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From the Editor

If you are reading this, you care about powering financial security for all retirees. We want you to give yourself a pat on the back because, in 2024, retirement income was on fire! Over the past year, we saw J.P. Morgan announce a solution, BlackRock launched LifePath Paycheck with 200,000 participants, and Empower was a partnership machine.

The entire Micruity team is grateful for being entrusted to perform a critical role for product manufacturers, recordkeepers, plan sponsors, and plan participants as the technology infrastructure powering their income products.

With the range of products coming to market and the anticipated pace in coming years, product configuration will continue to play a critical role, and with that in mind, we thought it would be great to get the perspective of our Senior Implementation Lead, Sean Jost, for this quarter's update from The Micruitian Corner.

Matthew Streeter, CFA
Senior Partnerships Lead

Micruity News

Micruity's *Elizabeth Heffernan* testified to the DOL on Retirement Income Solutions as a QDIA

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Micruity collaborated with Broadridge to offer an exclusive webinar: *How to Utilize Technology to Drive Retirement Income Adoption*

[Read More →](#)

Trevor Gary, Micruity's CEO and Co-Founder, presented with a distinguished panel at the 2024 ITC Insurtech Innovation Conference in Las Vegas: *Retirement Income Innovation Powered by Insurtech & Retiretech – Annuities within 401(k) Plans*

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The Micruitian Corner



Sean Jost, Senior Implementation Lead

We sat down with Micruity's Senior Implementation Lead, Sean Jost. Sean is responsible for leading retirement income

product implementations at Micruity. With many moving parts in a retirement income solution, implementation plays a critical role, and we wanted to share Sean's perspective for this installment.

How did you get your start in financial services, were you always interested in this path?

I grew up in a small town in Western Mass, then went to Stonehill College near Boston, where I studied economics and math. After college, I remained in the Boston area and my interests during college helped me with my introduction to the financial services industry, where I worked for the next 10 years.

Tell us about your professional background:

My career began nearly 30 years ago at Eaton Vance, where I established a strong understanding of mutual funds and other related investment products. From there, I transitioned to Hartford Funds, focusing on the DC space and developing a deep understanding

Micruity named to the 2024 CB Insights Fintech 100

Micruity is honored to be named to the seventh annual CB Insights Fintech 100, showcasing the 100 most promising private fintech companies in the world.

[Read more →](#)

of the interactions between recordkeepers and asset management firms. I then moved to MassMutual, where I acquired expertise in Stable Value solutions and the guarantees associated with various products.

These three decades of experience provided me with a solid foundation in the DC space and a comprehensive understanding of how its different elements integrate. This knowledge has been invaluable in my current role at Micruity, where I can leverage my expertise to implement retirement income solutions.

Tell us about your role here at Micruity:

I began working at Micruity over two years ago as a Senior Implementation Lead, collaborating closely with clients to facilitate their retirement income solutions. My role involves coordinating efforts between recordkeepers, asset managers, and insurers, ensuring seamless integration of Micruity's technology and a comprehensive understanding of roles and responsibilities among all parties. My primary focus is on effective coordination and communication to bridge any gaps in the implementation process.

What is most interesting about the role?

The retirement income space isn't necessarily new, but it is getting an increased focus due to recent regulatory changes. What I find really interesting is the opportunity to bring a solution to market and work with our partners to drive product design and development. It's an incredibly collaborative partnership with our clients at Micruity, and all projects are uniquely interesting.

What do you see in the future for Retirement Income?

While retirement income has existed for a while, its components were disconnected, and participants had

to rely on themselves to make it work. Stakeholders recognize that insurers and recordkeepers have a technology gap, and they are now focusing on improving usability and the participant experience.

Product manufacturers are working together to solve this issue. As product development progresses and gains momentum, more standards will be implemented, making it easier and less resource-intensive to bring solutions to market.

What do you like to do outside of work?

Family is incredibly important to me. My wife and I have two teenagers: a son who is a senior in high school and a baseball player, and a daughter who is a freshman and also very active in sports. I am a very proud father and feel lucky to be actively involved in their lives, school, and sports activities (and especially excited for my son as he heads off to college next year).

To learn more about the Micruity team, you can check out further info on [The Micruitian Corner Blog](#).

Technology Considerations for Retirement Income Solutions

In our previous newsletters, we've been writing about Technology Considerations for Retirement Income (you can view them on our [blog](#)). We hope you've been enjoying them, and be on the lookout for our completed 'Technology Considerations for Retirement Income' Implementation Playbook, which we'll be publishing in our next Newsletter. Add a reminder to your calendar because you won't want to miss it!

Industry Updates & Thought Leadership

J.P. Morgan's Steve Rubino: Revolutionizing Retirement - Three forces driving a better-defined contribution future. [Read More →](#)

Empower beefs up their Retirement Income product suite. [Read More →](#)

T. Rowe Price launches lifetime income solution for retirees with Pacific Life. [Read More →](#)

Vanguard's Jeff Clark discusses the four important DC trends to watch for in 2025. [Read More →](#)

TIAA research - Plan Sponsors Understand Need for Guaranteed Income, but Lack 'Annuity Fluency'. [Read More →](#)

Securing Retirement: 2025 Trends in DC Retirement Income Solutions. [Read More →](#)

Micruity on the Road - Where to Find Us

With the start of a new year, we'll be on the road at many industry events, where our team will be sharing their expertise and industry insights. If you'll be attending, please reach out to schedule a time to catch up!

Nestimate Retirement Income Summit

Micruity is a proud sponsor of the Nestimate Retirement Income Summit, designed for advisors, consultants, RIAs, and brokers/dealers, to sift through the jargon around retirement income and develop a framework to evaluate retirement income solutions. This includes legal and fiduciary considerations, technology, and practical steps towards implementation.

St. Petersburg, FL: Feb 26th - 28th, 2025

[Register →](#)

DCIIA - Diversity, Equity and Inclusion Awards Celebration

Newport Beach, CA: March 19th, 2025

[Register →](#)

DCIIA Innovation Forum

Newport Beach, CA: March 20th, 2025

[Register →](#)

NAPA 401(k) Summit

Las Vegas, NV: April 28th - 30th, 2025

[Register →](#)

LET'S CONNECT

Ready to transform how Americans retire? Whether you're exploring new solutions or enhancing existing offerings, [Micruity](#) is here to partner with you. Contact me at mstreeter@micruity.com to discuss how our scalable platform can help you deliver the retirement income solutions of tomorrow.

