ALI Cannex Protected Retirement Income and Planning (PRIP)

Consumer Report

June 14, 2023

Alliance for Lifetime Income



ALI PRIP Background and Objectives





Protected Retirement Income and Planning (PRIP) examines the rapidly changing retirement income planning landscape, including shifts in consumer attitudes and behaviors toward retirement savings.

PRIP is the only research of its kind that surveys both consumers and financial professionals simultaneously.

Chapter 1: Americans Change Retirement Savings Strategies is a study of 2,507 consumers ages 45 to 75, of which 546 are investors ages 45 to 72 who work with a financial advisor and have \$150,000 or more in investable assets. They are referred to in the study as investors.

Additionally, the report includes 519 financial professionals who conduct retirement planning for individual clients and an oversample of Peak 65 consumers between 61 and 65.

Summary of Key Findings



Americans are at risk of running out of money in retirement.

- 51% of consumers feel they do not have enough retirement savings to last their lifetime and 32% are not confident they will have enough to cover basic monthly expenses throughout retirement.
- **16% of Americans ages 45 to 75 have retired and returned to work** in some capacity.
- 53% say one of the three reasons they retired were circumstances beyond their control, such as health-related concerns, job loss, mandatory age requirements and the impacts of COVID-19.
- 43% believe the 2022 market setback represents a longer-term change that negatively alters their retirement outlook.



Summary of Key Findings



Americans have uncertainties around Social Security and Medicare.

- **54% of consumers** are confident in the solvency of **Social Security**.
- Fewer than 2 in 10 are very confident. Despite this, 73% are counting on Social Security income in retirement.
- 40% say Social Security will be or is a critical part of their retirement income.





Top Findings



People are changing their approach to retirement as markets fluctuate.

- **32% of consumers** made changes to their investments in 2022.
- 51% report uncertainty whether the 60/40 stock/bond portfolio allocation remains viable.
- 37% find the 4% rule is no longer valid due to changes, such as inflation, longer lifespans and market volatility, and that the model should be replaced with other retirement income approaches.





Summary of Key Findings



The demand for protection and annuities continues to grow.

- Consumers want 80% of their retirement savings to be invested in safer investments.
- 97% say having guaranteed lifetime income in addition to Social Security in retirement is valuable.



Top Findings



Both consumers and financial professionals view annuities as an important solution that will help provide protected income for Peak 65ers and other investors alike.

- 93% of consumers who protected their portfolio with an annuity in 2022 are satisfied with their investment choices for 2022 and 44% are extremely satisfied.
- Those who are protected by a pension and/or an annuity have a significantly more positive outlook on their retirement prospects.





Top Findings



Financial professionals underestimate how interested investors are in annuities.

- 73% of financial professionals say they raise the topic of protection with clients; only 33% of investors say the same.
- Nearly 50% of investors are extremely interested in owning an annuity. Only 19% of financial professionals believe their clients have this level of interest.



Summary of Key Findings



Consumers seek safer investments to fund their needs in retirement.

- 4 in 10 consumers have separate goals for retirement income "needs" and "wants."
- Consumers want 80% of their retirement savings that will cover their needs in retirement to be invested in safer investments.
- As for "wants," travel and relaxation top the "bucket list" of things to do in retirement.



How do consumers and investors feel about their finances after 2022?





Less than half of consumers believe their savings will last their lifetime

Base: Total (N=2507) Q8. Do you think your retirement savings and sources of income will last for your lifetime?





Feel their retirement savings and sources of income will last for their lifetime

51% NO

32% are not confident they will have enough to cover basic monthly expenses throughout retirement

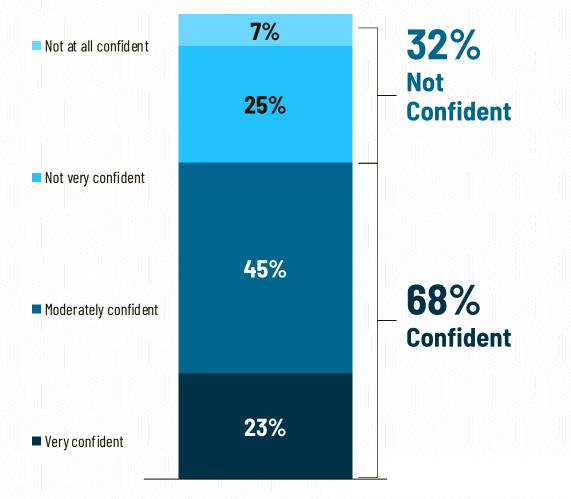
Base: Total (N=2507) Q9. How confident are you that you will have the income to cover your essential or basic monthly expenses throughout your retirement?

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Confidence They Will Have Income To Cover Basic Monthly Expenses Throughout Retirement



12

Most consumers are worried about the impact of inflation and possible recession on their retirement income

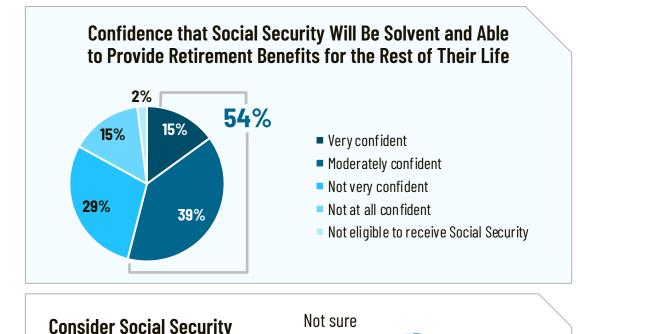
Worries Over Market Impact on Retirement Savings/Income

	Extremely, Very or Somewhat Worried	CONSUMERS				
Increasing inflation reducing my spending power in retirement	87 %	25%	26%		36%	10% 3%
Recession driving the economy down and impacting retirement income	86%	25%	28%		33%	10% 4%
ncreased interest rates on debt, mortgage, etc. mpacting the potential to save for retirement	68 %	21 %	20%	27 %	19%	13%
ncreasing inflation reducing their ability to contribute to their retirement savings	74%	20%	24 %	31%	17%	8%
Stock and bond market trends that reduce my potential retirement income	70%	16%	21%	33%	18%	11%

Extremely worried Very worried Somewhat worried Not very worried Not at all worried



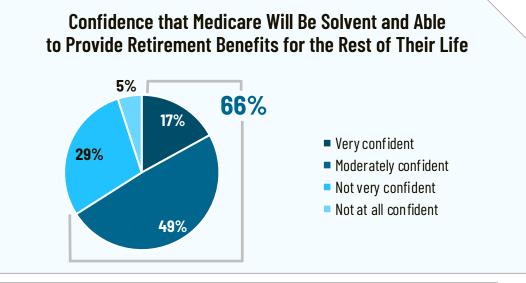
Fewer than 2 in 10 consumers are very confident about the solvency of Social Security and Medicare but 73% are counting on Social Security income in retirement



14%

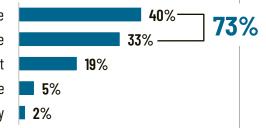
No

26%



Part Social Security Will Have in Retirement Income

Will be/is a critical part of my retirement income Will be/is a modest part of my retirement income Is not something I can rely on receiving in retirement Not sure



Not eligible to receive Social Security

061. How confident are you that Social Security will be solvent and able to provide your retirement benefits for the rest of your life? 063. How confident are you that Medicare will be solvent and able to provide your retirement benefits for the rest of your life?

Base: Consumers in the Full Launch (question modified after the soft launch) (N= 2223) Q62A. Do you consider Social Security to be a form of protected income in retirement? Q62B. Which of the following describes how you think about Social Security? Select one.

Base: Total (N=2507)

Yes

59%

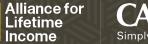
to Be a Form of

in Retirement

Protected Income

Simply reliable data

Consumer/Investor Investment Strategies





One third of consumers made investment changes in 2022; over 9 in 10 who protected their portfolio with an annuity in 2022 are satisfied

CONSUMERS

32% Made Changes to Investments in 2022

Multiple responses accepted



- **17%** Shifted some of my portfolio to more conservative investments
 - 5% Sold some investments to avoid losses
- **5%** Protected part of my portfolio by investing in an annuity
- **10%** Other changes in my investments
- 58% Made no changes
- 11% Don't have any investments

93% of consumers who protected their portfolio with an annuity in 2022 are satisfied with their 2022 investment choices and 44% are extremely satisfied

Type of Change	% Satisfied	N
NET Made any investment change in 2022	83%	790
Shifted some of my portfolio to more conservative investments	86%	423
Sold some investments to avoid losses	79 %	143
Protected part of portfolio by investing in an annuity	93%	104
Other changes in my investments	83%	250



Over half of investors made investment changes in 2022, and most are satisfied with their overall investment choices

INVESTORS

55% Made Changes to Investments in 2022

Multiple responses accepted



- **37%** Shifted some of my portfolio to more conservative investments
- 8% Sold some investments to avoid losses
- **10%** Protected part of my portfolio by investing in an annuity
- **14%** Other changes in my investments
- 44% Made no changes

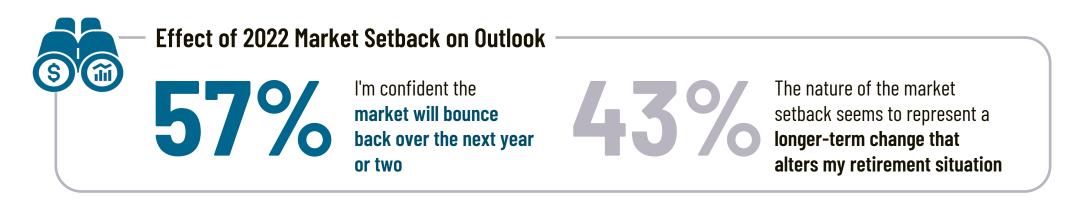
Type of Change	% Satisfied	N
NET Made any investment change in 2022	91%	294
Shifted some of my portfolio to more conservative investments	91%	181
Sold some investments to avoid losses	94%	50
Protected part of portfolio by investing in an annuity	100%	58
Other changes in my investments	91%	76

100% of investors who protected their portfolio with an annuity in 2022 are satisfied with their investment choices in 2022





More than half of consumers are confident the market will bounce back after 2022 setbacks

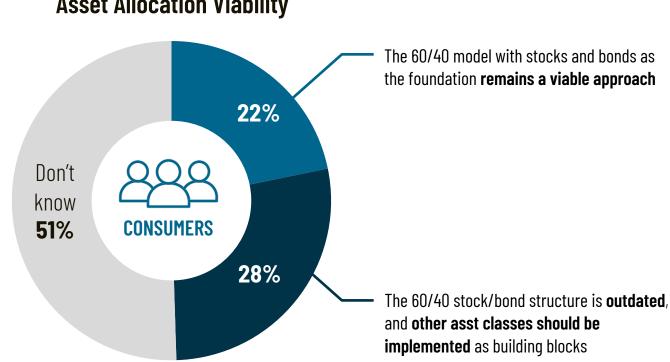


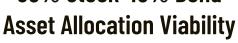
- Those who work with a financial professional are more confident (63% vs. 54% who don't work with one)
- Males are more confident than females (62% vs. 52%)
- Those protected by a pension or annuity are more confident than those with no pension or annuity (65% vs. 51%) that the market will bounce back



Nearly 1 in 3 consumers say the 60/40 allocation rule is outdated and other asset classes should be implemented

0: In 2022 stocks and bonds experienced significant losses. Major asset management and investment banking companies have strongly different views on the classic 60% stock and 40% bond portfolio.





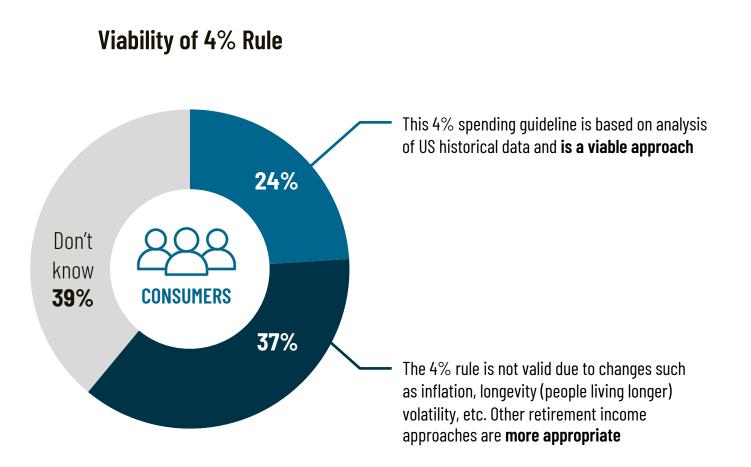
60% Stock 40% Bond



Base: Total (N=2507) 019. In 2022 stocks and bonds experienced significant losses. Now major asset management and investment banking companies have strongly different views on the classic "60% stock and 40% bond" portfolio. Select the box that best reflects your point of view about stock/bond allocations in investment portfolios

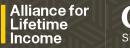
A third of consumers say the 4% rule is no longer valid and are open to new approaches

Q: The "4%" rule is based on the idea that an investor seeking a safe retirement income plan can safely withdraw 4% of their initial investment portfolio and increase this amount by the rate of inflation each year for 30 years.





Consumer Retirement Outlook



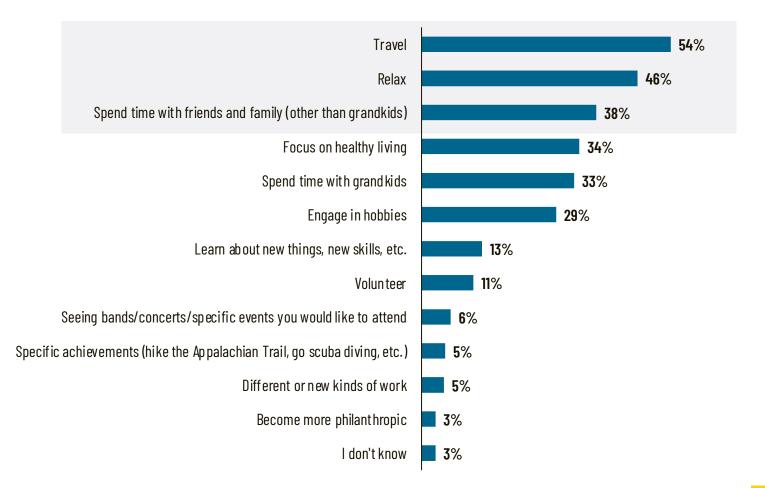


Travel and relaxation top the "bucket list" of things to do in retirement





CONSUMERS Top 3 Things on Bucket List Multiple responses accepted



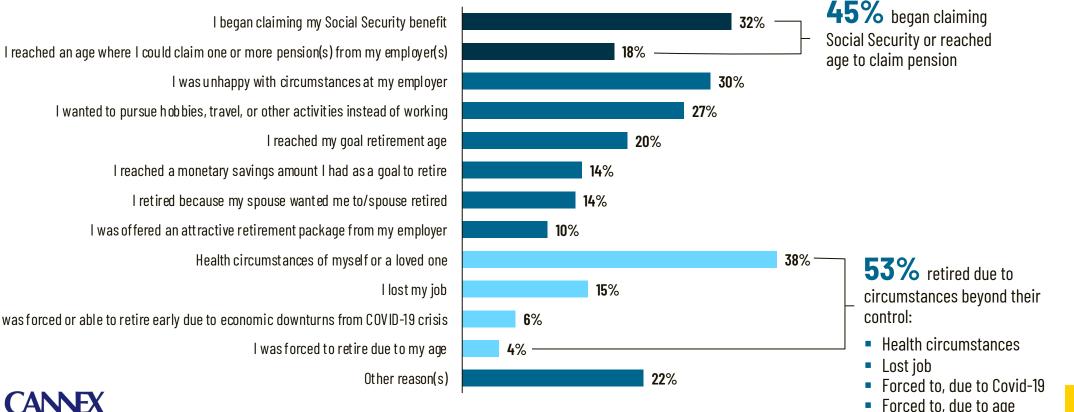
Base: Total (N=2507) Q34. What are the top three things on your "bucket list" of things to do in retirement?

Top 3 reasons for retiring: over 4 in 10 mention claiming Social Security or pension, and over half mention circumstances beyond their control

44% of consumers are retired currently or retired previously and have gone back to work

Top 3 Reasons for Retiring When They Did

Among retired (currently or previously) • Multiple responses accepted



I was unhappy with circumstances at my employer I wanted to pursue hobbies, travel, or other activities instead of working I reached a monetary savings amount I had as a goal to retire I retired because my spouse wanted me to/spouse retired I was offered an attractive retirement package from my employer I was forced or able to retire early due to economic downturns from COVID-19 crisis

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898

Base: Consumers Currently or previously retired (N=1140 023. Why did you retire when you did? Select your top reason, then the 2nd, and 3rd reason, if applicable.

Over two thirds of consumers who are not yet retired anticipate retiring because of claiming Social Security or pension eligibility. Only 25% anticipate a health reason or being forced to retire due to age







Base: Consumers Not Retired Previously and Currently Employed and Know Answer to Age Planning to Retire (N=781) 024. At what age are you planning to retire from your primary occupation? 025. Why do you plan to retire at age...? Select your top reason, then the 2nd, and 3rd reasons, if applicable. Less than a third of non-retired consumers who are still working recognize a moderate or high risk of needing to retire early

Base: Not Retired Previously and Currently Employed (N=1136) Q26. How much risk is there that you may need to retire early, due to circumstances beyond your control (health, employer decision, etc.)?

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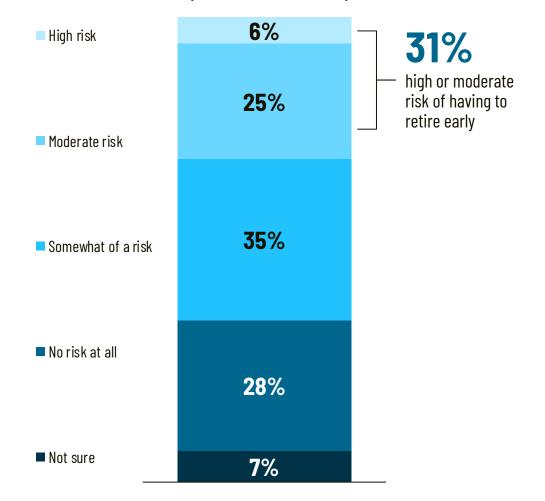
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Income



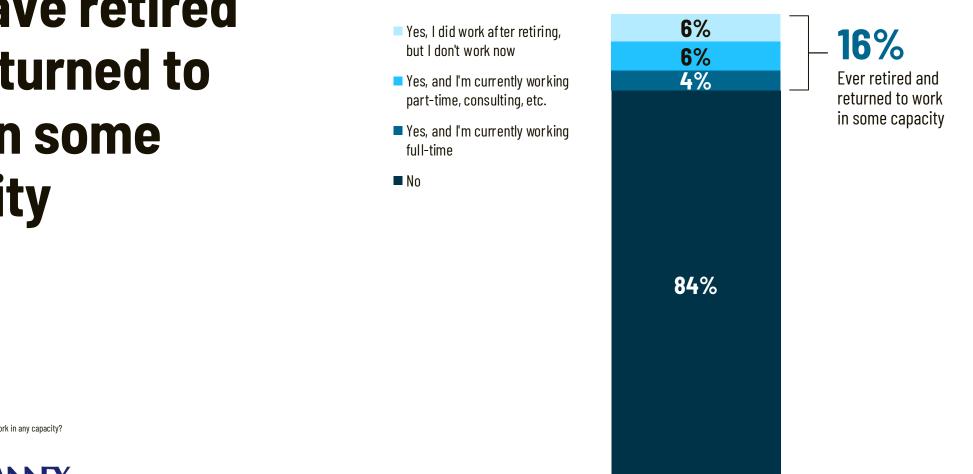
Amount of Risk That They May Need to Retire Early

Among not retired and still working





Ever Retired and Returned to Work in Any Capacity



16% have retired and returned to work in some capacity

Base: Total (N=2507) Q21. Have you ever retired and gone back to work in any capacity?

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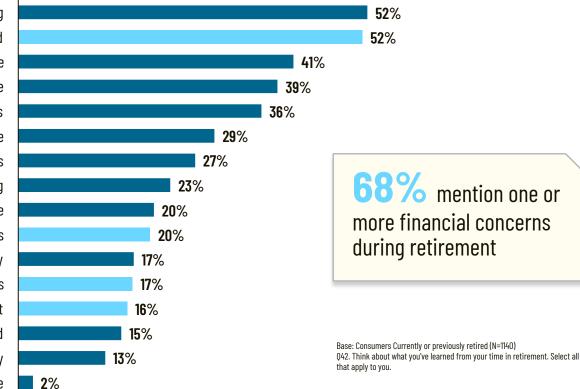
Lifetime Income

Two thirds of retirees identify one or more financial concerns



What Was Learned from Time in Retirement

Among those currently or previously retired • Multiple responses accepted



I really enjoy(ed) not working Prices were/are rising more quickly than expected I'm much more able to spend time doing things that are important to me I am more concerned about health issues (self or loved ones) than I thought I'd be l appreciate(d) the opportunity to connect with family and friends I miss(ed) working with people I can/could pursue my passions I find I am/was as busy as when working I find/found I have too much free time I'm not very comfortable with spending my savings I feel/felt lonely It's difficult to transition from accumulating assets to decumulating/spending assets I was/am spending money too fast I don't/didn't feel a sense of purpose once retired I miss(ed) a sense of community

None of the above



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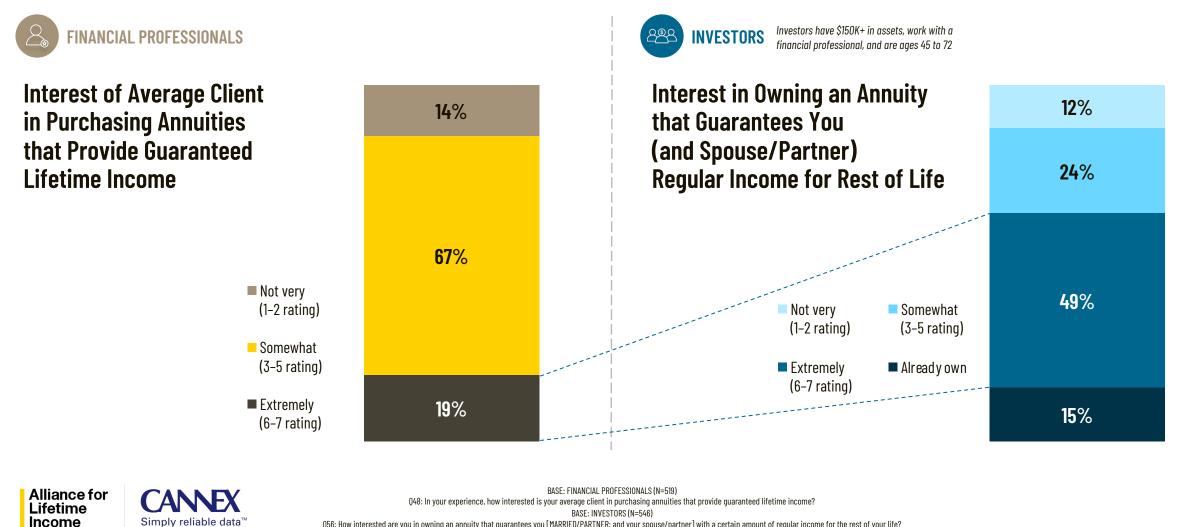
Lifetime Income

How to Fund Retirement





Investors are more likely to be extremely interested in owning an annuity that guarantees income, than financial professionals perceive



056: How interested are you in owning an annuity that guarantees you [MARRIED/PARTNER: and your spouse/partner] with a certain amount of regular income for the rest of your life?

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43% of consumers ages 45 to 75 have protected income in the form of a pension or an annuity in 2023

The number of people with a pension is declining which impacts the proportion of consumers who are "protected." The current Peak 65 group (ages 61 to 65) is the first group with less than half who are protected with a pension or annuity.

Financial Products Owned

(Self and/or Spouse/Significant Other)

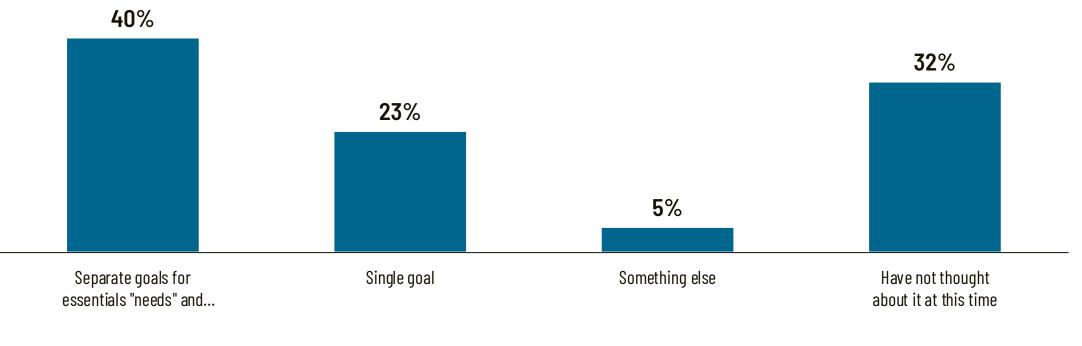
	2018 PLI	2019 PLI	2020 PLI	2021 PRIP	2022 PRIP	2023 PRIP
Annuity	13%	13%	14%	13%	15%	13%
Pension	42%	42%	42%	42%	39%	38 %
Protected	47%	47%	48%	48%	44%	43 %



4 in 10 consumers have separate goals for retirement income "needs" and "wants"

288 CONSUMERS

Approach Followed When Evaluating Annual Target of Retirement Income Goals

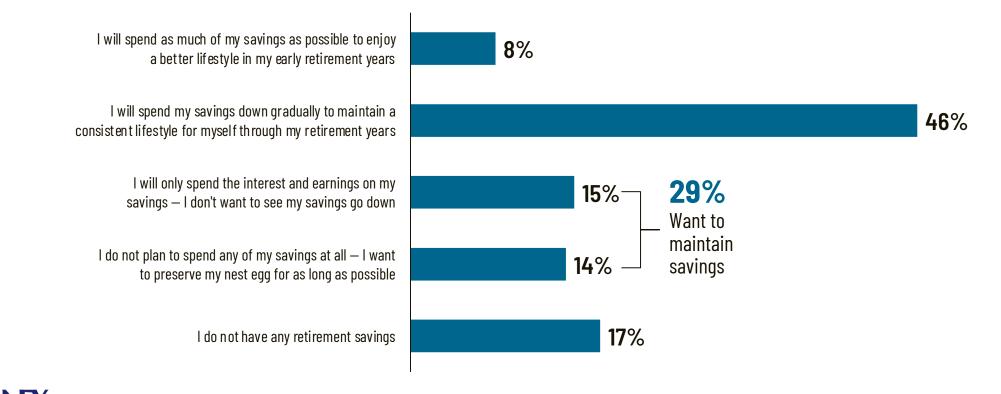




Nearly half of consumers will spend down their savings gradually to maintain consistent lifestyle, underscoring the need for guaranteed income

Seconsumers

Ways of Spending Retirement Savings





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Consumers expect three quarters of their spending in retirement will be for "needs" and one quarter for "wants"

Base: Consumers Who Can Estimate Percentage of Needs and Wants (N=2271) Q30. What percentage of your spending in retirement do you think [NOT RETIRED: would be / RETIRED: is] for "needs" or essential expenses, and what percentage [NOT RETIRED: would be / RETIRED: is] for "wants" or flexible expenses?





Consumers want 80% of their retirement savings that will cover their needs in retirement to be invested in safer investments

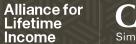
Base: Consumers Who Can Estimate Percentage of Needs In Safer vs. Riskier Investments (N=1884) Q31. What percentage of your savings in retirement meant for your "needs" [NOT RETIRED: would / RETIRED: do] you want to be invested in safer investments vs. riskier investments?





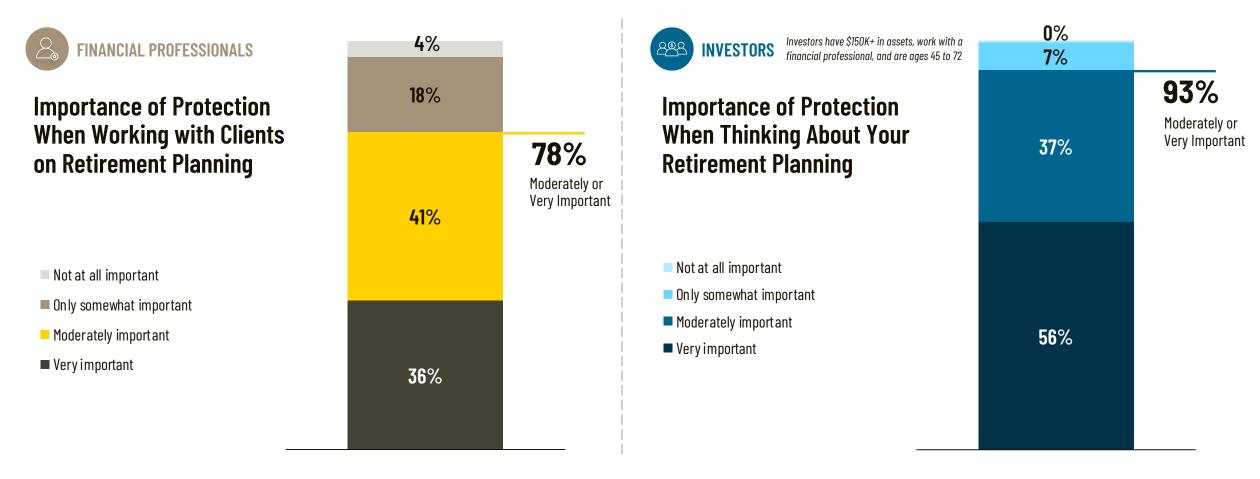


Where do investors and financial professionals not align or disagree?





More than 90% of investors believe protection of one's retirement assets is important compared to nearly 80% of financial professionals







BASE: FINANCIAL PROFESSIONALS (N=519) Q20. How important is the concept of protection when you work with your clients on retirement planning? Use this definition of protection: designed to provide a guaranteed income payment or reduce asset loss

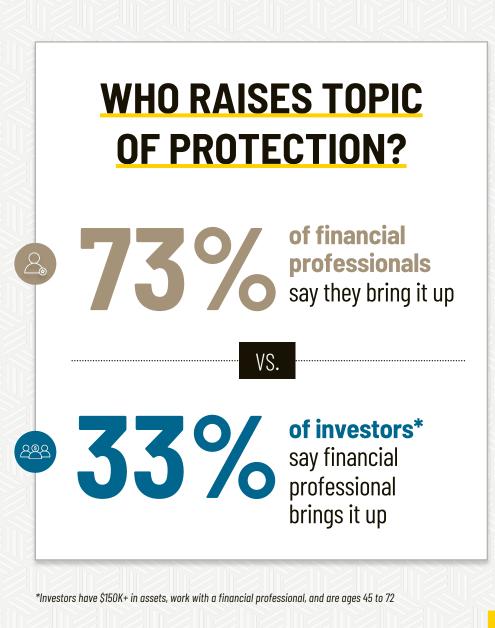
Base: INVESTORS (N=546) Q17. How important is protection to you when you think about your retirement planning? Use this definition of protection: designed to provide a guaranteed income payment or reduce asset loss.

While financial professionals say they raise the topic of protection with their clients, investors say otherwise

BASE: FINANCIAL PROFESSIONALS (N=519)

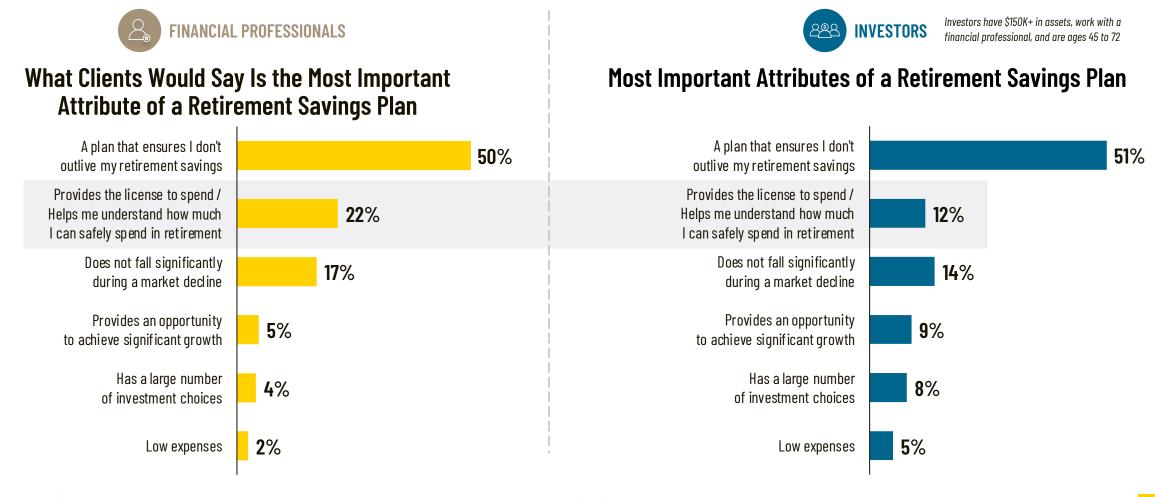
Q23. Thinking again about protection when you work with your clients on retirement income. Who usually raises the topic of protection? BASE: INVESTORS (N=546)

Q18: Thinking about the topic of protection when you talk with your financial professional about retirement income. Who usually raises the topic of protection? Please use this definition of protection: designed to provide a guaranteed income payment or reduce asset loss.





Financial professionals align with clients on the idea that retirement plans should ensure one doesn't outlive savings, but financial professionals identify a "license to spend" as being more important than investors do



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BASE: FINANCIAL PROFESSIONALS (N=519) Q29: How do you think the majority of your clients would answer this question: Once you retire (or in retirement), which of the following is the most important attribute of a retirement savings plan? BASE: INVESTORS (N=546) Q32: Which of the following is the most important attribute of a retirement savings plan, once you've retired?

Financial professionals are more worried about the impact of inflation on retirement spending power and ability to contribute to savings than investors

	% WORRIED	Se FINANCI	AL PROFESSIONALS		% WORRIED	ARE INVESTORS	Investors have \$150K+ in as financial professional, and a	
Increasing inflation reducing their spending power in retirement	89%	<mark>10%</mark> 30%	49%	10% 1%	79 %	17% 23%	39%	17% 4%
Stock and bond market trends that reduce their potential retirement income	76 %	<mark>7%</mark> 21%	47 %	23% 2%	76 %	14% 23%	38%	19% 5%
Recession driving the economy down and impacting retirement income	72 %	<mark>7%</mark> 23%	42 %	25% 3%	83 %	21% 23%	39%	15% 2%
Increasing inflation reducing their ability to contribute to their retirement savings	62 %	5 <mark>%</mark> 16%	42 %	35% 3%	56 %	13% 16% 2	27% 33%	11 %
Increased interest rates on debt, mortgage, etc. impacting the potential to save for retirement	61%	4 <mark>% 18%</mark>	<mark>39%</mark>	33% 6%	51%	12% 14% 25	% 31%	19%

Worries Over Market Impact on Retirement Savings/Income

Extremely worried E Very worried Somewhat worried Not very worried Not at all worried



BASE: FINANCIAL PROFESSIONALS (N=519) Q16. Thinking about your clients, how worried are you about BASE: INVESTORS (N=546) Q13. How worried are you about each of the following?

Financial professionals consistently overestimate how much they talk about specific risks with their clients

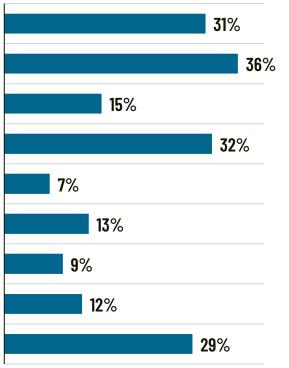
Multiple responses accepted

FINANCIAL PROFESSIONALS Risks Regularly Discussed with Retired Clients or Those Who Plan to Retire in 5 Years **59%** Unplanned spending shocks 54% Knowing what they really want in retirement 52% Overspending 50% Sequence of return risk 42% Not creating or sticking to a retirement plan Carrying too much debt into retirement 40% 25% Declining cognitive abilities Not spending enough and compromising 22% retirement satisfaction None of the above 1%



DRS Investors have \$150K+ in assets, work with a financial professional, and are ages 45 to 72

Risks Regularly Discussed with Financial Professionals Among Currently Retired or Plan to in 5 Years







BASE: FINANCIAL PROFESSIONALS (N=519) Q32. Which of these risks do you regularly talk with your clients who are retired or plan to retire in 5 years about? Select all that apply. BASE: INVESTORS WHO HAVE A FINANCIAL PROFESSIONAL AND ARE RETIRED OR PREVIOUSLY RETIRED OR PLAN TO RETIRE IN 5 YEARS (N=334) Q43. Which of these risks do you regularly talk with your financial professional about? Select all that apply.

How do consumers and investors perceive annuities?

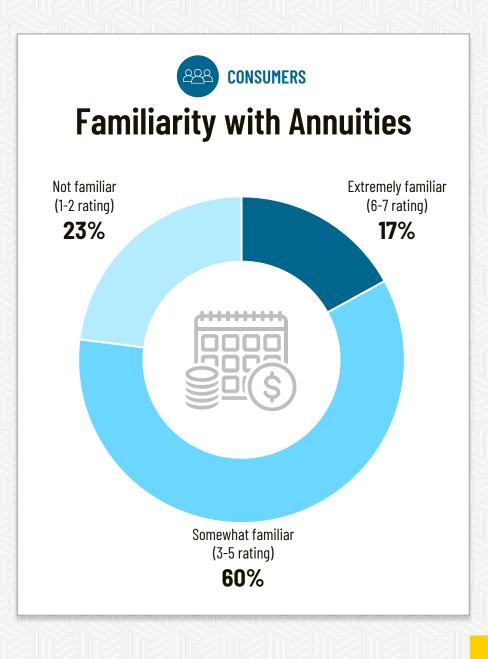




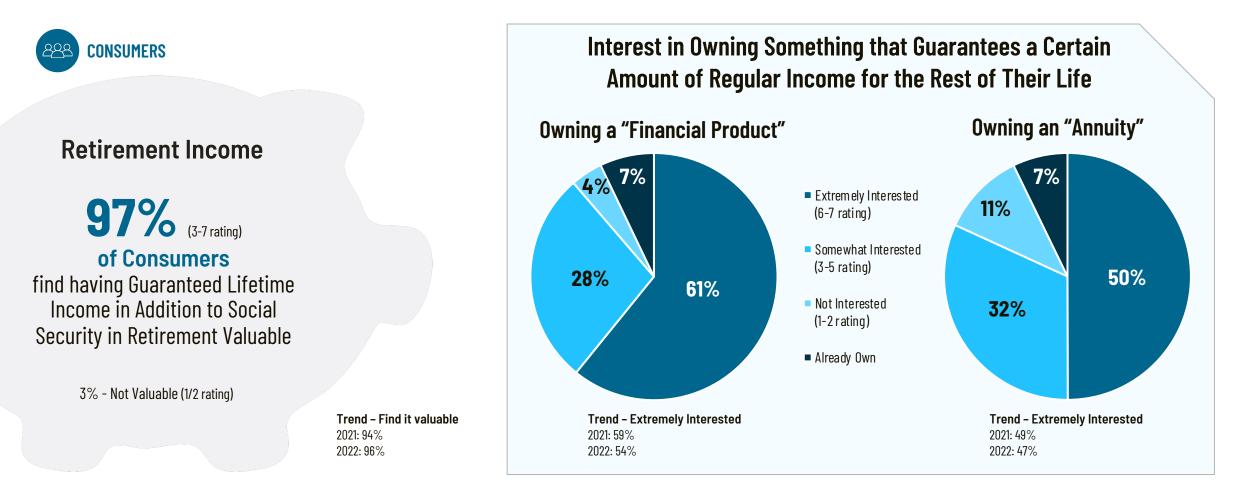
Less than 20% of consumers are extremely familiar with annuities

Base: Total (N=2507) Q47. How familiar are you with annuities?





Consumers are interested in guaranteed lifetime income; half are interested in an annuity



Base: Total (N=2507) 054. How valuable is it to you to have guaranteed lifetime income in addition to Social Security in retirement? 055. How interested are you in owning a financial product that guarantees you [MARRIED/PARTNER: and your spouse/partner] with a certain amount of regular income for the rest of your life? 056. How interested are you in owning an **annuity** that guarantees you [MARRIED/PARTNER: and your spouse/partner] with a certain amount of regular income for the rest of your life?

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Lifetime

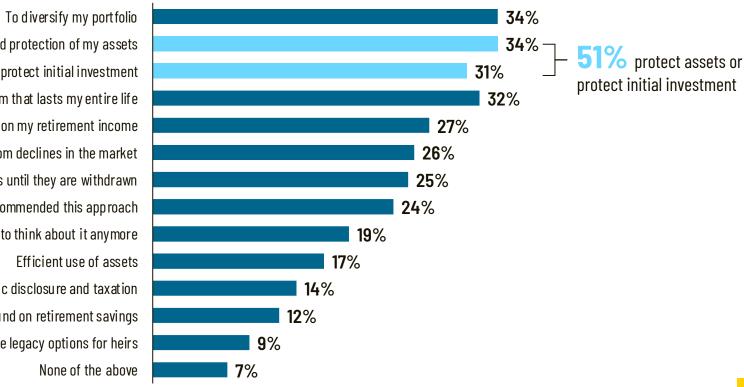
Income

Half of consumers with an annuity purchased it for protection of assets or the ability to protect initial investment; one third for diversification



Reasons for First Purchasing an Annuity

Among those who have an annuity • Multiple responses accepted



Provides good protection of my assets Ability to protect initial investment Create a guaranteed income stream that lasts my entire life Reduces the effect of market volatility on my retirement income Provides protection from declines in the market Taxes aren't paid on assets or investment gains until they are withdrawn My financial advisor/insurance agent likes them/recommended this approach The annuity takes care of my needs so I don't have to think about it anymore Protects estate assets from public disclosure and taxation No annual contribution limits so you can make up ground on retirement savings

Customizable legacy options for heirs

44



Nearly half of consumers believe financial professionals have a responsibility to present guaranteed lifetime income products to their clients



Agreement with Statements

46% AGREE

Financial professionals have a responsibility to present financial products that provide guaranteed lifetime income in retirement as an option to their clients

2022: 44% - Agree (6/7) 51% - Neutral (3/4/5) 5% - Disagree (1/2)

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Lifetime

Income

51% - Neutral 4% - Disagree

Among those who have a financial professional

48% AGREE

If your financial professional did not present all of the possible strategies for producing income in retirement to you, you would consider leaving that advisor

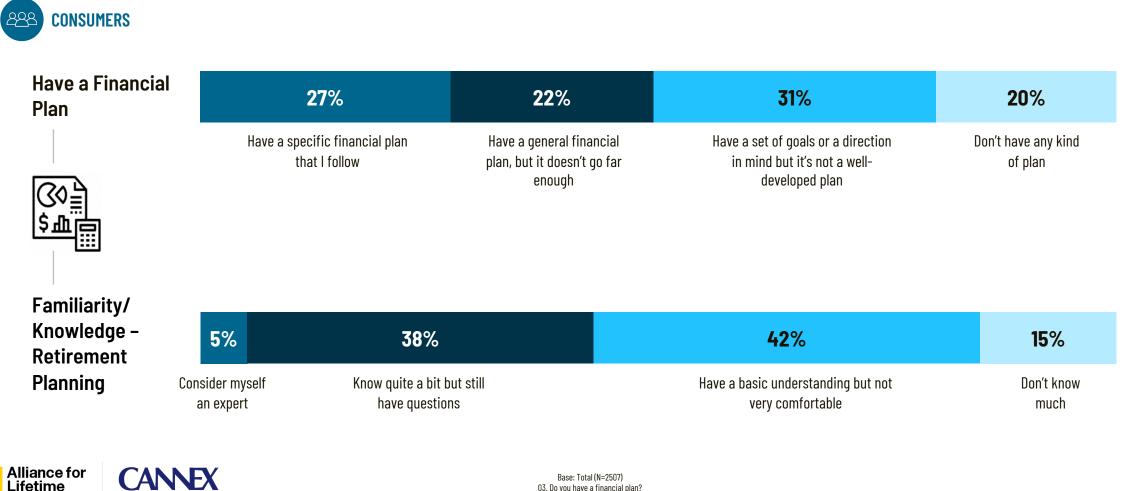
46% - Neutral 7% - Disagree

2022: 42% - Agree (6/7) 50% - Neutral (3/4/5) 9% - Disagree (1/2)

45

Base: Total (N=2507) Q46A. To what extent do you agree or disagree with the following statements? Base: Consumers who have a financial professional (n=869) Q46B. To what extent do you agree or disagree with the following statements?

Only one quarter of consumers have a financial plan they follow; most have questions about retirement planning

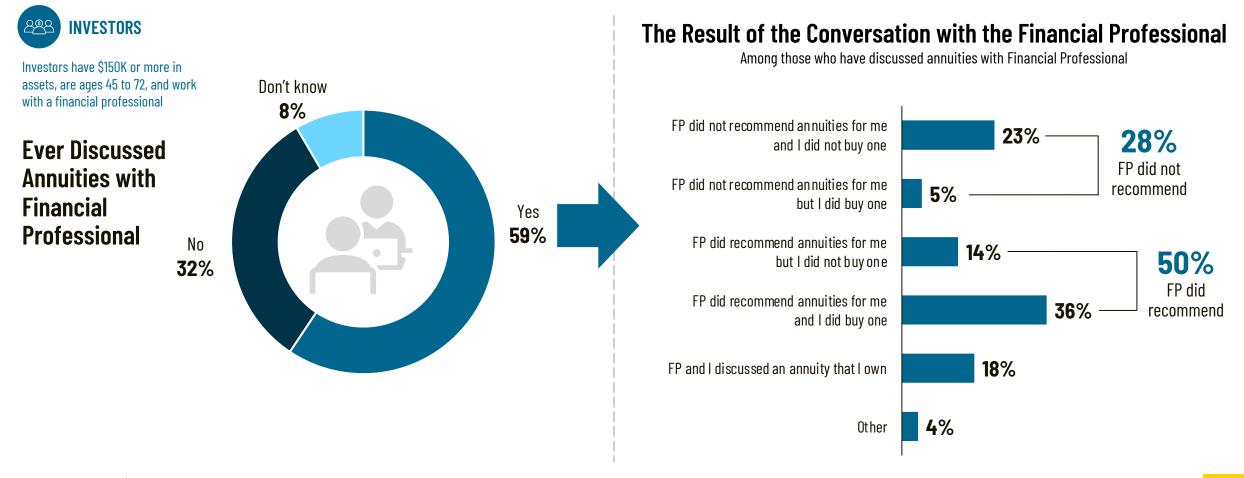


Income

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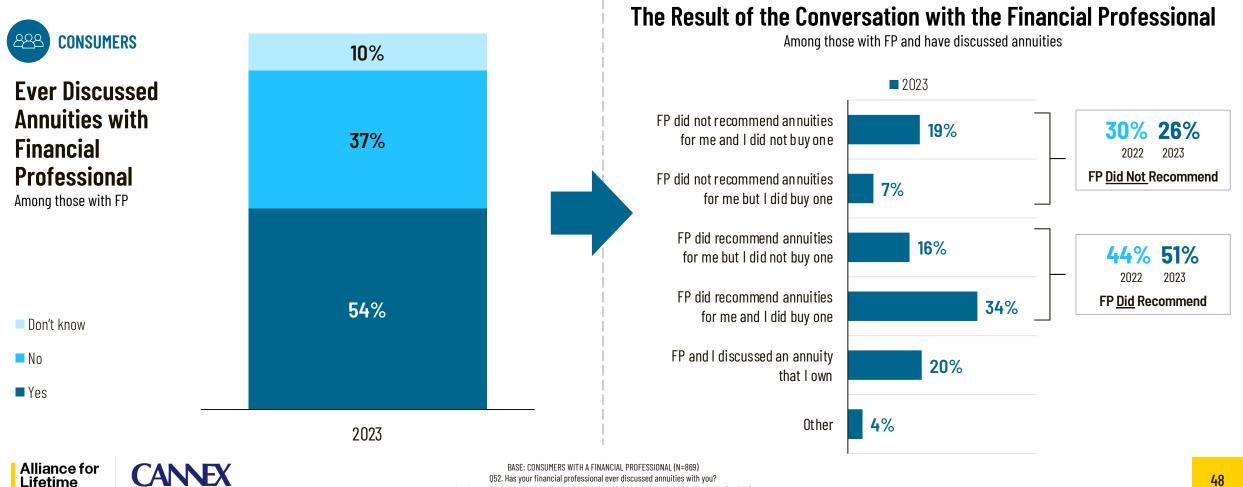
Six out 10 investors discussed annuities with their financial professional.

50% of these financial professionals recommended annuities for their clients



Alliance for Lifetime Income BASE: INVESTORS (N=546) Q52. Has your financial professional ever discussed annuities with you? BASE: INVESTORS WHO HAVE DISCUSSED ANNUITIES WITH FINANCIAL PROFESSIONAL (N=327) Q53. What was the result of the discussion with your professional about annuities? Select one

Five out of 10 consumers with a financial professional had a discussion about annuities

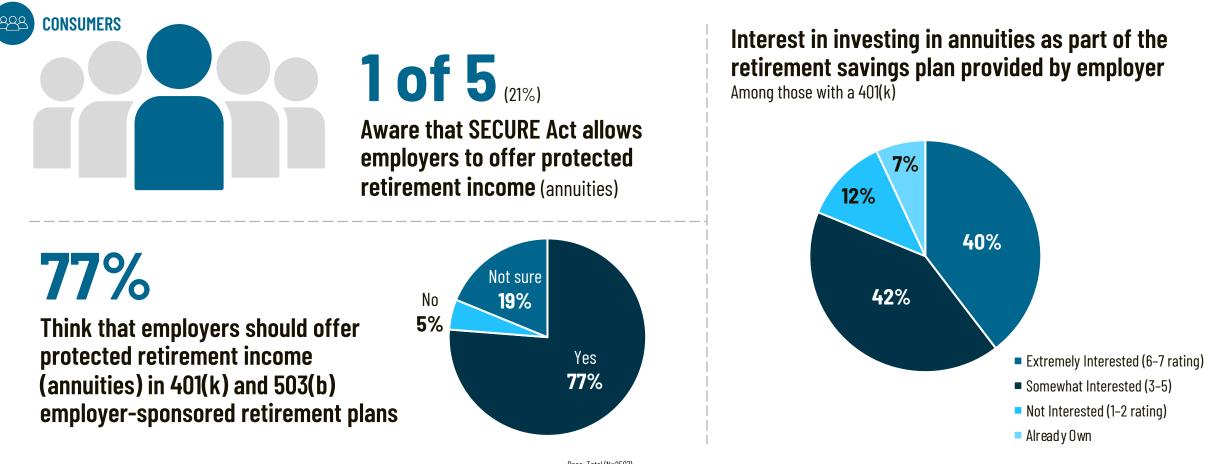


053. What was the result of the discussion with your professional about annuities? Select one

Income

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Only 21% of people ages 45 to 75 are aware that the SECURE Act allows employers to offer annuities in employer-sponsored retirement plans, and 77% think that employers should offer them



Base: 1 otal (N=2507) Q57. Did you know that the SECURE Act allows employers to offer protected retirement income (annuities) in 401(k) and 503(b) employer-sponsored retirement plans? Q58. Do you think employers should offer protected retirement income (annuities) in 401(k) and 503(b) employer-sponsored retirement plans?

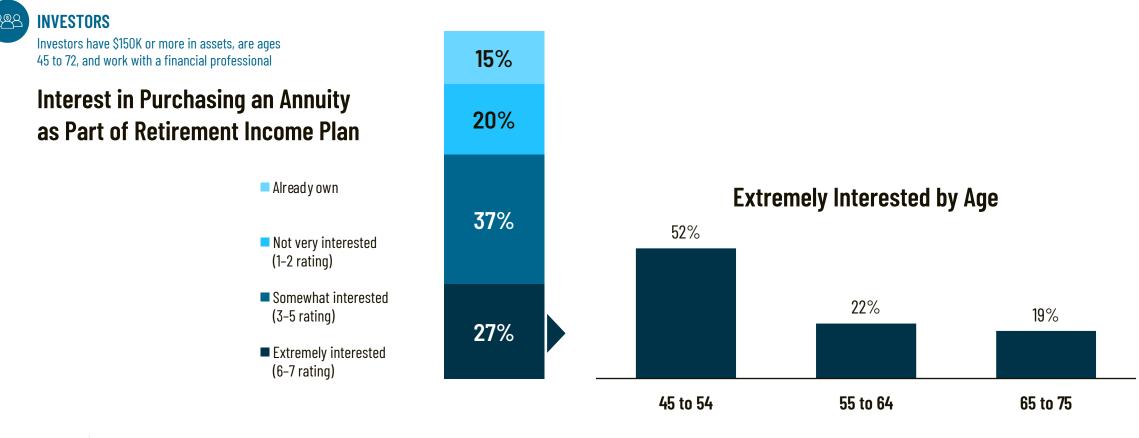
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Lifetime Income

Base: AMONG THOSE WITH A 401(K)(n=1359) Q59. How interested are you in investing in annuities as part of the retirement savings plan provided by your employer?

Nearly two-thirds of investors express interest in buying an annuity as part of their retirement income plan; younger investors are most interested

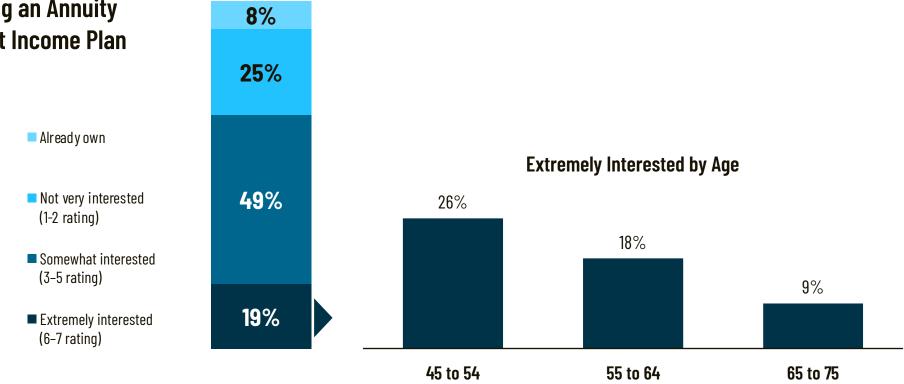




Over a quarter of consumers ages 45 to 54 are interested in purchasing an annuity

28 CONSUMERS

Interest in Purchasing an Annuity as Part of Retirement Income Plan







Consumers who are protected by a pension and/or an annuity have a significantly more positive outlook on their retirement prospects



	Protected	Not Protected
Optimistic about financial preparation for retirement	75 %	50%
Believe savings/income will last lifetime	67 %	36%
Confident will have income to cover your essential or basic monthly expenses in retirement	82 %	57%
Feel a positive emotion about retirement outlook	82 %	57%



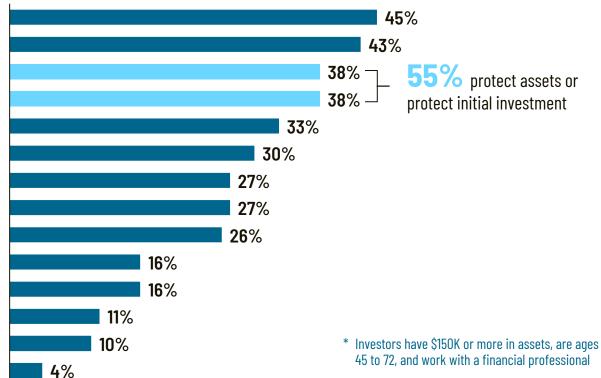


Guaranteed income stream and portfolio diversification are top reasons investors who have an annuity first purchased an annuity



Top Reasons for Purchasing an Annuity

Among investors who have an annuity • Multiple responses accepted



Base: Investors who have an annuity (N=164)

048. What are the reasons you first purchased an annuity? Select all that apply

Create a guaranteed income stream that lasts my entire life To diversify my port folio Provides good protection of my assets Ability to protect initial investment Reduces the effect of market volatility on my retirement income The annuity takes care of my needs so I don't have to think about it anymore Provides protection from declines in the market Taxes aren't paid on assets or investment gains until they are withdrawn My financial advisor/insurance agent likes them/ recommended this approach Efficient use of assets No annual contribution limits so you can make up ground on retirement savings Customizable legacy options for heirs

Protects estate assets from public disclosure and taxation

None of the above

Alliance for Lifetime Income

The top drawback of annuities according to investors: money is tied up



Drawbacks of Annuities

Multiple responses accepted

40%		Money is tied up		
%	28%	Hidden or unexpected fees		
%	28%	Might not live long enough to make it worthwhile		
%	28%	Surrender (early withdrawal) charges if I no longer want the annuity		
, D	27%	Low returns		
	25%	High annual fees		
25%		Company offering the annuity could fail		
	24%	Sales commissions for the financial professional		
	20%	Large amount required to open an annuity		
	19%	Annuities are complicated		
	14%	Renewal rate changes		
	11%	Current interest rates make it a bad time to buy		
	16%	Not sure		
* Inve 45 ti	5%	None of the above		
	1			

nvestors have \$150K or more in assets, are ages 45 to 72, and work with a financial professional

Base: INVESTORS (N=546) Q60. Which, if any, are drawbacks of annuities?

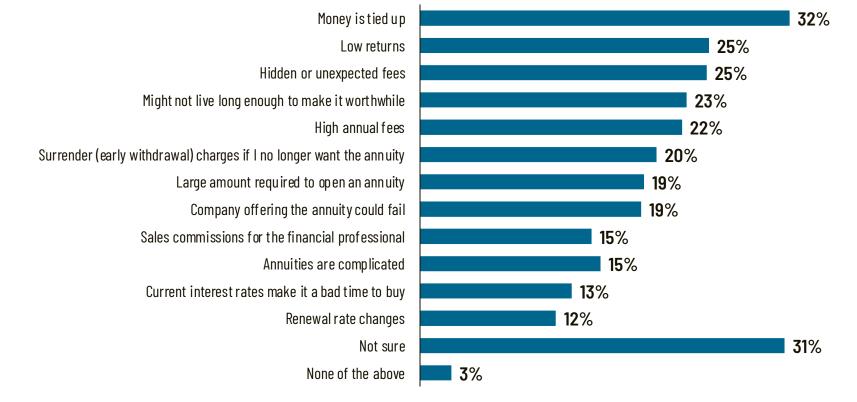


The top drawback of annuities according to consumers: money is tied up



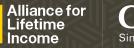
Drawbacks of Annuities

Multiple responses accepted





APPENDIX





Methodology



- This online survey of 2,507 Consumers includes 2,000 Consumers and an oversample of 507 respondents ages 61 to 65. The study was conducted by Artemis Strategy Group March 1 to 31, 2023. Respondents include people ages 45 to 75.
- Data is weighted to align with the population on age, income by gender, race/Hispanic ethnicity, region, work and retirement status, assets, and education. The oversample of ages 61 to 65 is weighted down to reflect their proportion in the population.



- Among the 2,507 Consumers surveyed, 546 are Investors who have \$150K+ in investable assets, work with a financial professional, and are ages 45 to 72. This group represents ALI's target audience.
- Data is weighted to align with the population on age, income by gender, race/Hispanic ethnicity, region, work and retirement status, assets, and education.



Methodology



- This online survey of 519 financial professionals was conducted by Artemis Strategy Group February 27 to March 7, 2023, and represents major segments of professionals: (Unweighted n's)
 - RIA: Registered investment advisor (n=136)
 - IBD: Independent broker-dealer (n=136)
 - Nat BD: National wirehouse or full-service broker-dealers (n=122)
 - Reg BD: Regional broker-dealers (n=50)
 - Ins BD: Insurance broker-dealers (n=51)
 - Bank broker dealers are included in the total but not broken out separately due to the base of N=24, which is too small for analysis
- Data is weighted on advisor type to match the proportions of the PRIP Spring 2021 study.



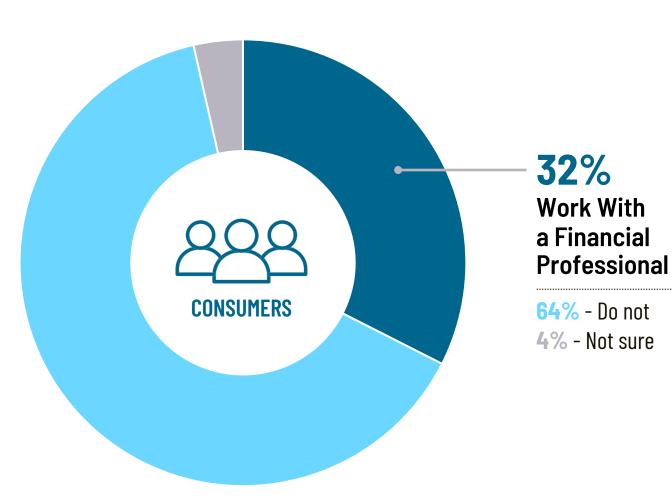


One third of consumers work with a financial professional





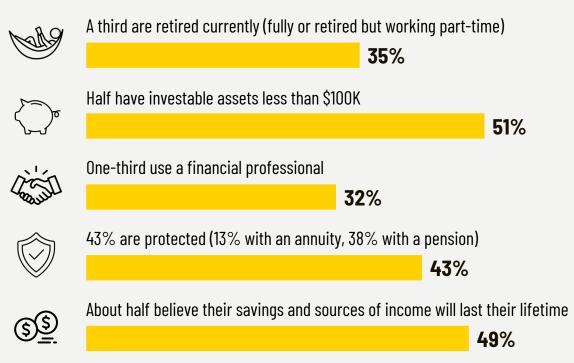




Base: Total (N=2507) 010. Thinking of a financial professional as a licensed professional who provides advice and guidance on your investments, insurance, and your total financial picture, do you work with a financial professional now?

CONSUMERS

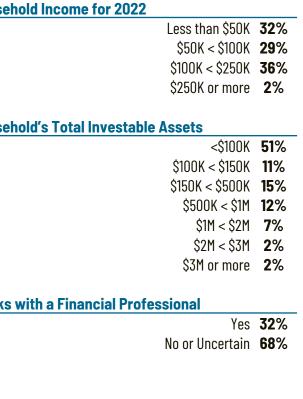
What we know about consumers ages 45 to 75





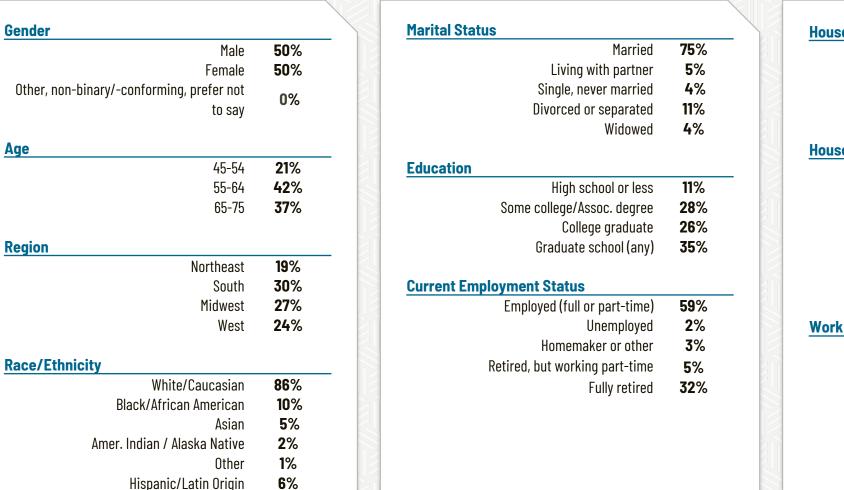
Consumer Respondent Profile (n=2,507)

Gender		Marital Status		Household Incom
Male	48%	Married	57%	
Female	52%	Living with partner	6%	
Other, non-binary/-conforming, prefer not	10/	Single, never married	13%	
to say	<1%	Divorced or separated	18%	
		Widowed	5%	
Age				Household's Tota
45-54	37%	Education		
55-64	36%	High school or less	38%	
65-75	27%	Some college/Assoc. degree	32%	
		College graduate	16%	
Region		Graduate school (any)	14%	
Northeast	20%			
South	22%	Current Employment Status		
Midwest	35%	Employed (full or part-time)	59%	
West	23%	Unemployed	2%	Works with a Fina
		Homemaker or other	3%	
Race/Ethnicity		Retired, but working part-time	5%	
White/Caucasian	80%	Fully retired	32%	
Black/African American	12%			
Asian	5%			
Amer. Indian / Alaska Native	1%			
Other	3%			
Hispanic/Latin Origin	13%			





Investor Respondent Profile (n=546)



ousehold income for 202	2	
	Less than \$50K	5%
	\$50K < \$100K	28 %
	\$100K < \$250K	58 %
	\$250K or more	10%
ousehold's Total Investat	ole Assets	
	<\$100K	0%
	\$100K < \$150K	0 %
	\$150K < \$500K	27 %
	\$500K < \$1M	33 %
	\$1M < \$2M	25 %
	\$2M < \$3M	7 %
	\$3M or more	8 %
ork with a Financial Prof	essional	
	Yes	100%
	No	0%
	Not sure	0%

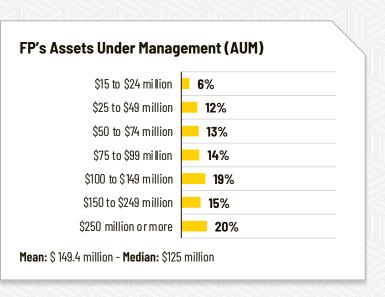


Lifetime Income



Financial Professional Respondent Profile (n=519)

by Category



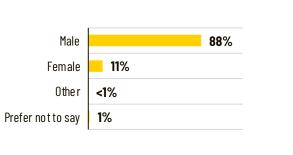
Number of HHs FP Actively Serves (Est.)						
Less than 100	21%					
100 to 199	31%					
200 to 299	21%					
300 to 399	15%					
400 to 499	6%					
500 or more	7 %					

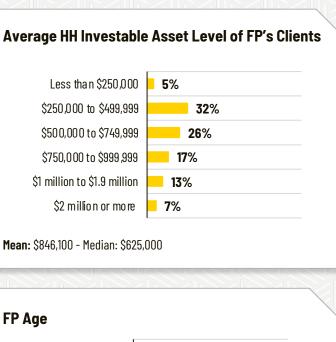
Commissions from new sales 18% 8% Trailer fees Renewal commissions 6% 5% Salary Planning and consulting fees 4% Otheradvisory fees 2% 2% Bonus <1% Other **FP Gender**

Percent of 2021 Cash Compensation of FP

Fees from AUM

54%





 Less than age 35
 7%

 Age 35 to 44
 19%

 Age 45 to 54
 30%

 Age 55 to 64
 30%

 Age 65 or older
 15%







ABOUT THE ALLIANCE FOR LIFETIME INCOME

A non-profit 501(c)(6) educational organization that creates awareness and educates Americans about the value and importance of having protected income in retirement.

Allianz 🕕	corebridge •••	CAPITAL AMERICAN GROUP	EQUITABLE
Goldman Sachs Management	J.P.Morgan ASSET MANAGEMENT	Financial Group®	
C Milliman	PACIFIC LIFE	Protective	Prudential
STATE STREET Global Advisors.		Transamerica	FRANKLIN TEMPLETON INVESTMENTS



THANK YOU!

