



The Ten Best Articles You Probably Missed

By Robert Huebscher

December 27, 2011

Great articles don't always get the readership they deserve. We've posted the 10 most-widely read articles for the past year [here](#). Below are another 10 that you might have missed, but I believe merit reading:

1. [Did Congress Cash In on Insider Stock Trading?](#)

By Michael Edesess

December 13, 2011

Are members of Congress profiting from insider information on companies their legislation affects, or is something more complicated – and less nefarious – going on? Those who watched the November 13 segment on 60 Minutes that accused members of Congress of insider trading are outraged at these public servants' behavior. But that outrage should be aimed at 60 Minutes itself, along with Peter Schweizer, whose new book, *Throw Them All Out*, provided the misleading data that was the basis for the broadcast.

2. [Understanding Variable Annuities with GMWBs \(and the flaws in Ibbotson's analysis\)](#)

By Robert Huebscher

March 1, 2011

It's very tempting: a variable annuity with minimum lifetime payout that can increase - but never decrease - based on market performance. That temptation comes in the form of an increasingly popular variable annuity rider known as a guaranteed minimum wealth benefit. We explain the flaws in a widely publicized study by Morningstar/Ibbotson, and provide our own analysis of the product.

3. [Are TIPS Really Safe and Worry-Free?](#)

By Wade Pfau

November 15, 2011

The Fed's aggressive monetary easing has many investors considering TIPS as a cornerstone of their retirement strategy. While TIPS' unique ability to protect against CPI-based inflation is undeniable, many investors neglect to consider the risks they pose, particularly for those who have not yet reached retirement.



4. [The Simplest, Safest Withdrawal Strategy](#)

By Robert Huebscher
August 23, 2011

Few financial planning topics have garnered as much attention as safe withdrawal rates, but a key question remains unanswered: Can retirees sustain a 4% withdrawal rate with minimal risk? With the recent introduction of 30-year TIPS, the answer is now yes.

5. [Warren Buffett's Advice on Effective Client Meetings](#)

By Dan Richards
September 13, 2011

For many clients, the regrettable reality is that meeting with their advisor is no longer an uplifting experience. Here are three steps to make meetings with clients a more positive experience, so that they're not seen as akin to a visit to the dentist.

6. [Optimizing Your Fixed Income Allocation](#)

By Geoff Considine, Ph.D.
February 8, 2011

Here's a little-known fact: The traditional 60/40 portfolio, when using the aggregate-bond index for its fixed-income allocation, has a 99% correlation to the returns of the S&P 500. One way to overcome the limited diversification value offered by the aggregate index is to use a risk-parity approach. In this article, I explore the concept of risk parity in asset allocation and how it provides value for portfolio management.

7. [GLWBs: Retiree Protection or Money Illusion?](#)

By Wade Pfau
December 13, 2011

One of the most popular variable annuity riders is the guaranteed lifetime withdrawal benefit (GLWB), which offers downside protection through lifetime income, upside potential with step-ups based on market performance, and minimal surrender penalties. But, examining historical data, I have found that those riders carry a cost that will not be readily apparent to retirees: their cash flows rapidly decrease on an inflation-adjusted basis.

8. [A Million Dollar Meeting Gone Wrong - A Lost Prospect Tells All](#)



By Dan Richards
July 5, 2011

Over lunch last week, a long-time friend who's a partner with a downtown Toronto law described a recent meeting with a financial advisor seeking his business and how some subtle errors and obvious mistakes cost the advisor the opportunity to do business.

9. [A Sentence that Tripled Referrals](#)

By Dan Richards
May 24, 2011

This veteran advisor added a six-word sentence to his website – and saw referrals triple as a result.

10. [Harold Evensky on the New Rules for Wealth Management](#)

By Robert Huebscher
July 12, 2011

If you don't have a copy of The New Wealth Management on your bookshelf, you should. From gauging the risk tolerance of your clients to measuring the performance of their portfolios, this book provides comprehensive guidance for virtually every aspect of a financial advisory practice. Harold Evensky, the lead author, spoke with me last week and highlighted some key themes in the newly released second edition.

www.advisorperspectives.com

For a free subscription to the Advisor Perspectives newsletter, visit:
<http://www.advisorperspectives.com/subscribers/subscribe.php>