

EDITORIAL CALENDAR | 2008

Issue

Features

JANUARY Reservations: 11/27 Materials due: 12/2	WHAT'S NEW IN VARIABLE ANNUITIES Explores new riders and products NAVIGATING COMMERCIAL REITS Are they still the best bet in real estate investments?	
FEBRUARY Reservations: 12/28 Materials due: 1/4	BRAVE NEW WORLD: ETFs Some of the newer more exotic products and how to use them LIFE SETTLEMENTS How can advisors use them to free up investible assets?	
MARCH Reservations: 1/26 Materials due: 2/1	BUILDING A TAX-EFFICIENT RETIREMENT PLAN How distributions from different savings vehicles are taxed THE INSIDE SCOOP ON TARGET DATE/LIFESTYLE FUNDS Are they a good deal?	BONUS DISTRIBUTION AT BISA SPRING CONFERENCE
APRIL Reservations: 2/28 Materials due: 3/5	CREATING POSITIVE CLIENT PERCEPTIONS OF ANNUITIES Annuities have gotten a bad rap; how to overcome client fears WHOLE AND VARIABLE LIFE INSURANCE The pros and cons	
MAY Reservations: 3/30 Materials due: 4/4	AN IN-DEPTH LOOK AT LONG-TERM CARE POLICIES How exactly do they work? FIXED ANNUITIES Are they poised for a comeback?	
JUNE Reservations: 4/30 Materials due: 5/4	BOUTIQUE INVESTMENT PRODUCTS FOR THE HIGH NET WORTH What are the wealthy consumers looking for? BIC TOP INVESTMENT PROGRAM MANAGERS	
JULY Reservations: 5/29 Materials due: 6/4	WHO'S WHO IN BANK WEALTH MANAGEMENT Top 20 Wealth Managers GETTING THE MOST FROM PRIVATE EQUITY What are the elements of a good private equity deal?	
AUGUST Reservations: 6/28 Materials due: 7/5	HOW TO TRAIN ADVISORS TO SELL TO SMALL-BUSINESS OWNERS INSURANCE FOR SMALL BUSINESS OWNERS	
SEPTEMBER Reservations: 7/30 Materials due: 8/5	HOW TO CHOOSE A THIRD-PARTY MARKETER BACK TO SCHOOL Why using 529s makes sense	BONUS DISTRIBUTION AT BISA FALL CONFERENCE
OCTOBER Reservations: 8/28 Materials due: 9/4	FINDING PRODUCTS FOR LATE-STAGE RETIREMENT PLANNING TAX-EFFICIENT PORTFOLIO DESIGN	
NOVEMBER Reservations: 9/30 Materials due: 10/5	WHO'S WHO IN INSURANCE SALES Top dogs in the business and how they got there CHARITABLE GIVING Different vehicles and how to fund them	
DECEMBER Reservations: 10/27 Materials due: 10/31	BIC TOP 50 REPS A LOOK AHEAD What products look most promising in the new year? SUPPLEMENT <i>Wealth Management Resource Guide</i>	