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**Update from Susan Weiner, CFA October 2005**  
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**Receiving too many e-mails?**

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Would you like to receive fewer e-mails? In "Tips for Mastering E-mail Overload" (<http://hbswk.hbs.edu/item.jhtml?id=4438&t=globalization>), Stever Robbins tells this story. "One CEO I've worked with charges staff members five dollars from their budget for each e-mail she receives. Amazingly, her overload has gone down, the relevance of e-mails has gone up, and the senders are happy, too, because the added thought often results in them solving more problems on their own."

Maybe you can't adopt that strategy, but you'll find useful tips in Robbins' article.

**"What's the probability I'll be eating dog biscuits?"**

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Two conflicting presentations about providing for income in retirement captured my interest at the recent Northeast NAPFA conference.

Provide first for your basic needs during retirement by seeking a stream of inflation-protected retirement income, urged Boston University Prof. Zvi Bodie in his presentation. An inflation-protect annuity would be an ideal solution. Anything else -- especially the traditional equity-oriented, well-diversified investment portfolio -- is risky, he said. Act conservatively or ask yourself "What's the probability that I'll be eating dog biscuits?" said Bodie. For a more academic approach to this topic, read Bodie's "Thoughts on the Future: Life-Cycle Investing in Theory and Practice," Financial Analy Journal (Jan./Feb. 2003), pp. 24-29.

A panel of Fidelity folks also touched upon the importance of retirement income and the usefulness income annuities. However, where Bodie urged retirees to become more conservative, Doug Zarookian, SVP, Fidelity Insurance Agency, Inc., said, "One of the most important things you can do is have a conversation with your clients about not being too conservative in retirement." In contrast with Bodie, one of his slides said, "Longer planning horizons require greater exposure to equities."

Which approach do you prefer?

**News about institutional investing -- China, Canada, Callan**

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Interested in investing directly in China? Selling your firm's investment products in Canada? An interview with Ron Peyton of Callan Associates? Read my articles in the Fall 2005 Advisor (<http://www.aimse.org/newsletter/Fall05Advisor.pdf>) on the website of the Association of Investment Management Sales Executives. I recently became the newsletter's associate editor.

It's a pleasure to be working again with Advisor's editor, marketing consultant Jane Abitanta, who presented at the March 2005 BSAS Communications for Wealth Managers program.

**My "True confessions" in Boston Globe**

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Thanks to publishing my "True Confessions" in the Boston Globe  
([http://www.boston.com/news/local/articles/2005/08/28/true\\_confessions\\_of\\_a\\_heavy\\_library\\_us\\_mode=PF](http://www.boston.com/news/local/articles/2005/08/28/true_confessions_of_a_heavy_library_us_mode=PF) ), I've joined the group that's creating a five-year strategic plan for the Minuteman Libra Network.

By the way, the librarian who contacted me also tipped me off that Google maps  
(<http://maps.google.com/>) are the best source of driving directions.

Best wishes,

Susan

**P.S. The frontiers of wealth management are constantly expanding. How can you keep up?**  
The Boston Security Analyst Society's October 14 one-day Wealth Management Program will brief you on the hottest issues. I'll moderate the session on "High Net Worth Client Segmentation." For more information, go to [http://bsas.org/events/programs\\_events.asp](http://bsas.org/events/programs_events.asp)

**P.P.S. Do you want to write an article under your name, but don't know where to start?**  
Achieve your goal quickly and without pain by exploiting the skills of a seasoned reporter for business and financial publications. For a limited time only, I'm writing 500-word, quick-turnaround articles at a special price. Call me at 617-969-4509 or email me for more information.

**Quick Links...**

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- [Stever Robbins' article](#)
- [Fall 2005 Advisor](#)
- ["True confessions of a heavy library user"](#)
- [Boston Security Analysts Society Events](#)

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