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METLIFE LAUNCHES ROS ALTMANN ROADSHOWS
Sessions will focus on risks and misconceptions for IFAs in retirement planning

MetLife Europe Limited (MetLife) is launching a series of roadshows for IFAs with independent pensions expert Dr Ros Altmann as part of its ongoing programme of working closely with advisers to help them build their businesses.

Dr Altmann, a former investment banker and Government adviser on pensions, will outline the risks and misconceptions of current retirement planning strategies as well as choices and scenarios for advisers to consider with their clients.

The two-hour sessions at venues throughout the UK during October and November will also include question and answer sessions and presentations from MetLife on its range of retirement planning and savings products.

The roadshows, which start in London and Birmingham on October 6th and 7th respectively, follow on from Dr Altmann's report, launched in May, **Planning for Retirement: You're On Your Own** which was published by MetLife. Venues in November include Manchester, Leeds, Bristol, Cardiff, Belfast, Basingstoke, Edinburgh, Glasgow and Newmarket.

The report argued that pensions policy has been effectively a "bet on equities" which has enabled successive Governments to cut State Pension to low levels and to shift responsibility to employers only for employers in turn to cut pension provision as Government regulation and policy changes increased their costs.

She has called for new approaches to pension saving, with individuals and their advisers exploring a much wider range of options for both the investment of their assets and converting pension funds into later life income. This could include consideration of insurance protection against falling stock markets or rising annuity rates.

Dominic Grinstead, Managing Director, UK, MetLife said: “Ros Altmann is the leading independent pensions policy adviser in the UK and her insights will be very useful for advisers who are working to help clients cope with retirement planning issues.

“Retirement savings are at a crossroads and the need for new approaches is clear. MetLife is committed to playing its part and we are delighted to be working with Dr Altmann.”

Consumer research* among MetLife clients shows IFAs are doing an excellent job explaining the risks and benefits of guaranteed products with 59% saying they are very satisfied and 36% saying they are fairly satisfied.

MetLife’s range of retirement and long-term savings products include 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.

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 approximately £314.157109 billion (US\$ 509.5 billion) of total assets at 31st March 2009.

Notes to Editors

* Based on a survey of 100 consumers carried out by ORC International on behalf of MetLife

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