
Hueler Income Solutions and NISA form alliance focused on retirement income for DC plans

By Editorial Staff *Thu, May 11, 2017*

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Hueler Income Solutions, LLC and NISA Investment Advisors, LLC today announced a strategic alliance aimed at helping defined contribution plans build and deliver retirement income for participants. Hueler's extensive industry relationships and knowledge complement NISA's growing defined contribution initiatives and heritage of delivering customized and risk-controlled solutions for clients.

NISA's minority investment in Hueler will allow both firms to seek better connectivity, education, and guidance for defined contribution participants and to promote the development and utilization of solutions that address retirement income and longevity risk. The relationship will reinforce the firms' efforts to refine their DC offerings and increase the financial wellness and retirement security of participants.

"Working with NISA will help us realize our vision for the next generation of technology and connectivity," said Kelli Hueler, Founder and CEO of Hueler Income Solutions. "This collaboration allows us to enhance Hueler's suite of services and delivery model for the benefit of our existing client base and to capitalize on new business opportunities to incorporate lifetime income into defined contribution offerings. Importantly, we remain an independent entity empowered to run our business consistent with our longstanding focus on innovation and industry collaboration."

"NISA and Hueler have a shared vision of how a focus on income and retirement security will mean greater savings and financial wellbeing for participants," said David Eichhorn, Managing Director, Investment Strategies at NISA. "This investment is an additional demonstration of our dedication to building solutions for retirement income with a path to solving the longevity problem within the defined contribution framework. We are excited to work with Kelli and the Hueler team and believe this relationship will be a catalyst for growth for both firms going forward."

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