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## **Managing volatility a key problem for retirement advisors: Natixis**

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By Editor Test    *Tue, Jul 31, 2012*

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*In the area of public policy, 81% of advisors oppose proposals in Washington to scale back retirement savings incentives for 401(k) plans, according to the survey from Natixis Global Asset Management.*

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Most financial advisors (81%) say it's challenging to effectively manage volatility and generate sufficient income for clients already in retirement in 2012, nearly all advisors (95%) are confident that their current investment strategies will help clients better meet retirement income needs, according to a survey sponsored by Natixis Global Asset Management (NGAM).

According to the survey, eight in 10 advisors also say clients continue to be concerned about the "long-term durability" of their assets, including meeting their retirement income goals, outliving their assets (81%) and continuing declines in value of the real estate they own (59%).

Four in five advisors (81%) also reported that it will be difficult to effectively manage volatility risk for those in retirement, with four in ten advisors (41%) finding it "extremely difficult."

In the area of public policy, 81% of advisors oppose proposals in Washington to scale back retirement savings incentives for 401(k) plans.

The retirement data is part of a study distributed by NGAM through its Durable Portfolio Construction Research Center, and are based on a nationwide survey of 163 advisors at 150 advisory firms whose firms collectively manage about \$670 billion in assets.

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