

Financial Benefits are People Benefits video script

April Halloran, Communications Consultant: When my children ask me what I do for a living, I tell them I help people save so that someday they can spend time with their grandchildren. I teach people how to do that.

Lisa Margeson, Head of Retirement Client Experience and Communications: Our responsibility is to help individuals understand their full financial lives. Not just saving for retirement.

Steve Ulian, Head of Institutional Sales and Relationship Management: To help that person truly achieve their financial goals that in turn leads to them being able to fulfill their dreams and their ambitions.

Lorna Sabbia, Head of Retirement and Personal Wealth Solutions: The magic here is understanding what our clients are going through, what their fears are, what gets them excited.

John Quinn, Head of Institutional Product Development and Platform Management: Acting in the best interests of our clients is critically important as we help them achieve their goals.

Danovan Clacken, Health Benefit Solutions Strategy: We build that trust with our clients through constant communication.

John Quinn: The insights that we provide are critical for our clients. The more that we can deliver personalized advice, the more than we can understand the goals of a unique individual, or a company, helping companies truly take benefits to the next level.

Chris Adam, Head of Personal Retirement Solutions: Our clients have the power to make decisions that are well informed.

Lisa Margeson: Our employer clients have the power to really make a difference, an impactful, positive difference in the lives of the employees that work for them.

Steve Ulian: Our companies that we do business with, really do have the power, in my mind, to change the world.

What would you like the power to do?®

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