



## ***Securities America Receives Income Distribution Thought Leader Award***

OMAHA, Neb. (June 9, 2011) – Securities America has received the first *Practitioner Thought Leadership Award* from the [Retirement Income Industry Association](#) (RIIA) for its white paper, “Capturing the Income Distribution Opportunity: A Historical Analysis of Distribution Philosophies and a Solution for Today.”

The *Thought Leadership Awards* were designed to promote research, scholarship and innovative thinking on retirement-income planning and management topics that contribute to the industry’s body of knowledge and the curriculum for RIIA’s [Retirement Management Analyst](#)<sup>SM</sup> (RMA) designation. The white paper was published in the inaugural issue of RIIA’s [Retirement Management Journal](#)<sup>SM</sup>, the first peer-reviewed publication serving the needs of financial advisors, practitioners, executives, and scholars who are interested in all topics relating to retirement-income planning and management.

“Securities America’s white paper helped to advance the retirement income industry’s body of knowledge by objectively comparing several different approaches to generating retirement income,” said Dana Anspach, CFP®, RMA, and chair of the RMJ’s Practitioner Peer Review Committee. “Rather than showing that one strategy is superior, the paper provides the professional with an excellent understanding of the risk/return trade off of each option.”

The *Thought Leadership Awards* program consists of two categories, the *Practitioner Thought Leadership Award* and the *Academic Thought Leadership Award*, where practitioners and scholars are recognized for their papers demonstrating excellence in original thinking and industry leadership. Practitioner authors may range from financial advisors to product development managers to marketing communications experts. Scholars may include academics from across the realm of educational institutions and financial services firms. Winners are awarded \$5,000, and their papers are published in the new RMJ.

### ***About Securities America***

Headquartered in La Vista, Neb., Securities America, Inc. has more than 1,800 financial professionals nationwide with approximately \$46 billion in client assets under their supervision. Securities America Advisors, Inc. is an SEC-Registered Investment Advisory firm with more than \$15.8 billion in assets under management and administration that offers investment management, financial advice and financial planning through financial advisors. For more than 25 years, Securities America’s mission has been to foster the success of financial professionals so they can provide quality, objective counsel and services to their clients. Additional information is available at [www.securitiesamerica.com](http://www.securitiesamerica.com).

***About the Retirement Income Industry Association***

Founded in 2006 by leading companies, advisors and academics, RIIA and its members address the challenges facing the dramatically changing retirement income landscape. RIIA's mission as a national not-for-profit organization is to bring the retirement income industry together with a "View Across Silos" to stimulate the development of the products, processes and advisory services Americans need to create a secure retirement. Because RIIA members span the entire industry, they create a forum for sharing the freshest outlooks, the most modern thinking, the latest research and the newest product development within the realm of retirement income. Additional information is available at [www.riia-usa.org](http://www.riia-usa.org).

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