



Wednesday, February 24, 2021

## The Business of Benefits with Bob Toth

In episode 25 of Revamping Retirement, Mike Webb chats with industry expert, Bob Toth, author of the popular Business of Benefits blog and founder of Toth Law and Applied Pension Professionals.

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With more than 35 years of experience practicing employee benefits law, Bob Toth is an expert to the experts—particularly in the areas of 403(b) plans and annuity products. Webb and Toth discuss the key to moving the needle on annuities, including how to effectively communicate the benefits of these products, the importance of pricing opaqueness, and how the Setting Every Community Up for Retirement Enhancement (SECURE) Act provision allowing portability may help address participant concerns. Toth also shares some of the new products being developed in the marketplace and explains why beer is essential to solving the annuity puzzle.

### Episode 25

#### Author(s)



Michael A. Webb, CEBS

<https://www.captrust.com/people/michael-a-webb-cebs/>

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