Fiduciary: Fiduciary Responsibilities in the 401(k) Plan Market**

This end-to-end seminar will help advisors learn the plan sponsor's perspective on the five essential fiduciary duties they face today. We will take a deep dive discussing fiduciary duties, status, activities, and available strategies to reduce fiduciary liability.

We will also discuss industry trends, as well as regulatory and legislative agenda in Washington, D.C.

Topics include:

- Defining a plan fiduciary
- Fiduciary "pitfalls"
- Limiting fiduciary liability
- Legislative and regulatory update
- Using this knowledge to grow your retirement plan business

### **Ideas into Action: Designed to Help Grow Your Retirement Plan Business**

The regulations surrounding retirement plans are more complicated than ever, making it harder for plan sponsors to stay current with these rules. Yet this complexity presents an opening for enterprising financial advisors who present themselves as knowledgeable 401(k) experts. This Ideas into Action presentation was created to help advisors identify potential opportunities and develop creative solutions for plan sponsors.

### **Ideas into Income: Designed to Help Grow Your Business**

As individuals grow older, lifetime income and principal protection become more important. According to the AARP, there are more than 76 million baby boomers in the United States, and, starting in 2011 they began turning 65 at a rate of about 7,000 per day. Variable annuities are uniquely positioned to provide guaranteed lifetime income. Given the size of the baby-boomer retirement pool, the potential for variable annuity sales are vast. However, identifying the best prospects from this huge pool can be daunting. That's why we created Ideas into Income—an "end-to-end" prospecting program. This presentation teaches financial advisors how to fully utilize Ideas into Income—first to identify annuity candidates and then to deploy the tools that are provided to help educate prospects and convert them into clients.

**Building a Better Bond Lineup: The Future of Fixed Income in Retirement Plans**

Defined contributions face two challenges in today's environment: Their participants are more exposed to rising rates than they might believe, and most plans are woefully under-diversified within fixed income. Join us as we discuss the following:

- Where the risks are in today's bond market
- What drives bond performance in different environments
- How to diversify within fixed income
- Preparing your plan lineup for the bond market of tomorrow



## BRIAN DOBBIS, QKA, QPA, QPFC, TGPC

*IRA Product Manager, Product Strategy*  
Brian Dobbis is responsible for managing Lord Abbett's IRA business. His areas of expertise include: IRAs, 401(k), 403(b), and 457 retirement plans.

Mr. Dobbis joined Lord Abbett in 2002, and held the positions of Retirement Consultant, Retirement Research Associate, and Retirement Analyst. He began his career in the financial services industry in 1997.

Mr. Dobbis is a frequent guest speaker at wealth management conferences throughout the United States.

The American Society of Pension Professionals and Actuaries (ASPPA) recognizes Mr. Dobbis as a Qualified 401(k) Administrator (QKA), a Qualified Plan Administrator (QPA), a Qualified Plan Financial Consultant (QPFC), and a Tax-Exempt & Governmental Plan Consultant (TGPC). He earned a BA in communications from Rowan University, and also is a holder of the Series 6, Series 7, Series 63, and Series 65 licenses.