



For immediate release April 30<sup>th</sup> 2009

**METLIFE LAUNCHES UNIT-LINKED GUARANTEE MASTERCLASSES**  
**Pilot scheme will focus on business development for IFAs**

MetLife Europe Limited (MetLife) is to launch a series of unit-linked guarantee masterclasses for IFAs around the country aimed at helping advisers increase their understanding of the products.

MetLife aims to run up to 10 masterclasses throughout the year as part of its commitment to working closely with IFAs and supporting them in developing their businesses.

MetLife is launching the masterclasses after a successful first year for its unique Retirement Portfolio, the first personal pension to offer income and capital guarantees. Since the launch of the product in June 2008 MetLife has seen that advisers and clients have recognised the growing importance of guarantees.

Figures from Watson Wyatt confirm the success of the market – it recorded sales of unit-linked guarantees and variable annuities were £1.153 billion in 2008 compared with £537 million in 2007.

However MetLife acknowledges that advisers need further help and support in improving their knowledge and confidence in using unit-linked guarantees particularly in light of concerns about financial strength of providers.

The sessions will be run by **Peter Carter, MetLife's Head of Product Marketing** who will be joined at the session in Bath by Steve Billingham, the Managing Director of FP Advance.

**Peter Carter** said: “The unit-linked guarantee concept has taken off in the UK but we need to do more to help and support IFAs and to outline how the products work particularly in the light of the current market conditions.

“MetLife’s financial strength and prudent approach to risk enables us to deliver credible guarantees but of course informed and knowledgeable advisers have questions. These masterclasses will answer these questions and hopefully also help advisers build their own businesses.”

The two pilot masterclasses will be held on May 12<sup>th</sup> in Cambridge and on June 10<sup>th</sup> in Bath with other venues and dates to be finalised during the year.

The sessions will focus on the history of the products and their development in other countries as well as explaining how the guarantees are delivered and the importance of providers’ financial strength.

FP Advance will present at the Bath session focusing on how IFAs can build their businesses in the face of the current extreme market conditions outlining strategies to identify business opportunities and clients.

MetLife’s range of retirement and long-term savings products with innovative guarantee features includes its award-winning Retirement Portfolio, the first personal pension to offer both capital and income guarantees, and its Guaranteed Investment Bond, which offers capital, withdrawal and death benefit guarantees

Retirement Portfolio provides unique guarantees which protect the clients fund value against markets falling, locks-in gains every three years when markets rise and guarantees income for life. For more information advisers should go to [www.metlife.co.uk/rp](http://www.metlife.co.uk/rp).

The minimum initial investment is £50,000 and clients have access to a range of MetLife Best of Breed and Index Funds, Managed and Index Portfolios chosen with the assistance

of leading independent investment research company, Morningstar Associates Europe Limited.

MetLife is an affiliate of US-based MetLife, Inc. a leading global insurance and financial services organisation which counts the U.S.'s largest life insurer among its subsidiaries. The organisation is renowned for its stability, financial strength and security, and had over £358 billion of total assets at 31<sup>st</sup> December 2008.

## **Notes to Editors**

### **MetLife Europe Limited**

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MetLife, Inc., through its affiliates, serves approximately 70 million customers in the Americas, Asia Pacific and Europe. Affiliated companies, outside of the U.K., include the number one life insurer in the United States, with over 140 years of experience and relationships with over 90 of the top one hundred FORTUNE 500® companies. The MetLife companies offer life insurance, annuities, automobile and home insurance, retail banking and other financial services to individuals, as well as group insurance, reinsurance and retirement and savings products and services to corporations and other institutions.

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For further information, please contact:

Claire Oldstein  
Head of Marketing Communications, MetLife

+44 (0) 207 715 2300