Kenneth Kehrer: PAPERS AND PUBLICATIONS

“Who Should Manage Your Advisors?” *Highlighter Series.* Kehrer Bielan Research & Consulting: Chapel Hill, NC, April 27, 2022.

Growing Financial Planning: Delivery Models and Planning Fees. LPL Financial Institutions: Fort Mill, SC, April 2022.

“Moving the Goal Posts,” *Highlighter Series.* Kehrer Bielan Research & Consulting: Chapel Hill, NC, April 13, 2022.

Who Should Manage Your Advisors? Comparing the Performance of Advisors Managed by the Institution or Its BD Partner. Kehrer Bielan Research & Consulting: Chapel Hill, NC, February 2022.

“Top Director Award Winners Pull Ahead of the Pack,” *BISA Portfolio*, Bank Insurance and Securities Association, Chicago, IL: January 14, 2022.

“Does the Size of the Investment Practice Matter? *Highlighter Series.* Kehrer Bielan Research & Consulting: Chapel Hill, NC, January 6, 2022.

“Are You Adding Financial Advisors: *Highlighter Series.* Kehrer Bielan Research & Consulting: Chapel Hill, NC, November 22, 2021, with Tim Kehrer.

“The Difference Between Good and Great,” *BISA Portfolio*, Bank Insurance and Securities Association, Chicago, IL: November 23, 2021, with Tim Kehrer and Peter Bielan.

“Does Financial Planning Drive Life Insurance Sales? *Highlighter Series.* Kehrer Bielan Research & Consulting: Chapel Hill, NC, August 20, 2021.

“Most of Your A and B clients Are Probably Already Retired,” *BISA Portfolio*, Bank Insurance and Securities Association, Chicago, IL: August 11, 2021, with Tim Kehrer.

“Bank BDs Make Progress in Rightsizing Client Books,” *Highlighter Series.* Kehrer Bielan Research & Consulting: Chapel Hill, NC, July 21, 2021.

“Are Some of Your Top Producers Actually Slackers?” *Highlighter Series.* Kehrer Bielan Research & Consulting: Chapel Hill, NC, May 24, 2021.

“Uptick in Perceived Need for Advisors During the Pandemic, Longer Run Trend Troubling,” *BISA Portfolio*, Bank Insurance and Securities Association, Chicago, IL: May 19, 2021.

“Keeping Your Top Advisors,” *Highlighter Series.* Kehrer Bielan Research & Consulting: Chapel Hill, NC, May 12, 2021, "This Year's Annual Checkup: Good News or Bad News," *BISA Portfolio*, Bank Insurance and Securities Association, Chicago, IL: April 13, 2021, with Tim Kehrer.

"Who Should Have a Financial Plan?" *Highlighter Series.* Kehrer Bielan Research & Consulting: Chapel Hill, NC, April 13, 2021.

"Annuity Owners More Confident About Their Financial Future," *Highlighter Series.* Kehrer Bielan Research & Consulting: Chapel Hill, NC, March 4, 2021, with Tim Kehrer.

"Uptick in Interest in Life Insurance During the Pandemic," *BISA Portfolio*, Bank Insurance and Securities Association, Chicago, IL: March 3, 2021, with Tim Kehrer and Steve Lipker.

"FAQ: Can Institutions/Advisors Charge for Financial Planning?" *Highlighter Series.* Kehrer Bielan Research & Consulting: Chapel Hill, NC, February 23 2021, with Tim Kehrer.

"Looking for Your Advisors to Embrace Planning? Put it in their business plans," *Highlighter Series.* Kehrer Bielan Research & Consulting: Chapel Hill, NC, February 18, 2021.

"Why Are We Focusing on the Mass Affluent?" *BISA Portfolio*, Bank Insurance and Securities Association, Chicago, IL: January 7, 2021, with Tim Kehrer.

"Who Should Prepare Plans for Your Clients? *Highlighter Series.* Kehrer Bielan Research & Consulting: Chapel Hill, NC, December 6, 2020.

Smart Investment 2: How Investment Services Drives Growth of Banking Services, Supporting a Mass Affluent Strategy. Bank Insurance and Securities Association, Chicago, IL: October 26, 2020, with Tim Kehrer.

"How Many of the Bank's Customers Are Viable Investment Clients?" *BISA Portfolio*, Bank Insurance and Securities Association, Chicago, IL: September 21, 2020, with Tim Kehrer.

"Talk the Planning Talk? Walk the Planning Walk," *Highlighter Series.* Kehrer Bielan Research & Consulting: Chapel Hill, NC, September 1, 2020, with Leigh Van Heule.

"Keys to Better Planning Penetration: Client Engagement, Segmentation," *Highlighter Series.* Kehrer Bielan Research & Consulting: Chapel Hill, NC, August 28, 2020, with Leigh Van Heule.

"New Metrics for a New Era," *BISA Portfolio*, Bank Insurance and Securities Association, Chicago, IL: August 17, 2020, with Tim Kehrer and Peter Bielan.

"Financial Planning: Let The Pros Do It," *Highlighter Series.* Kehrer Bielan Research & Consulting: Chapel Hill, NC, July 30, 2020, with Leigh Van Heule.

"Will This Crisis Force Advisors to Adopt a Planning-Based Approach?" *Highlighter Series.* Kehrer Bielan Research & Consulting: Chapel Hill, NC, April 25, 2020, with Leigh Van Heule.

"Bank Investment Services Revenue Expected to Fall 20%-30% in Coming Quarters," *BISA Portfolio*, Bank Insurance and Securities Association, Chicago, IL: April 22, 2020, with Tim Kehrer.

"An Investment Services Relationship Improves Customer Loyalty to the Bank," *BISA Portfolio*, Bank Insurance and Securities Association, Chicago, IL: May 5, 2020, with Tim Kehrer.

*"*Capturing a Larger Share of Mass-affluent Client Assets: Evidence from the BISA Research study," *BISA Portfolio*, Bank Insurance and Securities Association, Chicago, IL: January 29, 2020, with Tim Kehrer.

Smart Investment: Evaluating the Total Return on Investment Services to the Banking Enterprise. Bank Insurance and Securities Association, Chicago, IL: January 28, 2020, with Tim Kehrer and Peter Bielan.

*"*Does Planning Boost Advisor Production?" *BISA* Portfolio, Bank Insurance and Securities Association, Chicago, IL: Sept. 18, 2019 (with Leigh Van Heule and Jamie Kosharek).

The ROI of Financial Planning. Kehrer Bielan Research & Consulting, Chapel Hill, NC: September 2019 (with Leigh Van Heule and Tim Kehrer).

"Identifying the Traits of New Era Advisors," *BISA* Portfolio, Bank Insurance and Securities Association, Chicago, IL: Sept. 19, 2019 (with Leigh Van Heule and Anthony Cole).

Identifying the Traits of New Era Advisors. Kehrer Bielan Research & Consulting, Chapel Hill, NC: August 2019 (with Anthony Cole and Leigh Van Heule).

"Annuities Get No Respect: New Study Confronts Misconception," *BISA* Portfolio, Bank Insurance and Securities Association, Chicago, IL: June. 12, 2019 (with Adolph Pajkos).

The Benefits of Implementing a Second Story Advisor Strategy. LPL Financial, Fort Mill, SC: June 2019 (with Tim Kehrer).

Fixed-rate and Indexed Annuities Get No Respect. Kehrer Bielan Research & Consulting, Chapel Hill, NC: April 2019.

2018-2019 Regional and Community Bank Study. Kehrer Bielan Research & Consulting. Chapel Hill, NC: July 2019 (with Tim Kehrer).

2018-2019 Credit Union Investment Services Study. Kehrer Bielan Research & Consulting. Chapel Hill, NC: July 2019 (with Tim Kehrer).

2018-2019 Bank Broker Dealer Study. Kehrer Bielan Research & Consulting, Chapel Hill, NC: June 2019 (with Tim Kehrer)

2018/2019 Annual Industry Checkup. CUSO Financial, San Diego, CA: March 2019 (with Tim Kehrer).

Where Will the Next Generation of Advisors Come From? Cetera Financial Institutions, St. Cloud, MN: December 2018 (with Tim Kehrer).

"What Winemaking Can Teach Us About the Financial Advice Business," *BISA* Portfolio, Bank Insurance and Securities Association, Chicago, IL: Nov. 15, 2018.

Optimizing Advisor Branch Deposit Territory and Client Book. LPL Financial, Charlotte, NC: 2018 (with Tim Kehrer).

2017-2018 Regional and Community Bank Study. Kehrer Bielan Research & Consulting. Chapel Hill, NC: July 2018 (with Tim Kehrer).

2017-2018 Credit Union Investment Services Study. Kehrer Bielan Research & Consulting. Chapel Hill, NC: July 2018 (with Tim Kehrer).

2017-2018 Bank Broker Dealer Study. Kehrer Bielan Research & Consulting, Chapel Hill, NC: June 2018 (with Tim Kehrer)

"Annual Checkup: Assets Grow but ROA Slips," *BISA* Portfolio, Bank Insurance and Securities Association, Chicago, IL: April 11, 2018 (with Tim Kehrer).

2017/2018 Annual Industry Checkup. Kehrer Bielan Research & Consulting, Chapel Hill, NC: March 2018 (with Tim Kehrer).

Leaving Money on the Table: The Financial Institution Opportunity in Investment Services. Cetera Financial Institutions, St. Cloud, MN: September 2017 (with Tim Kehrer).

Investment Services in Financial Institutions: Best Practices. LPL Financial, Charlotte, NC: July 2017 (with Tim Kehrer).

2016-2017 Regional and Community Bank Study. Kehrer Bielan Research & Consulting. Chapel Hill, NC: July 2017 (with Tim Kehrer).

2016-2017 Credit Union Investment Services Study. Kehrer Bielan Research & Consulting. Chapel Hill, NC: July 2017 (with Tim Kehrer).

2016-2017 Bank Broker Dealer Study. Kehrer Bielan Research & Consulting, Chapel Hill, NC: June 2017 (with Tim Kehrer)

2016/2017 Annual Industry Checkup. Bank Insurance and Securities Association, Washington, DC: March 2017 (with Tim Kehrer).

"Capturing Customers' Investible Assets: Glass Half Full or Half Empty?" *BISA* Portfolio, Bank Insurance and Securities Association, Chicago, IL: Jan. 1, 2017 (with Tim Kehrer and Larry Cohen).

"Wealth Management," in *How to Up Your ROE: Proven Ways to Make Your Bank More Profitable.* Ralph Sesso (editor). 2016.

Closing the Back Door: Driving Growth by Stemming Advisor Attrition. LPL Financial. Charlotte, NC: August 2016 (with Tim Kehrer).

The New Importance of Financial Planning: Part 3: Impact on the Firm. Cetera Financial Institutions. St. Cloud, MN: May 2016 (with Tim Kehrer and Peter Bielan).

The New Importance of Financial Planning: Part 2: Impact on Client Loyalty and Share of Wallet. Cetera Financial Institutions. St. Cloud, MN: March 2016 (with Tim Kehrer and Peter Bielan).

The New Importance of Financial Planning: Part 1. Cetera Financial Institutions. St. Cloud, MN: March 2016 (with Tim Kehrer and Peter Bielan).

Designing an Advisor Compensation Plan under the DoL Fiduciary Standard: The Effectiveness of Traditional Plan Features. Kehrer Bielan Research & Consulting. Chapel Hill, NC: 2016 (with Tim Kehrer).

2015-2016 Credit Union Investment Services Study. Kehrer Bielan Research & Consulting. Chapel Hill, NC: July 2016 (with Tim Kehrer).

2015/2016 Annual Industry Checkup. INVEST Financial Corporation. Tampa, FL: March 2016 (with Tim Kehrer, Peter Bielan, Jon Gabriel, and Christine Kehrer).

Effective Advisor Compensation: A strategic approach to growing advisory business. Raymond James. St. Petersburg, FL. 2016 (with Tim Kehrer).

2014-2015 Credit Union Investment Services Benchmarking Study. Kehrer Bielan Research & Consulting. Chapel Hill, NC: August 2015 (with Tim Kehrer).

2014/2015 Annual Industry Checkup. INVEST Financial Corporation. Tampa, FL: March 2015 (with Tim Kehrer, Peter Bielan, Jon Gabriel, and Christine Kehrer).

The Value of an Investment Customer to a Bank or Credit Union. LPL Financial. Charlotte, NC: December 2014 (with Tim Kehrer).

2013-2014 Credit Union Investment Services Benchmarking Study. Kehrer Bielan Research & Consulting. Chapel Hill, NC: August 2014 (with Tim Kehrer).

Effective Financial Advisor Compensation in Credit Unions. CUNA Brokerage Services. Madison, WI: May 2014 (with Peter Bielan and Tim Kehrer).

Benchmarking Bank Wealth Management Services: Staff Productivity and Compensation. Kehrer Saltzman & Associates. Waxhaw, NC: April 2014 (with Jim Duca, Tim Kehrer, and Christine Kehrer).

2013/2014 Annual Industry Checkup. INVEST Financial Corporation. Tampa, FL: March 2014 (with Tim Kehrer, Steve Saltzman and Jon Gabriel).

Benchmarking Bank Wealth Management Services: Alternative Sales Models. Kehrer Saltzman & Associates. Waxhaw, NC: February 2014 (with Jim Duca, Tim Kehrer, and Christine Kehrer).

Determining Revenue Potential for a New Program. Cetera Financial Institutions. St. Cloud, MN: January 2014.

How to Maximize the Impact of Sales Assistants and Junior Brokers. Cetera Financial Institutions. St. Cloud, MN:January 2014.

Benchmarking Wealth Management Services: *Overview of the Findings from the 2013 Bank Wealth Management Benchmarking Survey*. Kehrer Saltzman & Associates. Waxhaw, NC: January 2014 (with Jim Duca, Tim Kehrer and Christine Kehrer).

To Partner or Build: The Broker Dealer Conundrum for Mid-Size Financial Institutions. Cetera Financial Institutions. St. Cloud, MN: August 2013 (with Peter Bielan).

2012-2013 Credit Union Investment Services Benchmarking Study. Kehrer Saltzman & Associates. Waxhaw, NC: August 2013 (with Steven Saltzman and Tim Kehrer).

The Opportunity for Credit Unions in Investment Services and Life Insurance. CUNA Brokerage Services. Madison, WI: August 2013 (with Tim Kehrer).

Maximizing Your Customers' Experiences through an Integrated Wealth Management Offering. Cetera Financial Institutions. St. Cloud, MN: July 2013.

Building Your Fee-based Business. PrimeVest Financial. St. Cloud, MN: July 2012.

The Value of Referrals. PrimeVest Financial. St. Cloud, MN: June 2012.

Optimizing the Advisor-to-Client Ratio. PrimeVest Financial: St. Cloud, MN, April 2012.

Investment and Insurance Services in Financial Institutions: Annual Checkup 2011. Kehrer Saltzman & Associates: Charlotte, NC: April 2012.

The Value of an Investment or Insurance Customer to the Bank. Strategic Business Insights: Menlo Park, CA:February 2012 (with Chris Kehrer and Peter Bielan).

Recognizing the Opportunities for Growth. PrimeVest Financial: St. Cloud, MN: February 2012.

Transitioning from Commission to Advisory – Building Your Fee-Based Business: PrimeVest Financial: St. Cloud, MN, December 2011.

The Impact of Investment Sales on Deposit Disintermediation, Fifth Edition. LPL Financial: Charlotte, NC, 2011 (with Chris Kehrer).

Set for Life Insurance: Best Practices from Top-Selling Financial Institutions. PrimeVest Financial: St. Cloud, MN, 2011.

2010 Industry Trends Study. Bank Insurance and Securities Association: Wayne, NJ, November 2010 (with Chris Kehrer).

Market Linked CDs: Breaking down the silos between banks and their broker-dealers. CD Funding Group, October 2010.

"The Great Platform Debate," *Bank Investment Consultant*. April 30, 2010.

"Recruitment Roundtable," *Bank Investment Consultant*, December 31, 2009 (with Heywood Sloane).

2009 Industry Trends Study. Bank Insurance and Securities Association: Wayne, NJ, August 2009 (with Chris Kehrer).

2008 Industry Trends Study. Bank Insurance and Securities Association: Wayne, NJ, August 2008 (with Chris Kehrer).

2007 Industry Trends Study. Bank Insurance and Securities Association: Wayne, NJ, December 2007 (with Chris Kehrer).

Resource Allocation in Bank Brokerage Firms. Pershing: Jersey City, NJ, Fourth Quarter 2007.

2006/2007 Kehrer-LIMRA Bank Life Insurance Sales Study. Kehrer-LIMRA: Windsor, CT, October 2007 (with Patrick Leary and Polly Painter-Eggers).

Technology Best Practices in Bank Brokerage Firms. Pershing: Jersey City, NJ, Third Quarter 2007.

Key Drivers of Advisor Sales Productivity. Pershing: Jersey City, NJ, Second Quarter 2007.

The Impact of Investment Sales on Disintermediation of Bank Deposits. Kehrer-LIMRA, Windsor, CT, February 2007 (with Chris Kehrer).

Attributes of Best Practices Bank Brokerage Firms. Pershing: Jersey City, NJ, First Quarter 2007.

2005/2006 Kehrer-LIMRA Bank Life Insurance Sales Study. Kehrer-LIMRA: Windsor, CT, December 2006 (with Patrick Leary and Polly Painter-Eggers).

"Sales Growth? Don't Bank on It!" *U.S. Marketplace: Individual /Financial Product News*. Vol. 13, Number 4, 2006 (with Ashley Durham).

2004/2005 Kehrer-LIMRA Bank Life Insurance Sales Study. LIMRA International: Windsor, CT, December 2005 (with Patrick Leary).

"Bancassurance in the US," presentation at LIMRA International's Latin American/Caribbean Roundtable, Orlando, FL, November 1, 2005.

2005 Consumer Investments Study. Consumer Bankers Association: Washington, DC, October 2005 (with Chris Kehrer).

To BD or not BD: A Paradigm Shift To Better Technology, Greater Profits, and Managing Risk for Bank Brokerage. INVEST Financial Corporation: Tampa, FL, October 2005.

2005 Kehrer Bank Investment & Insurance Services Compensation Study. Kenneth Kehrer Associates: Princeton, NJ, October 2005.

2004 Kehrer-Essex Bank Investment Program Benchmarking Study. Kenneth Kehrer Associates: Princeton, NJ, August 2005.

"Banking on Variable Annuities," NAVA Outlook, May 2005 (with Jim Rensel). National Association of Variable Annuities.

"Multiple Choice: Banks need to use several delivery methods to profit from life insurance sales," *Bank Investment Consultant*, February 2005, p. 36 (with Diane Davis).

Banks rethink sales structures," *ABA Banking Journal*, December 2004, page 42 (with Fred Nicholas).

2003/2004 Kehrer-LIMRA Bank Life Insurance Sales Study. LIMRA International: Windsor, CT, December 2004 (with Theodore Johnson and Greg Grzywacz).

"Best Practices for Platform Programs," *Bank Investment Consultant*, November 2004, page 39.

2003/2004 Bank Life Sales Benchmarking Study. Kenneth Kehrer Associates: Princeton, NJ, November 2004.

"Progress is in the eye of the beholder: New data show banks moving well in one category of life insurance," *ABA Banking Journal*, October 2004, page 72 (with Betsy Cosgrove).

2004 Kehrer Bank Investment & Insurance Services Compensation Study. Kenneth Kehrer Associates: Princeton, NJ, September 2004.

2004 Consumer Investments Study. Consumer Bankers Association: Washington, DC, August 2004.

2003 Kehrer-Essex Bank Investment Program Benchmarking Study. Kenneth Kehrer Associates: Princeton, NJ, July 2004.

Building Fee-Based Business in Bank Broker Dealers. Kenneth Kehrer Associates: Princeton, NJ, December 2003.

2003 Kehrer-Raymond James Community Bank Brokerage Study. Kenneth Kehrer Associates: Princeton, NJ, November 2003.

"Thud! Why your stock sales strategy's flopping . . .and what to do about it," *ABA Banking Journal*, November 2003 (with John Houston).

2002/2003 Bank Life Sales Benchmarking Study. Kenneth Kehrer Associates: Princeton, NJ, November 2003.

"New Evidence Points to Balanced Growth in Bank Life Sales," *National Underwriter*, October 20, 2003 (with Brad Powell).

"Bank Rep Compensation: Gaining on Non-Bank Reps," *Bank Investment Consultant*, October 2003 (with Robert Spadafora).

"Delivery channels for life insurance," *ABA Banking Journal*, October 2003 (with William Keffer).

"Life/health revenues are up, but profits lag," *ABA Banking Journal*, October 2003 (with Matthew Riebel).

2002/2003 Kehrer-LIMRA Bank Life Insurance Sales Study. LIMRA International: Windsor, CT, October 2003 (with Theodore Johnson and Greg Grzywacz).

2003 Kehrer Bank Investment & Insurance Services Compensation Study. Kenneth Kehrer Associates: Princeton, NJ, September 2003.

2003 Consumer Investments Study. Consumer Bankers Association: Washington, DC, August 2003.

2002 Kehrer-Essex Bank Investment Program Benchmarking Study. Kenneth Kehrer Associates: Princeton, NJ, July 2003.

"Bank Distribution of Life Products," presentation to Bank Insurance Group, Charleston, SC, April 29, 2003.

2001 Kehrer-Essex Bank Investment Program Benchmarking Survey: Initial Findings. Kenneth Kehrer Associates: Princeton, NJ, April 2003.

"Double-Digit Increases for New Life Premium in Banks Last Year," *National Underwriter*, March 10, 2003 (with Rob Shore).

"Annuities and Life Insurance Trends: A Focus on Bank Channel," presentation to analysts meeting sponsored by Bank of America Securities, New York City, February 14, 2003.

"Bank B/Ds Salvage 4th Quarter," *BSA Quarterly Productivity & Performance Report: 4th Quarter 2002*. Bank Securities Association: Wayne, PA, February 2003.

2001/2002 Bank Life Sales Benchmarking Study. Kenneth Kehrer Associates: Princeton, NJ, January 2003.

"Platform Sales: Best Practices," *ABA Banking Journal*, January 2003, page 30 (with Robert Spadafora).

2001/2002 Kehrer-LIMRA Bank Life Sales Study. LIMRA International: Windsor, CT, January 2003 (with Theodore Johnson and Greg Grzywacz).

"3Q Bank Mutual Fund Sales Decline 7%," *National Underwriter*, December 16, 2002, p. 11.

"Bank B/Ds Struggle Through Difficult Third Quarter," *BSA Quarterly Productivity & Performance Report: 3rd Quarter 2002*. Bank Securities Association: Wayne, PA, November 2002.

"Bonus Rate Annuities: A product for the times," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, 3rd Quarter 2001.

2002 Kehrer Bank Investment & Insurance Services Compensation Study. Kenneth Kehrer Associates: Princeton, NJ, November 2002.

"Life Premiums Through Banks Rose 44% In First Half Of 2002," *National Underwriter*, October 14, 2002, p. 12.

Best Practices in Platform Programs, Kenneth Kehrer Associates/Independent Financial Marketing Group: Princeton, NJ, September 2002.

2002 Consumer Investments Study. Consumer Bankers Association: Washington, DC, August 2002.

"Bank B/Ds Set New High in Profit Contribution During Second Quarter," *BSA Quarterly Productivity & Performance Report: 2nd Quarter 2002*. Bank Securities Association: Wayne, PA, August 2002.

2001 Kehrer-Essex Bank Investment Program Benchmarking Study. Kenneth Kehrer Associates: Princeton, NJ, August 2002.

"Banks Competing For Advanced Life Sales," *National Underwriter*, July 22, 2002, p. 6 (with Mark Wesson).

"The Current State & Recent Development of Insurance/Investment Sales Activities of US Banks," presentation for KINZAI Institute for Financial Affairs, New York City, June 26, 2002.

"Following the money. . . . ," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, 2nd Quarter 2001.

"Trends in Bank Annuity Sales," presentation for analysts meeting sponsored by Bank of America Securities, New York City, May 29, 2002.

"Bank B/Ds Post Best Performance in 2 Years During 1st Quarter," *BSA Quarterly Productivity & Performance Report: 1st Quarter 2002*. Bank Securities Association: Wayne, PA, May 2002.

"We'll take the money now," *ABA Banking Journal*, May 2002, page 45 (with Randy Ciccati).

2001 Kehrer-Essex Bank Investment Program Benchmarking Survey: Initial Findings. Kenneth Kehrer Associates: Princeton, NJ, May 2002.

Improving Bank Investment Program Profitability. Kenneth Kehrer Associates: Princeton, NJ, April 2002 (with Lynn R. Niedermeier).

"Driven by Annuity Sales, Bank B/Ds Recover from September Disruptions," *BSA Quarterly Productivity & Performance Report: 4th Quarter 2001*. Bank Securities Association: Wayne, PA, February 2002.

The Impact of Bank Investment Sales on the Disintermediation of Bank Deposits. Kenneth Kehrer Associates: Princeton, NJ, January 2002.

"3rd-Party Broker Dealer: The Financial Case," *American Banker*, December 31, 2001, p. 5.

"How to Pick Best Life-Health Distribution Method," *American Banker*, December 27, 2001, p. 7 (with Mark McVeigh).

"Annual Life Sales Study Shows Banks Making Progress," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, 4th Quarter 2001.

2000/2001 Bank Life Sales Benchmarking Study. Kenneth Kehrer Associates: Princeton, NJ, November 2001.

"Fixed Annuity Sales Salvage Bank B/D Performance in 3rd Quarter," *BSA Quarterly Productivity & Performance Report: 3rd Quarter 2001*. Bank Securities Association: Wayne, PA, November 2001.

2001 Kehrer Bank Investment & Insurance Services Compensation Study. Kenneth Kehrer Associates: Princeton, NJ, November 2001.

"Bank Life Sales Are Looking Up," *ABA Banking Journal*, November 2001, p. 44 (with Rob Shore).

2000/2001 Kehrer-LIMRA Bank Life Sales Study. LIMRA International: Windsor, CT, November 2001 (with Theodore Johnson and Greg Grzywacz).

"Bank Sales of Life Insurance Gained Momentum in First Half," *National Underwriter*, October 22, 2001, p. 6 (with Brad Powell).

"Tough year, good results: Higher referrals and better integration spur gains in revenue and net income for bank retail investment programs," *ABA Banking Journal*, October 2001, p. 55 (with Kevin Crowe and Joe Belew).

"Best Practices in Bank Insurance Sales & Marketing," presentation at Fall Conference of the Financial Institutions Insurance Association, San Francisco, October 1, 2001.

Bank Sales of Proprietary Product. Kenneth Kehrer Associates: Princeton, NJ, September 2001.

"Downside Risk Protection Drives VA Sales in the Bank Channel," *Bank Investment Marketing*, September 2001, with Jim Rensel.

"EIA Eye Opener? Sales Inch Up," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, 3rd Quarter 2001.

"Fixed Annuity Sales Continue to Push Bank B/D Revenue Higher in 2nd Quarter," *BSA Quarterly Productivity & Performance Report: 2nd Quarter 2001*. Bank Securities Association: Wayne, PA, August 2001.

2000 Kehrer-Essex Bank Investment Program Benchmarking Study. Kenneth Kehrer Associates: Princeton, NJ, July 2001.

2001 Consumer Investments Study. Consumer Bankers Association: Washington, DC, July 2001.

"Bank Annuity Sales: Fixed Still Hot, VAs Not," *National Underwriter*, July 23, 2001, p. 11.

"Bank Brokers Making Progress In Selling Life Insurance," *National Underwriter*, June 11, 2001, p. 44 (with Matt Riebel).

"What Banks Want," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, 2nd Quarter 2001.

"Banks Taking a Bigger Slice of Life Market," *American Banker*, May 23, 2001, p. 10.

"Broker Integration: What some banks are doing," *ABA Banking Journal*, May 2001, p. 28.

"Selling through the Bank: Bank Progress in Transforming Branches into Financial Services Stores," presentation at Bear Stearns Fight For Assets Conference, New York, May 9, 2001.

"Fixed Annuity Sales Drive Bank B/D Revenue Up 13% in First Quarter," *BSA Quarterly Productivity & Performance Report: 1st Quarter 2001*. Bank Securities Association: Wayne, PA, May 2001.

2000 Kehrer-Essex Bank Investment Program Benchmarking Survey: Initial Findings. Kenneth Kehrer Associates: Princeton, NJ, April 2001.

"Adding life to bank brokers' sales," *ABA Banking Journal*, March 2001, p. 44.

"Estimating Bank Mutual Fund Sales," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, First Quarter 2001.

*Licensing Platform Bankers to Sell Investments***.** Kenneth Kehrer Associates: Princeton, NJ, March 2001.

"Compensation Trends in Bank Broker/Dealers," presentation at 14th Annual Convention of Bank Securities Association, Phoenix, Arizona, March 13, 2001.

"A Winning Combination: Advanced Agents And Banks Click," *National Underwriter*, February 26, 2001.

"Annuities in 2000: Strong Start, Weak Finish," *American Banker*, February 13, 2001, p. 9.

"As Investors Run for Cover, Bank B/Ds Suffer Another Dank Quarter," *BSA Quarterly Productivity & Performance Report: 4th Quarter 2000*. Bank Securities Association: Wayne, PA, February 2001.

1999/2000 Kehrer-LIMRA Bank Life Sales Study. LIMRA International: Windsor, CT, January 2001 (with Theodore Johnson and James Mitchel).

1999/2000 Kehrer-LIMRA Life Sales Study: Individual Bank Benchmarks. Kenneth Kehrer Associates: Princeton, NJ, December 2000.

"The Rush To 5 Year Fixed Annuities" *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, Fourth Quarter 2000.

"So you want to buy an insurance agency," *ABA Banking Journal*, November 2000, p. 37 (with John Wepler).

2000 Kehrer Bank Investment & Insurance Services Compensation Study. Kenneth Kehrer Associates: Princeton, NJ, November 2000.

"Bank B/D Performance Slips Again in 3rd Quarter," *BSA Quarterly Productivity & Performance Report: 3rd Quarter 2000*. Bank Securities Association: Wayne, PA, November 2000.

"Investment services report card: Higher Growth, lower profits," *ABA Banking Journal*, October 2000, p. 48.

"Signs of Life," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, Third Quarter 2000.

"Bank B/D Performance Off From Record Highs," *BSA Quarterly Productivity & Performance Report: 2nd Quarter 2000*. Bank Securities Association: Wayne, PA, August 2000.

"Dealing with Disintermediation," presentation at Community & Regional Banking Forum, Bank Securities Association, Keystone, Colorado, July 31, 2000.

2000 Bank Consumer Investments Study. Consumer Bankers Association: Washington, DC, July 2000.

1999 Kehrer-Essex Bank Investment Program Benchmarking Study. Kenneth Kehrer Associates: Princeton, NJ, July 2000.

"States Rights?," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, Second Quarter 2000.

"Bank life sales come alive," *ABA Banking Journal*, May 2000, p. 59 (with Gary Warden).

CUSO Executive Compensation Study. National Association of Credit Union Service Organizations: Newport Beach, CA, May 2000.

"Bank Broker Productivity Reaches New High in First Quarter," *BSA Quarterly Productivity & Performance Report: 1st Quarter 2000*. Bank Securities Association: Wayne, PA, May 2000.

1999 Kehrer-Essex Bank Investment Program Benchmarking Survey: Initial Findings. Kenneth Kehrer Associates: Princeton, NJ, April 2000.

"Meeting the hybrid sales challenge: Part two of two: how licensing platform bankers affects your sales force," *ABA Banking Journal*, April 2000, p. 65 (with Kevin Crowe).

"Who is the largest TPM?," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, First Quarter 2000.

"Are hybrid sales teams the answer? In part one of a two-part report, we look at the advantages of broker/bankers investment sales programs," *ABA Banking Journal*, March 2000, p. 55 (with Kevin Crowe).

"Bank B/Ds Maintain High Productivity & Sales Revenue in Fourth Quarter," *BSA Quarterly Productivity & Performance Report: 4th Quarter 1999*. Bank Securities Association: Wayne, PA, February 2000.

"Bank Insurance Agent Compensation Lags FC Pay," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, Fourth Quarter 1999.

"Diminishing Distinctions: Bank and nonbank broker/dealers look more and more alike, with one exception," *ABA Banking Journal*, November 1999, p. 49 (with Kevin Crowe).

"What's Happening To Our Business? Bank Investment Services in the Next Millennium," presentation at Advisory Board Meeting, Equitable Distributors, Napa, California, November 22, 1999.

"Bank B/D Response to the Financial Squeeze: Hybrid Programs," presentation at Opportunities and Challenges for the Next Millennium, Institutional Marketing Group & National Planning Corporation, Jackson National Life, Rosemont, Illinois, November 10, 1999.

"Financial Pressure on Bank Investment Services & Insurance Programs," presentation at Opportunities and Challenges for the Next Millennium, Institutional Marketing Group & National Planning Corporation, Jackson National Life, Rosemont, Illinois, November 9, 1999.

"Broker Productivity & Revenue Off in Bank B/Ds, but Profit Up as Annuity Sales Increase," *BSA Quarterly Productivity & Performance Report: 3rd Quarter 1999*. Bank Securities Association: Wayne, PA, November 1999.

"Meeting The Competitive Challenge: Hybrid Investment Sales Programs," presentation at Senior Management Conference, PrimeVest Financial Services, Cheyenne Mountain, Colorado, October 28, 1999.

1999 Kehrer Bank Investment & Insurance Services Compensation Survey: Executive Compensation Study. Kenneth Kehrer Associates: Princeton, NJ, October 1999.

"Bank Distribution of Life Insurance: Yesterday, Today & Tomorrow," presentation at Distribution in the 21st Century, a conference sponsored by New World Marketing, New York City, September 23, 1999.

"The Handwriting on the Wall," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, Third Quarter 1999.

"Bank Life Insurance Sales: Where's the beef?," *ABA Banking Journal*, August 1999 (with Paula Nelson).

"Annuity and Mutual Fund Product Trends in Financial Institutions," presentation at Partner Appreciation Workshop, John Hancock Financial Institutions Group, Boston, MA, August 20, 1999.

"Roundtable Discussion: Successes & Challenges in Managing a Bank Broker/Dealer," Partner Appreciation Workshop, John Hancock Financial Institutions Group, Boston, MA, August 20, 1999.

Benchmarking Commercial Insurance Sales At Large Banks. Kenneth Kehrer Associates: Princeton, NJ, August 1999.

Benchmarking Credit Insurance Activity in Large Banks. Kenneth Kehrer Associates: Princeton, NJ, August 1999.

"Record Productivity Drives Bank B/D Revenue Higher in Second Quarter, but Profit Contribution Slips 10%," *BSA Quarterly Productivity & Performance Report: 2nd Quarter 1999*. Bank Securities Association: Wayne, PA, August 1999.

1999 Bank Consumer Investments Study. Consumer Bankers Association: Washington, DC, July 1999.

"The Role of Banks In The Distribution Of Financial Services In The US," presentation for symposium sponsored by KINZAI Institute for Financial Affairs, New York, July 28, 1999.

1998 Kehrer-Essex Bank Investment Program Benchmarking Study: Initial Findings. Kenneth Kehrer Associates: Princeton, NJ, July 1999.

"Report card on Trust and Retail integration," *ABA Banking Journal*, July 1999 (with Tom Cote').

"Legal and Administrative Guidelines for Compensating Bank Employees: Current Bank Practices," presentation at Regulatory & Compliance Seminar, Financial Institutions Insurance Association, Washington, DC, June 21, 1999.

"Migrating to Fee-Based Business: How Do We Get There from Here," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, Second Quarter 1999.

"Bank Marketing of Insurance Products," presentation at The Association of Insurance and Financial Analysts, New York, May 25, 1999.

"The Productivity of Alternative Bank Distribution Methods," *ABI Product Focus*, Association of Banks-in-Insurance, Washington, DC, May 21, 1999 (with Chuck Wood).

"Platform Sales Strategies — A Sea of Change," Strategic Dialogue, Institutional Marketing Group, Jackson National Life, Atlanta, May 21, 1999.

"Distribution Strategies for Bank Platform Programs," presentation at Dreyfus Annual Mutual Fund Conference, Napa Valley, California, May 14, 1999.

Benchmarking Personal Lines of Property/Casualty Insurance Sales by Large Banks. Kenneth Kehrer Associates: Princeton, NJ, May 1999.

"Deja vu all over again?" *Professional Insurance Agents of New Jersey*, May 1999.

"The Future in Variable Annuities," presentation at Delaware Investments Sales Managers Forum, Philadelphia, May 7, 1999.

"Integration of Trust & Retail Investment Services: Challenges and Opportunities," presentation at Sungard Executive Forum, Colonial Williamsburg, May 5, 1999.

"Productivity Gains Drive Bank B/D Revenue and Profits Higher in First Quarter," *BSA Quarterly Productivity & Performance Report: 1st Quarter 1999*. Bank Securities Association: Wayne, PA, May 1999.

"Agent Compensation: How to keep it legal & compensate bank employees," presentation at Financial Institutions Insurance Association 11th Annual Convention, Scottsdale, April 20, 1999.

"Bank Insurance Sales Ho-Hum But Promising," *National Underwriter*, April 19, 1999.

Benchmarking Life and Health Insurance Sales by Large Banks. Kenneth Kehrer Associates: Princeton, NJ, April 1999.

"Industry Trends in Bank Sales of Life and Health Insurance," presentation at InsurRate Carrier Conference, PineIsle Resort, Georgia, April 5, 1999.

"Insurance Growth Stronger than Some Data Suggest," *American Banker,* April 20, 1999.

Compensation of Investment Specialist/Dedicated Sales Rep, 1998 Kehrer Alliance-Capital Bank Investment Services Compensation Survey. Kenneth Kehrer Associates: Princeton, NJ, March 1999.

"Compensation Models," presentation at Bank Securities Association, 12th Annual Convention, Rancho Mirage, California, March 8, 1999.

"Bank Sales of Life Insurance Grow, but Remain Disappointing," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, First Quarter 1999.

"Fixed annuities: Extinct or just out of fashion?" *ABA Banking Journal*, February 1999, p. 62.

Compensation for Wrap Fee Business, 1998 Kehrer Alliance-Capital Bank Investment Services Compensation Survey. Kenneth Kehrer Associates: Princeton, NJ, February 1999.

"Profitability Improves at Bank Broker/Dealers in Fourth Quarter, in Spite of Depressed Productivity and Revenue," *BSA Quarterly Productivity & Performance Report: 4th Quarter 1998*. Bank Securities Association: Wayne, PA, February 1999.

"What Is Bancassurance?" presentation at BAI Symposium, Orlando, FL, January 21, 1999.

"Bank Mutual Funds Outlook: Looking Ahead In The Rearview Mirror," *Bank Investment Services Report*, January 4, 1999, p. 4.

The Impact of Sales Incentives on Licensed Banker Sales Productivity. Kenneth Kehrer Associates: Princeton, NJ, December 1998.

"Mixed Grades: A post-correction report card on bank investment sales has the expected negatives, but also some surprising positives," *ABA Banking Journal*, December 1998, p. 61.

"Selling Annuities and Life Insurance through Licensed Platform Bankers," Strategic Dialogue, Jackson National Life, Santa Fe, New Mexico, December 4, 1998.

"Estimating Quarterly Mutual Fund Sales through Banks," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, Fourth Quarter 1998.

"Bank Annuity, Fund Sales Sagged In Third Quarter," *National Underwriter*, November 16, 1998.

"Market Volatility Hammers Bank Broker/Dealers in Third Quarter," *BSA Quarterly Productivity & Performance Report: 3rd Quarter 1998*. Bank Securities Association: Wayne, PA, November 1998.

"Trust vs. Brokerage: When both departments can handle the job, who gets the business?" *ABA Banking Journal*, October 1998, p.95.

"Selling Annuities through Licensed Platform Bankers," Strategic Dialogue, Jackson National Life, Washington, DC, October 7, 1998.

"Best Practices in Annuity Sales," presentation at 25th Anniversary Annual Conference, Association of Banks-in-Insurance, Arlington, VA, October 6, 1998.

"Bank Sales of Life Insurance: Where's The Beef?" *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, Third Quarter 1998.

"Compensation Trends in Bank-Insurance Programs," *ABI Product Focus*, Association of Banks-in-Insurance: Washington, DC, August 1998.

"Record Broker Productivity Drives Bank B/D Revenue to New Highs in Second Quarter," *BSA Quarterly Productivity & Performance Report: Second Quarter 1998*, Bank Securities Association: Wayne, New Jersey, August 1998.

1997 Kehrer-Alliance Capital Bank Investment Program Benchmarking Study. Kenneth Kehrer Associates: Princeton, NJ, August 1998.

The Integration of Trust & Investment Services. Kenneth Kehrer Associates: Princeton, NJ, August 1998.

"Record Broker Productivity Drives Bank B/D Revenue to New Highs in Second Quarter," *BSA Quarterly Productivity & Performance Report: 2nd Quarter 1998*. Bank Securities Association: Wayne, PA, August 1998.

"Bank Variable Annuity Sales: Trends & Best Practices," presentation at symposium sponsored by Fidelity Investment Services, Boston, MA, July 24, 1998.

"Retail Delivery of Investment Services," lectures at ABA's Stonier Graduate School of Banking, June 1998.

"Third Party Marketers: A Vanishing Breed?" *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, Second Quarter 1998.

"Equity Index Sales," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, Second Quarter 1998.

"Meeting The Challenges of 1998 II." Bankers Roundtable Discussion. Jackson National Life, New York City, May 20, 1998.

"Bank Broker Productivity & B/D Sales Recover in First Quarter," *BSA Quarterly Productivity & Performance Report: 1st Quarter 1998*, Bank Securities Association: Wayne, New Jersey, May 1998.

"Bank-broker pay up 20%, but still lags wire houses," *ABA Banking Journal*, (April 1998), p. 57.

"Meeting The Challenges of 1998." Bankers Roundtable Discussion. Jackson National Life, LaJolla, California, March 31, 1998.

"Compensation Trends & Issues," presentation at 11th Annual Convention of Bank Securities Association. LaJolla, California, March 30, 1998.

"Banking & Insurance: A Match Made in Heaven?" presentation at The Bank & Financial Analysts Association, Banking Symposium. New York City, March 19, 1998

"Investment Services Programs in Community Banks," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, First Quarter 1998.

"Bancassurance in the US: a brief overview," *Bancassurance*. *Scor Tech*, March 1998, p. 45.

"Strong Bank B/D Performance Derailed by Market Conditions," *BSA Quarterly Productivity & Performance Report: 4th Quarter 1997* Bank Securities Association: Wayne, New Jersey, February 1998.

Seeking Best Bank Investment Program Practices: The Performance of Alternative Distribution Strategies. Bank Securities Association White Paper: Wayne, PA, February 1998.

"David beats Goliath, again," *ABA Banking Journal* (February 1998), p. 84.

Sales Compensation Trends in Bank Broker/Dealers. Bank Securities Association White Paper: Wayne, PA, February 1998.

"The *no-load* predicament," *ABA Banking Journal* (December 1997), p. 43.

"Bank Mutual Fund Sales Expand, As Bank B/Ds Maintain High Productivity," *BSA Quarterly Productivity & Performance Report: 3rd Quarter 1997*, Bank Securities Association: Wayne, New Jersey, November 1997.

"Foisted On My Own (Annuity) Petard," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, Fourth Quarter 1997.

"Bank Broker Compensation Up 20%, But Still Lags Wire Houses," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, Fourth Quarter 1997.

"For Banks, Sales of Insurance Products Still Seeking Potential," *National Underwriter,* November 17, 1997.

"Hybrid Program Best Practices," presentation at Essex Corporation Executive Conference, San Francisco, October 22, 1997

"The Kehrer-Alliance Capital Bank Productivity Study." 1997 Bank Investment Program Productivity Symposium. Las Colinas, October 9, 1997.

1996/1997 Bank Investment & Insurance Services Compensation Study. Kenneth Kehrer Associates: Princeton, NJ, October 1997.

"Hearing the "D" word again," *ABA Banking Journal* (October 1997), p.69.

"Cursed by Association," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, Third Quarter 1997.

"LIMRA Study: Bank-by-Bank Life Sales Declining," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, Third Quarter 1997.

"Rate Spreads Continue to Drive Fixed Annuity Sales," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, Third Quarter 1997.

The Disintermediation of Bank Deposits by Investment Sales. Kenneth Kehrer Associates: Princeton, NJ, August 1997.

"Increasing VA Sales Boost Bank Broker/Dealer Income," *BSA Quarterly Productivity & Performance Report: 2nd Quarter 1997*, Bank Securities Association: Wayne, New Jersey, August 1997.

"Bankers can't sell, or can they?" *ABA Banking Journal* (August 1997), p. 54.

1996 Kehrer-Alliance Capital Bank Investment Program Benchmarking Study. Kenneth Kehrer Associates: Princeton, NJ, August 1997.

CBA 1997 Bank Investment Products Study. Consumer Bankers Association: Washington, DC, June 1997.

"Behind The Bancassurance Curtain," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, Second Quarter 1997.

"Flat Yield Curve Narrows Fixed Annuity Rate Advantage," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, Second Quarter 1997.

"Banks Generate Large Increases in Income from Investment Sales," *BSA Quarterly Productivity & Performance Report: 1st Quarter 1997*. Bank Securities Association: Wayne, NJ, May 1997.

"The Emergence of Bank Life Insurance Distribution in the US," presentation at *Life Insurance National Congress*. Toronto, Canada, May 13, 1997.

"Same Bank Investment Sales Grew, But Sales Mix Shifts Toward Securities," *The Kehrer Report: Quarterly Newsletter of The Bank Insurance and Investment Industry*, Kenneth Kehrer Associates: Princeton, NJ, February 1997.

"Banks Continue Strong Investment Sales Performance, But Margins Shrink," *BSA Quarterly Productivity & Performance Report: 4th Quarter 1996*, Bank Securities Association: Wayne, PA, February 1997.

Seeking Best Bank Investment Program Practices: The Performance of Alternative Distribution Methods (revised). Essex Corporation: New York, NY, January 1997.

"Assessing The Size of The Opportunity in Insurance Sales," *Newsletter of the Bank-Insurance Industry*, 1996, No. 4, p. 2 (December 1996).

"Underwriters of Bank-Sold Insurance Getting Stronger," *Newsletter of the Bank-Insurance Industry*, 1996, No. 4, p. 9 (December 1996).

"Productivity of Bank Brokers Dips in 3rd Quarter, But Remains High," *BSA Quarterly Productivity & Performance Report: 3rd Quarter 1996*, Bank Securities Association: Corte Madera, CA, November 1996.

"Late Entrants Paying More for Management Talent," *Newsletter of the Bank-Insurance Industry*, 1996, No. 3, p. 1 (September 1996).

"LIMRA Study Finds Banks Satisfied with Progress on Selling Life Insurance," *Newsletter of the Bank-Insurance Industry*, 1996, No. 3, p. 6 (September 1996)

1995 Kehrer-Alliance Bank Investment Program Benchmarking Study: Final Report. Kenneth Kehrer Associates: Princeton, NJ, September 1996.

"Productivity of Bank Brokers Surged in 2nd Quarter, as Sales and Profits Build," *BSA Quarterly Productivity & Performance Report*: 2nd Quarter 1996, Bank Securities Association: Corte Madera, CA, September 1996.

Annuity Sales through Banks: The Story Continues. Kenneth Kehrer Associates: Princeton, NJ, August 1996.

"The Market Potential of Life Insurance Sales in Banks," presentation at conference on Banks Selling Life Insurance, International Business Communications, Chicago, June 17, 1996.

"Bank Broker-Dealer Productivity Flat Despite Surging Markets," *Bank Securities Journal*, May/June 1996, p. 30 (with Dan Kreuter and Corinne Weston).

CBA 1996 Consumer Investments Study. Consumer Bankers Association: Washington, DC, May 1996.

Marketing Annuities. SRI Consulting, CONSUMER FINANCIAL DECISIONS: Menlo Park, CA, May 1996 (with Cathy Hempstead).

Seeking Best Bank Investment Program Practices: The Performance of Alternative Distribution Methods. Essex Corporation: New York, NY, May 1996.

1995 Kehrer-Alliance Bank Investment Program Benchmarking Study: Early Participant Report. Kenneth Kehrer Associates: Princeton, NJ, April 1996.

Investment Services Programs in Community Banks: David vs. Goliath. INVEST Financial Corporation: Tampa, FL, March 1996.

"Benchmarking Performance of Bank Investment Services: How Does Your Program Compare?" Bank Securities Association, 1996 Annual Convention, Palm Desert, California, February 26, 1996 (with Jim Rensel).

"Third Party Sales Forces: A Harder Row to Hoe?" *Bank Securities Journal*, January/February 1996, p. 60.

"Study Finds Banks May Be Losing Grip on Annuity Buyer," *Newsletter of the Bank-Insurance Industry*, 1996, No. 1, p. 4.

"NASD Revises Proposal for Access to Customer Information," *Newsletter of the Bank-Insurance Industry*, 1995, No. 5/6, p. 1.

"Untapped Potential," *ABA Banking Journal*, December 2005.

"Identifying "Life" Opportunities," Association of Banks-in-Insurance, 9th Annual Conference, Washington, DC, October 3, 1995.

The Experience of Banks with Establishing Sales Forces Licensing Platform Bankers to Sell Annuities. Essex Corporation: New York, NY, September 1995.

"Positioning Yourself to Sell Fixed Annuities to The Bank Marketplace," Fixed Annuities: The Third Annual Industry Forum, Institute for Institutional Research, New York City, September 12, 1995.

"Whither Third Party Marketers II?," *Newsletter of the Bank-Insurance Industry*, 1995, No. 4, p. 2.

CBA 1995 Bank Investment Products Study. Consumer Bankers Association: Washington, DC, 1995.

1994 Kehrer Bank Investment Program Benchmarking Study. Kenneth Kehrer Associates: Princeton, NJ, August 1995.

"How Do Bank Proprietary Variable Annuities Stack Up?," *Newsletter of the Bank-Insurance Industry*, 1995, No. 3, p. 9.

"Interest Picks Up In Proprietary Annuities," *ABA Banking Journal*, July 1955, p. 42 (with Jim Rensel).

"Bank Marketing of Life Insurance," *LIMRA's 1995 Brokerage Conference.* New Orleans, March 14, 1995.

"Customer Complaints About Bank Investment Sales Rise, But Remain Low," *Newsletter of the Bank-Insurance Industry*, 1995, No. 1, p. 2.

"Study Examines Marketing of Mortgage Credit Insurance," *Newsletter of the Bank-Insurance Industry*, 1995, No. 1, p. 1.

"Experience of Banks and Securities Firms Marketing Life Insurance," Marketing through Financial Institutions, LIMRA Marketing Edge Seminar, Chicago, November 15, 1994.

"NASD Proposes to Restrict Bank Marketing of Investments," *Newsletter of the Bank-Insurance Industry*, 1994, No. 5/6, p. 1.

"Studies Profile Annuity Buyer," *Newsletter of the Bank-Insurance Industry*, 1994, No. 5/6, p. 1

"Assessing the Financial Strength of Insurers That Market Through Banks," *Newsletter of the Bank-Insurance Industry*, 1994, No. 5/6, p. 2.

1993 Kehrer Bank Investment Program Benchmarking Study. Kenneth Kehrer Associates: Princeton, NJ, 1994.

"Forecasting Bank Annuity Sales," *Newsletter of the Bank-Insurance Industry*, 1994, No. 4, p. 1.

"Study Examines Profitability of Alternative Bank Distribution Methods," *Newsletter of the Bank-Insurance Industry*, 1994, No. 4, p. 2.

"Bank Annuity Sales: Still Growing, But Changing," *Bank Investment Representative*, July 1994, p. 39.

"New Study Examines Mortgage Insurance Distribution," *Newsletter of the Bank-Insurance Industry*, 1994, No. 3, p. 1.

"Choosing Mutual Fund Providers," *Bank Director News*, October-December 1993, p. 6.

"Bank Distribution of Fixed Annuities," Strategic Product Development, Marketing & Distribution for Fixed Annuities, Institute for International Research, New York City, December 6, 1993.

"Regulators and Congress Eye Disclosure Issues," *Newsletter of the Bank-Insurance Industry*, 1993, No. 5/6, p. 1.

"The Effect of Compensation Levels on Productivity," *K^2 1992/1993 Bank Securities and Insurance Program Compensation Study*. DAK Associates, Conshohocken, PA, 1993.

"Third Party Marketers: Marketing through Banks," *1993 Mass Marketing Insurance Institute Annual Meeting and Exposition.* Chrystal City, VA, May 1, 1993.

"The Profitability of Bank Securities and Insurance Programs," *K^2 1992/1993 Bank Securities and Insurance Program Compensation Study*. DAK Associates, Conshohocken, PA, 1993.

1992 Kehrer Bank Investment Program Benchmarking Study. Kenneth Kehrer Associates: Princeton, NJ, 1993.

"Sales Performance and Productivity," *K^2 1992/1993 Bank Securities and Insurance Program Compensation Study*. DAK Associates, Conshohocken, PA, 1993.

"The "D" Word: Fears Fade Over Cannibalization of Deposits," *Bank Investment Representative*, June 1993, p. 18.

Bank Marketing of Annuities and Mutual Funds: The Performance of Alternative Distribution Strategies . Kenneth Kehrer Associates, Princeton, NJ, revised 1993.

"Competitors In The Next Century," *Financial Services Expo.* National Financial Services Week: New York, NY, April 20, 1993.

"Bank Annuity Sales Surge During 1992," *Bank Investment Representative,*, January/February 1993, p. 12.

"Putting A Value on Insurance Powers," *American Banker*, December 18, 1992, p. 4.

"The Profitability of Marketing Annuities," *Bank Director News*, May-June 1992, p. 1.

"What Is An Annuity/How To Choose An Annuity Provider," *Bank Director News*, May-June 1992, p.3.

"Estimating The Bank Life Insurance Opportunity," *Newsletter of The Bank-Insurance Industry*, 1992, Number 3.

"LIMRA Survey Finds Bank Life/Health Marketing in Infancy: $300 Million in 1990 Premium," *Newsletter of The Bank-Insurance Industry*, 1992, Number 2.

Marketing Insurance through Banks. Life Insurance Marketing and Research Association, Hartford, CT, 1992 (with Julie Dahm and Paul Laporte).

Financial Institution Marketing of Annuities: The Role of Third Party Marketing Companies — 1992 Edition. Kenneth Kehrer Associates, Princeton, NJ, 1992.

"Turn Toward Equities: The CD and Stock Fund Combination," *Bank Investment Representative*, Fall 1991, p. 8 (with Joseph R. Techar).

"The Regulatory Environment for Financial Institution Sales of Annuities," Southwest Association of Affiliated Agencies 1991 Conference, New Orleans, September 30, 1991.

"Banks and Annuities: The Role of Third Party Marketers," *LIMRA's Market Facts*, July/August 1991 (with Paul Laporte).

The Profitability of Certificates of Deposit. Kenneth Kehrer Associates, Princeton, NJ, 1991.

To What Extent Do Annuities and Other Investment Products Disintermediate Deposits? Revised Edition. Kenneth Kehrer Associates, Princeton, NJ, 1991.

"Banks Expected To Grab A Quarter Of the Mutual Fund Market," *United States Banker*, February 1991, p. 52.

Successful Strategies for Building Effective Distribution Systems: Banks. Infoline: New York, NY, November 15, 1990.

Bank Marketing of Annuities and Mutual Funds: The Performance of Alternative Distribution Strategies . Kenneth Kehrer Associates, Princeton, NJ, 1990.

"Commercial Banks Are Following Savings Institutions Into Annuities," *Bottomline.* National Council of Savings Institutions: Washington, DC, June 1989.

State-by-State Regulation of the Insurance Activities of Financial Institutions. Kenneth Kehrer Associates, Princeton, NJ, 1989.

Should Banks and Insurers Compete? The Consumer and Public Policy Issues. Kenneth Kehrer Associates: Princeton, NJ, 1988.

Testimony in Public Hearing on Proposed Rules Changes for Savings & Loan Associations. State of Michigan, Financial Institutions Bureau: Lansing, Michigan, March 31, 1988.

"Will Banks Distribute Insurance More Efficiently?," *Florida Banking*, July 1988.

"Will Banks Distribute Insurance More Efficiently?," *Banks in Insurance Report.* Vol. IV, No. 1, May 1988.

Financial Services Supermarkets: Case Studies of Diversified Financial Services Centers. Kenneth Kehrer Associates: Princeton, NJ, 1987 (with Tom Yaegel.

"Non-Bankers in Banking," *IFA News.* Fall 1986 (with Tom Yaegel).

"Testimony on Consumer Benefits Associated with the Changing Financial Services Environment." Hearing before the Subcommittee on Financial Institutions and Consumer Affairs of the Committee on Banking, Housing, and Urban Affairs, United States Senate, Washington, DC, May 7, 1986.

Financial Services Supermarkets: The Market for Consolidation. Kenneth Kehrer Associates: Princeton, NJ, February 1986.

The IRA Market: Growing Opportunities for the Financial Services Industry. Kenneth Kehrer Associates: Princeton, NJ, November 1985.

The Demand for Insurance Marketed through Financial Institutions. Kenneth Kehrer Associates: Princeton, NJ, August 1985.

Consumer Attitudes toward Buying and Selling Real Estate through Banks. Kenneth Kehrer Associates: Princeton, NJ, June 1985.

Bank-Agency Insurance Guide: Estimating Demand and Profit for Auto, Home, and Life Insurance. Mathematica Information Services: Princeton, NJ, 1984 (with Edgar M. Coster and Myles Maxfield, Jr.)

Consumer Attitudes toward Personal Property/Liability Insurance from Banks and Thrifts. Mathematica Information Services: Princeton, NJ, 1984.

Final Report of the Gary Income Maintenance Experiment: Labor Supply. November 1979 (with John F. McDonald and Robert A. Moffitt).

"The Gary Income Maintenance Experiment: Introduction," *Journal of Human Resources*. Industrial Relations Research Institute and the Institution for Research on Poverty, University of Wisconsin Press: Fall 1979.

"More on the Income Maintenance and Welfare Reform Debate," *The mpr Policy Newsletter*. Mathematica Policy Research: Princeton, NJ, Spring 1979.

Estimating Labor Supply Disincentives of a Negative Income Tax: Some Results and Lessons from the Experiments, with Robert A. Moffit. Staff Paper SP-78A-06. Mathematica Policy Research: Princeton, NJ, December 1978.

"The Effect of Tax and Transfer Programs on Labor Supply: The Evidence from the Income Maintenance Experiments," *Research in Labor Economics*, edited by Ron Ehrenberg. JAI Press: 1980 (with Robert Moffit).

"Designing Income Maintenance Programs: Evidence, Problems, and Suggestions for Further Research," *Proceedings of the 1978 Conference on the Seattle and Denver Income Maintenance Experiments*, May 15-17, 1978. State of Washington Department of Social and Health Services, Analysis and Information Services Division, Olympia, Washington, October 1979.

"Data Collection from Collateral Sources: SIME/DIME Experience," with John Hall. *Proceedings of the 1978 Conference on the Seattle and Denver Income Maintenance Experiments*, May 15-17, 1978. State of Washington Department of Social and Health Services, Analysis and Information Services Division, Olympia, Washington, October 1979.

"The Gary Income Maintenance Experiment: Summary of Initial Findings." *Evaluation Studies Review Annual, Volume 3*, edited by Thomas D. Cook and Associates. Sage: London, 1978.

"Family Well-Being and Welfare Dependency: Some Selected Findings from the Income Maintenance Experiments," *Testimony before the Subcommittee on Public Assistance of the Senate Finance Committee*. Washington, DC, November 1978.

'The Use of Data from Administrative Records as a Tool in Social Research," paper presented at the Annual Meetings of the Midwest Association of Public Opinion Research, Chicago, October 20, 1978, with John Hall.

"Comments on Recent Survey Data Processing Activities," 1978 American Statistical Association Annual Meetings, Survey Research Section, San Diego, August 17, 1978.

"The Gary Experiment in Welfare Reform," *Indiana Business Review,* vol. 53, March-April 1978, pp.12-19, with Stanley P. Stephenson.

"Comments on Editing, Bounding and Matching Panels in a Longitudinal Survey," HEW Workshop on Data Processing Issues for the Survey of Income and Program Participation," Washington, D.C., February 23-24, 1978.

"Questionnaire Development Issues in the Gary Income Maintenance Experiment," Paper presented at the HEW Workshop on Survey Research Issues for the Survey of Income and Program Participation, Washington, D.C., January 1978.

"Labor Supply, the Negative Income Tax, and Other Tax and Transfer Programs: What Have We Learned from the Income Maintenance Experiments?" mpr Working Paper no. A-28, presented at the Annual Meetings of the American Economics Association, December 1977, with Robert Moffitt.

"Findings from the Gary Income Maintenance Experiment," Testimony before the Welfare Reform Subcommittee of the House Committee on Agriculture, Committee on Education and Labor, House Committee on Ways and Means. Washington, D.C., October 11, 1977.

"Toward a New Health Economics: Health Economics and Welfare Policy," *World Medical Association Follow-up Committee on the Development and Allocation of Medical Care Resources.* Tokyo, July 25-27, 1977, with Barbara Kehrer.

Editor, *Other Initial Findings*, vol. II of *Initial Findings Report*. The Gary Income Maintenance Experiment, Indiana University, 1977

"Overview of Initial Findings," *Other Initial Findings*, vol. II of *Initial Findings Report*. The Gary Income Maintenance Experiment, Indiana University, 1977

The Gary Income Maintenance Experiment: Summary of Initial Finding. Indiana University, 1976.

Co-editor with Robert Moffitt, *Initial Labor Supply Findings,* vol I of *Initial Findings Report.* The Gary Income Maintenance Experiment, Indiana University, 1977.

"Switching from AFDC to an NIT: Some Further Findings on the Labor Supply of Female Heads from the Gary Experiment," mpr Working Paper no. A-20, February 1977 (revised April 1977), with Lois Shaw, John McDonald, and Robert Moffitt.

"Switching from AFDC to an NIT: Initial Findings on the Labor Supply of Female Heads from the Gary Experiment," mpr Working Paper no. A-16, presented at the Annual Meeting of the Econometric Society, Atlantic City, September 1976 (revised April 1977), with Lois Shaw, John McDonald, and Robert Moffitt.

"The Initial Labor Supply Findings from the Gary Income Maintenance Experiment," mpr Working Paper no. A-13, presented at the Annual Meetings of the American Economics Association, Atlantic City, September 1976 (with Richard Kaluzny, John McDonald, Robert Moffitt, Lois Shaw, and Stanley P. Stephenson).

"The Negative Income Tax and Labor Supply: Methodological Issues and Analytic Strategy," Chapter 1 of the *Initial Findings Report,* vol I. The Gary Income Maintenance Experiment, Indiana University, 1976.

"The Gary Income Maintenance Experiment: Design, Administration, and Data Files," mpr Working Paper no. A-10, Princeton, August 1975 (with Gary T. Burtless, Elise K. Bruml, and David N. Richardson).

"Education, Race, and Poverty," *Perspectives on Poverty*, edited by Dennis J. Dugan and William H. Leahy. New York: Praeger, 1973.

Patterns of Curriculum Change During Economic Development. Unpublished doctoral dissertation. New Haven: Yale University, 1972.

"Poverty, Welfare, and the Negative Income Tax," *Essential Principles and Cases for Secomd Semester of Elementary Economics*, edited by Rendigs Fels and Ewing Shahan. Nashville: Vanderbilt University, 1970.

"Education Planning Models," in *Leading Issues in Development Economics,* edited by Gerald M, Meier. 2nd ed. New York, Oxford University Press, 1970.

Shelter Sector Summaries: India, Pakistan, and Sri Lanka. Washington, DC: Office of Housing, Agency for International Development, June 1969 (with John B. Urner).

Human Resources Development Planning: An Introduction. A.I.D. Discussion Paper No. 15, Agency for International Development, Office of Program Coordination, March 1967. Reprinted in abridged version as "Human Resources Development Planning," in *Schools in Transiton: Essays in Comparative Education,* edited by Andreas M. Kazamias and Erwin H. Epstein. Boston: Allyn and Bacon, 1968.

"The Economic Policies of Ala-ud-din Khalji: 1298-1320," Paper presented at the Thirteenth All Pakistan History Conference, Lahore, Pakistan, April 9, 1963. Published in the *Journal of the Panjab University Historical Society* and the *Proceedings* of the Conference.