

A Collaboration

This project benefits from a large number of industry professionals who have all donated their time and creativity. The importance of the subject matter is evidenced by the fact that recruiting these very busy people to help pro bono was easy to do. Not a single one of them ever bothered to ask “What’s in it for me?”

Perhaps there’s also a need to establish the authenticity of why this content intentionally produces no revenue and isn’t protected by copyrights or patents. The short answer is: credibility. A longer answer is available in chapter 5 on our Home page ([Industry Resistance](#)).

In addition to the list of volunteer collaborators below, we also need to acknowledge the major influence of two authors, **Barton Waring** and **Bill Sharpe**, who are quoted heavily in our chapter for 401(k) plan fiduciaries. [Barton’s book](#) about fixing underfunding problems in traditional Defined Benefit plans is a great read for anyone interested in the history of pensions, and is a deep dive on the economics of LDI. [Sharpe’s e-book](#) on retirement planning for individuals tackles how to think about matching economic benefits of income annuities within a portfolio approach. Even though the solutions aren’t yet pragmatic, his ideas and research improved our own ideation process.

There are too many contributors to fit the space here, so the following is an abbreviated list of experienced professionals who care about retirement security for all Americans.

Key Contributors

Mark Chamberlain started this project in 2010 following a decade at Barclays Global Investors, where he helped lead the iShares mission to integrate index funds into prudent portfolio process at the broker-dealers. Mark has been in the industry since 1986.

Clay Singleton is an economist, college professor and formerly the head of Ibbotson Associates’ asset allocation education group. Clay has been a primary writing partner in recent years, and his ideas for simplifying the LDI concept for individuals have heavily influenced our essays.

Benny Goodman is a wise and thoughtful annuity/actuary, works for a major insurance company, and provided us with insights and input that are especially critical.

Marcia Wagner runs one of the country’s top ERISA law firms, and has been incredibly generous with her time and knowledge ever since our inception.

Barry Flagg is a pioneer and leader in the effort to improve due diligence and best practice standards for life insurance advice. To do so he started the company www.Veralytic.com. Barry also volunteers at The Center for Board Certified Fiduciaries to create curriculum.

Gary Mettler is a former annuity company home office executive who literally wrote the book on single premium income annuities (SPIAs), titled “Always Keep your Hands Up!” Gary has been steadfast in his support of SPIAs in recent years even though they’ve been one of the industry’s worst selling products.

Michelle Richter is an annuity expert and thought leader on retirement income solutions. She’s so passionate about the subject that she recently left Milliman to hang out a shingle to become an independent consultant. Her firm is called Fiduciary Insurance Services, LLC, www.fiduciaryinsuranceservices.com.

Ken Steiner Is a former pension actuary who started his own pro bono project to improve retirement outcomes for individuals through better budgeting; his blog is found at <http://howmuchcanlaffordtospendinretirement.blogspot.com>

Marty Durbin is a CPA and veteran Financial Planner at his firm Crawford, Carter & Durbin in Dallas. He is a past volunteer on the Financial Planning Association’s advisory committee, and was a primary writing partner for the first papers published by The Open Architecture 2020 Group (Links to our first published papers are included below).

Rita Cheng worked for Ameriprise for a number of years advising individuals before starting her own financial advisory firm, Blue Ocean Global Wealth in Washington, DC. Rita is a past volunteer on the Financial Planning Association’s advisory committee.

Adam Sokolic is COO of Retirement and Private Wealth at Hub International; his expertise in 401(k) plan best practices made him invaluable as a sounding board and collaborator during our early years.

Links to Previous Published Essays by The Open Architecture 2020 Group

“A New Six Step Retirement Advice Process”

Published by IMCA’s “Investment and Wealth Monitor” in 2017

https://www.iwmonitor-digital.com/iwmonitor/july_august_2017/MobilePagedReplica.action?pm=1&folio=48#pg50

“Changing the Retirement Advice Conversation”, Published by The Society of Actuaries in 2018

<https://www.soa.org/globalassets/assets/Library/Essays/2018/securing-future-retirements/2018-securing-future-retirements-chamberlain-cheng-durbin-sokolic.pdf>