

# Where Can You Add Value?

Many advisors who operate in defined contribution (DC) plans want information or services from the recordkeepers and investment managers they work with.

## *“Very” or Somewhat” Interested*

76%

A compendium of retirement market and industry statistics

70%

A compendium of financial market statistics

70%

Practice development training or seminars

65%

Insights from the world of academic behavioral finance

65%

Thought leadership initiatives you can use to build your practice

61%

Tools to help you identify and qualify prospects

58%

Practice management training or seminars

56%

Financial markets and economic commentary

55%

Databases for prospecting