

### December 2012

#### Mass Affluent and Financial Services - US

“After being challenged by the recession, the mass affluent market is staging somewhat of a comeback and has become an increasingly attractive market for banks and other types of financial institutions. The question is whether these institutions can find the hooks most relevant to this group and grow their business ...

### November 2012

#### Marketing Financial Services to Women - US

“Women’s financial needs are not really any different from men’s. Everyone needs to save money, plan for long-term goals, and make investment choices that fit their own needs and personalities. What many women do need, however, is a greater understanding of the financial opportunities that exist for them. Financial institutions ...

#### Innovations in the Insurance Marketplace - US

This report focuses on the many recent innovations that are being developed by the insurance industry. One primary focus is the significant activity occurring in the P&C sector in recent years. Telematics and other types of devices that allow for cost savings to the consumer along with potential benefits to ...

### October 2012

#### Canadian Banks and Credit Unions - US

“The retail banking industry in Canada is strong and the banking system is rated as the safest in the world. However, the global economic climate is troubled and Canadians are concerned. People are starting to hunker down and concentrate on spending less and saving more. Banks and credit unions/caisses ...

#### Retail Banking - US

“Retail banks are facing a lot of pressure right now. The economy, government regulators, and non-bank alternatives are all challenging their growth. However, there is a lot of opportunity out there for them, and they are gearing up to take advantage of it.”