



Luis Fleites

**Vice President, Director of Retirement Markets
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Luis is vice president, director of retirement markets where he is responsible for leading FRC's research and consulting in both the retail and institutional retirement markets. This role includes the development of primary research, identifying and tracking industry best practices, analyzing and evaluating market developments, market sizing, and other client specific needs. Luis is also responsible for leveraging the extensive retirement research developed by FRC to assist clients in arriving at tactical and strategic business decisions through consulting engagements. He is also quoted often by the media and frequently invited to speak at industry conferences as well as client meetings to facilitate strategic planning sessions.

Prior to working with FRC, Luis was a strategic consultant with Spring Consulting Group, LLC where he primarily focused on retirement markets. His responsibilities also included broader healthcare and employee benefits markets. Before joining Spring, Luis was a senior analyst with Cerulli Associates, responsible for the firm's retirement research.

Luis began his career at State Street Bank and spent five years in various divisions of the bank. Luis graduated with a MBA from Boston University's School of Management, and he has a Bachelor of Arts degree in international relations from the College of William and Mary.

About Financial Research Corporation

Financial Research Corporation (FRC) provides the knowledge to build stronger relationships through product development and management, distribution solutions, and marketing strategies. For more than 20 years, our insightful research and consulting services have been assisting marketing, product development, and strategic planning professionals in the creation of innovative products and services. Based in Boston, FRC is at the forefront of assisting its clients to comprehend and respond to the rapid changes occurring in the manufacture and distribution of investment products. Our more than 200 clients include the world's leading asset managers and distributors. For more information, visit www.frcnet.com.