



2018



RETIREMENT
PERSPECTIVES
SURVEY

KEY FINDINGS

Commissioned survey conducted by

FORRESTER



When it comes to retirement, a majority of Baby Boomers are unsure if they've saved enough, and many lack knowledge about which specific financial products can help address their most pressing concerns.

Annexus commissioned Forrester Consulting, a leading global research and advisory firm, to survey Americans aged 50 to 70 concerning their financial readiness, top retirement concerns, and the importance of working with an advisor.

The survey results have been grouped into these four categories affecting advisors and their clients:

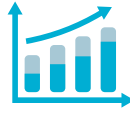
- **Retirement Income**
- **Costs In Retirement**
- **Market Volatility**
- **Retirement Awareness**

RETIREMENT INCOME



1. Only **1 in 3** Americans are confident or extremely confident they'll have **sufficient income for retirement**¹
2. **56%** of Americans with a dependable source of retirement income are still concerned or extremely concerned they'll **outlive their savings**²
3. More than **4 in 5** Americans surveyed consider **lifetime income** important or extremely important¹
4. **85%** of Americans feel it's important or extremely important to have **another source of dependable income besides Social Security**¹
5. **88%** of high-income earners consider **lifetime income** important or extremely important³
6. **94%** of high-income-earning males believed a **source of lifetime income beyond social security** is important or extremely important⁴
7. Just **16%** of Americans without a retirement income plan that provides a lifetime monthly dollar amount are confident or extremely confident they have **sufficient income to last throughout retirement**²
8. People with a retirement income plan that provides a lifetime monthly dollar amount are more than **three times as likely (50%)** to be confident or extremely confident they have **sufficient savings for retirement** than those without **(16%)**⁵

COSTS IN RETIREMENT



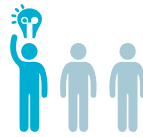
1. **71%** of Americans are concerned or extremely concerned about the **impact of inflation**¹
2. **88%** of high-income earners consider it important or extremely important to have **dependable income that can keep pace with inflation**³
3. **74%** of Americans with **\$500K** or more in savings are concerned or extremely concerned about the **potential for rising taxes in retirement**⁷
4. **78%** of pre-retirees (aged 55 – 59) are concerned or extremely concerned about **healthcare costs in retirement** – **64%** of those 65+ are concerned or extremely concerned¹⁰

MARKET VOLATILITY



1. **61%** of Americans are concerned or extremely concerned about the **impact of market volatility** on their retirement savings¹
2. **73%** of high-income earners are concerned or extremely concerned about the **impact of market volatility** on retirement savings³
3. Americans aged 50-54 are far more likely (**68%**) to be concerned or extremely concerned about the **impact of market volatility** than those 65 to 70 (**54%**)⁹
4. **85%** of high-income earners consider it important or extremely important to be **protected from market losses**³
5. **71%** of those with **\$500K** or more in assets are concerned or extremely concerned about the **impact of market volatility** — just **61%** of Americans overall share their concern⁶
6. The same percentage of families with assets over **\$500k (89%)** believe that **asset growth and market protection** are important or extremely important⁶

RETIREMENT AWARENESS



1. **85%** of Americans think it's important or extremely important to have an **additional source of lifetime retirement income**, but **44%** don't know which investment is best-suited to provide it¹
2. **75%** of Americans feel **tax advantages** are important or extremely important in retirement investments¹
3. **58%** of Americans who make over **\$100k** a year believe **working with an advisor** is important or extremely important, compared to **45%** of Americans as a whole¹¹
4. **82%** of high-income earners believe **tax advantages** are important or extremely important³
5. **63%** of Americans with more than **\$500K** in savings consider **working with an advisor** important or extremely important compared to **45%** of the total population⁷
6. **46%** of investors who understand the value of an advisor recognized **annuities as the best option** for lifetime income⁸
7. More than **68%** of clients who believe an advisor is important or extremely important would **purchase an annuity** with their IRA⁸



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¹ Forrester Consulting, American Retirement Perspectives Survey sponsored by Annexus, 2017.

² Forrester Consulting, American Retirement Perspectives Survey sponsored by Annexus, 2017, respondents who have a retirement income plan with a guaranteed dollar amount each month.

³ Forrester Consulting, American Retirement Perspectives Survey sponsored by Annexus, 2017, respondents with \$100,000 or more in total household income.

⁴ Forrester Consulting, American Retirement Perspectives Survey sponsored by Annexus, 2017, male respondents with \$100,000 or more in total household income.

⁵ Forrester Consulting, American Retirement Perspectives Survey sponsored by Annexus, 2017, respondents with a retirement income plan with a guaranteed dollar amount each month and respondents without a plan.

⁶ Forrester Consulting, American Retirement Perspectives Survey sponsored by Annexus, 2017, respondents with \$500,000 - \$999,999 in combined financial assets.

⁷ Forrester Consulting, American Retirement Perspectives Survey sponsored by Annexus, 2017, respondents with \$500,000 - \$999,000 in total household assets.

⁸ Forrester Consulting, American Retirement Perspectives Survey sponsored by Annexus, 2017, respondents who consider working with a financial professional extremely important or important.

⁹ Forrester Consulting, American Retirement Perspectives Survey sponsored by Annexus, 2017, respondents ages 50 to 54 and ages 65 to 70.

¹⁰ Forrester Consulting, American Retirement Perspectives Survey sponsored by Annexus, 2017, respondents ages 55 to 59 and respondents ages 65 to 70.

¹¹ Forrester Consulting, American Retirement Perspectives Survey sponsored by Annexus, 2017, respondents with over \$100,000 annual household income.