



The Impact of COVID, Current Trends, and Culture on Advisor Requests for Proposals (RFPs)

Episode 31

In episode 31 of *Revamping Retirement*, [Jennifer Doss](#) and [Scott Matheson](#) talk with [Greg Middleton](#), senior director of business development and sales enablement at CAPTRUST, to discuss his [recent webinar](#) on advisor requests for proposals (RFPs).

Middleton provides unique industry perspective on why challenging times often drive plan sponsors to assess providers and their services and the ways RFPs can help plan sponsors understand recent market trends, cybersecurity, selection process, and more.

In *Minute with Mike*, [Mike Webb](#) shares what plan sponsors need to know about health savings accounts (HSAs) and how they can help support successful retirement outcomes.