
Aria Retirement Solutions refreshes website, hires new president

By Editorial Staff *Thu, Apr 27, 2017*

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Aria Retirement Solutions has added more personnel to its service desk and relaunched its website as RetireOne.com, according to a release from Aria chairman and CEO David Stone.

Aria's RetireOne service desk, or Concierge Desk, and redesigned website are intended to help fee-based advisors buy annuities, guaranteed income and insurance products for clients at a reduced cost, the release said. Aria says it administers almost \$1 billion of retirement savings and income investments.

"The RetireOne platform provides access to multiple insurance companies' solutions on one non-biased platform. Our expansion supports the growth in our offering and reflects the industry-wide shift to fiduciary-friendly, fee-based solutions," Stone said in a statement.

Newly-hired president Edward J. Mercier will lead sales and service, with responsibility for increasing advisor use of the company's RetireOne platform for retirement income and wealth transfer solutions. Aria hopes to capitalize on the market created by the fiduciary rule for conflict-free investment advice.

Mercier has held senior leadership positions at Charles Schwab & Co., most recently as Head of Investment Management Distribution and Mutual Fund Clearing Services.

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