

What Is Defined Benefit Investor?

Defined Benefit Investor is a patent-pending financial technology built to restore confidence in retirement planning. In an era where traditional pensions have largely disappeared, our platform brings the certainty of defined benefit outcomes back within reach for everyday investors.

We empower financial institutions—401(k) providers, wealth managers, life insurers, mutual fund companies, and annuity issuers—to deliver personalized, pension-like solutions that focus on guaranteed retirement income, not just fluctuating account balances. Through seamless integration and scalable design, Defined Benefit Investor transforms accumulation-based investment products into predictable, outcome-driven plans that generate lifetime income security.

Why Is Guaranteed Income So Important?

As Nobel Laureate Robert Merton explains: *In retirement, it is your income—not your wealth—that determines your standard of living.*

Consider this: A risk-averse investor retiring in 2000 could generate \$5,800 per month from certificates of deposit (CDs). By 2020, that income had plummeted 99% to just \$75 per month—even though the investor’s account balance remained unchanged. This illustrates the critical need for income certainty in retirement planning.

How Does Defined Benefit Investor Work?

Defined Benefit Investor wraps around any investment that accepts systematic contributions—such as mutual funds, annuities, or indexed universal life policies—and transforms it into a personal defined benefit pension.

Here’s how it works:

- 1. Investor Defines the Goal**

The user sets key parameters: desired monthly retirement income, retirement age, contribution period, and an assumed baseline investment growth rate.

- 2. Personal Pension Plan Creation**

Based on these inputs, the platform calculates the precise contribution schedule needed to accumulate enough capital to fund the defined income goal.

- 3. Ongoing Performance Tracking**

Because markets are unpredictable, the application monitors annual performance and compares it to the baseline assumption.

- 4. Annual Adjustment Report**

Each year, the investor receives a report recommending whether to increase or decrease contributions to stay on track for the target retirement income.

This dynamic, feedback-driven process allows investors to confidently pursue retirement income outcomes—with course corrections built in.

From Retirement Income Journal, April 2025

'Personal Defined Benefit Plan' launched

David Macchia, a long-time Massachusetts-based annuity marketing entrepreneur, has launched a patent-pending income-generating system, Defined Benefit Investor, that could help fill the vacuum left by the disappearance of so many employer-based pensions since the 1980s.

Individual investors and retirement plan participants who use the system would define their own future income benefit. Starting years in advance, they would set a desired monthly retirement income.

The system would then automatically help them reach that income threshold by calculating, prompting, and facilitating regular transfers from their investment accounts into a multi-premium deferred indexed annuity.

Individuals or plan participants, for instance, could customize their plan by selecting:

- Targeted retirement income amount
- Contribution period (number of years)
- Baseline interest growth assumption
- Income payout age (when payments begin)
- Payout option (e.g., life-only, joint life)

Defined Benefit Investor is designed to integrate with a range of financial instruments, including annuities, life insurance policies, 401(k) accounts, 403(b) accounts, mutual funds, ETFs, TAMPs (turnkey asset management plans), or individual investment portfolios, according to the website www.persuazo.com.