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SEI Launches Distribution-Focused Strategies for Advisors to Fill Retirement Income Gap

Cash flow-Generating Strategies Integrate Behavioral Finance with Traditional Investing

OAKS, Pa., Nov. 5 /PRNewswire-FirstCall/ -- SEI (Nasdaq: SEIC) today announced the launch of Distribution-Focused Strategies (DFS), a turnkey investment solution that enables advisors to provide clients with predictable, consistent distribution levels for retirement. DFS, which is available to more than 6,500 SEI advisors, aligns clients' available assets with life goals and offers a layer of planning flexibility currently unavailable in the marketplace.

According to an SEI Advisor Network survey, 68 percent of advisors said there is a lack of innovative products to achieve income in retirement. Most experts agree that as a result of external factors such as longevity, rising health care costs and unpredictable market conditions, advisors increasingly find they do not have right tools to plan for their clients. DFS was created to fill this widening gap within the retirement income industry.

Bolstered by careful manager selection and portfolio construction and oversight, the turnkey strategies actively manage a broadly diversified portfolio of mutual funds to generate a consistent level of distribution for investors. Advisors determine specific distribution levels through a unique discovery process developed by SEI and customized to the advisors' individual style. Integral to the design of the program, DFS also features versatile asset allocation in which the mix of stocks, bonds and other investments will dynamically change over the life of the strategy.

Meant to complement other retirement vehicles, DFS was designed to ease the challenges brought on by costly and complicated annuity-based investment approaches, as well as the continued decline of traditional pension plans. Unlike existing products, DFS provides a flexible solution advisors can incorporate into their clients' current retirement plans.

"Today's clients want a retirement that suits their lifestyles and the changes they'll face -- traditional products alone just can't do that," said Kevin Barr, Senior Managing Director, Program Development, SEI Advisor Network. "DFS provides a dependable, yet flexible way for advisors to create retirement plans that consider the real-life issues their clients face."

In a 2007 survey conducted by the SEI Advisor Network, advisors stated the number one reason for loss of clients is "unrealistic expectations," while "lack of communication" ranked number two. DFS helps advisors communicate an investment approach they can explain to clients in a realistic manner, helping provide much-needed confidence in their progress.

"SEI has consistently sought to create better investment solutions. DFS is a stronger approach to offering increased security in planning for retirement," said Gary Gardner, LifeWealth Advisors, Walnut Creek, CA. ""With the market so volatile, DFS helps clients answer some key questions -- how can I better manage the risks I face like losing money or outspending my assets?"

An SEI executive summary outlining the different implementations for DFS is available on request to media.

About the SEI Advisor Network

SEI Advisor Network provides independent advisors with outsourced wealth management platforms that are designed to meet the demands of a new generation of wealthy clients. In an evolving wealth management industry, the Network offers an end-to-end process for successfully transforming their clients' businesses in every critical area, including marketing, practice management, investment strategy and client relationship platforms. The SEI Advisor Network is a strategic business unit of SEI. For more information, visit www.SEIAdvisorNetwork.com.

About SEI

SEI (Nasdaq: SEIC) is a leading global provider of outsourced asset management, investment processing and investment operations solutions. The company's innovative solutions help corporations, financial institutions, financial advisors, and affluent families create and manage wealth. As of September 30, 2007, through its subsidiaries and partnerships in which the company has a significant interest, SEI administers $423 billion in mutual fund and pooled assets and manages $202 billion in assets. SEI serves clients, conducts or is registered to conduct business and/or operations from more than 20 offices in over a dozen countries. For more information, visit www.seic.com.

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