

For Immediate Release

Retirement Income White Paper from FundQuest Provides Best Practices for Financial Institutions and Advisors

BOSTON, MA, April 10, 2007- FundQuest has published a white paper titled "A Process-Centered Approach to Retirement Income--Best Practices for Institutions and Advisors". The 24-page paper describes a fully integrated process, including detailed planning, implementation, and monitoring steps, to optimize sustainable retirement income programs for individuals. FundQuest is a leader in providing customized turnkey managed investment account solutions to financial institutions.

The white paper is available at: www.fundquest.com/press-resea.htm

The paper's key premise is that financial institutions and their advisors can provide better service which will lead to faster asset growth, along with higher advisor productivity and greater client retention by adopting a well-defined process-centric approach to retirement income management.

The paper details the practical actionable steps advisors can employ to address each investor's specific needs in retirement. For example, ongoing monitoring processes help ensure that plan adjustments, often driven by major life changes and investment performance, are implemented on a timely basis.

According to Lisa Burns, co-author and FundQuest Retirement Product Manager, "Advisors and financial institutions have told us that one-time-single-product sales, and set-it-and-forget-it solutions are inadequate. With a comprehensive process, supported by automation and appropriate products, advisors can efficiently create and maintain individualized retirement income programs."

FundQuest has leveraged over fourteen years of experience, as a strategic partner to institutions and their advisors, to address the inherent complexities in optimizing retirement income programs.

According to Bob Del Col, Chairman of FundQuest, "Financial institutions recognize the significant value that advisors and their clients can derive from a process that tightly integrates planning, implementation, and ongoing monitoring capabilities. Institutions also recognize that this integrated approach has significant advantages versus standalone retirement planning tools."

Mr. Del Col recently presented excerpts from the paper at the Retirement Income Industry Association's annual conference.

About FundQuest

[Retirement Management Solutions](#)

FundQuest is a leader in providing comprehensive open architecture solutions that support institutions and their advisors through the full process of planning, implementation, and ongoing monitoring for sustainable retirement income. FundQuest's retirement management platform is customized for the needs, product-set, and branding of each individual institution.

Asset Management Services

FundQuest (www.fundquest.com/usa) is a leader in providing customized turnkey managed investment account solutions to premier financial institutions. The company's web based platform, objective investment management services, and sales and marketing resources help financial advisors to address their clients' important financial goals. Financial institutions leverage FundQuest's flexible menu of wealth management solutions to deliver: retirement income management, mutual fund advisory, unified managed accounts, separately managed accounts, fee-based brokerage, exchange-traded funds, and alternative investments. FundQuest's platform supports the management of retirement assets, trust accounts, insurance, and annuities.

The combined U.S. and European operations of FundQuest have \$36 billion in assets under management and administration. Services are offered in the U.S. through FundQuest Incorporated, a Registered Investment Advisor founded in 1993. FundQuest is a wholly owned subsidiary of BNP Paribas.

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