

The challenge of retirement income and tax planning

Research study findings

An online survey among 1,031 adults 50 or older who collect or will collect Social Security in the future



Longer retirees
Retired
more than 10 years



Shorter retirees
Retired
10 years or less



Not retired
Expect to retire
within the next 10 years

They want to take ownership of their retirement

A large percentage say they are **in control** of their retirement planning

And half or more are **very confident** or at least **confident** in their ability to plan



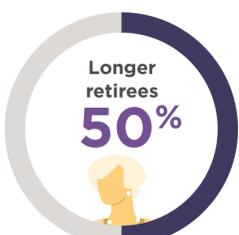
Many of them have a retirement income plan in place



The majority who **review their plan** do so with an advisor or a spouse/partner at least once a year

But many are not confident in their planning skills

“Somewhat” or “not at all confident” in their ability to plan for retirement:



They're not sure how to generate income with their assets

“Not at all” or only “somewhat knowledgeable” in how to use investable assets for income in retirement:



86%, 99% and 72% don't know the difference between

A retirement saving plan



A retirement income plan¹



¹ Results are based on a limited number of the total respondents and includes only those who have a financial advisor but do not have a retirement income plan

Many are not knowledgeable about how taxes impact their retirement income

Across the board, most investors do not feel confident about tax planning



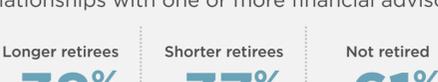
Feel they are only “somewhat knowledgeable” or “not at all knowledgeable”



There is a lack of confidence about how income sources will be taxed in the future, including Medicare, RMDs, pension withdrawals, 401(k)s, IRAs, and more.

Many are working with advisors — especially non-retirees

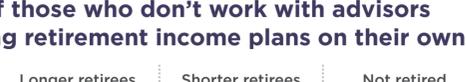
They have relationships with one or more financial advisors



Of those retirees who have financial advisors, most expect those advisors to help them with retirement tax planning



Many of those who don't work with advisors are creating retirement income plans on their own



Nationwide is here to help. To learn more, contact your wholesaler or the Retirement Institute Income Planning Team at 1-877-245-0763.



INVESTOR'S RETIREMENT CHECKLIST

A financial advisor can help with retirement planning and tax management. Work with an advisor to:



Determine how to take **full advantage** of your assets



Understand how **taxes impact** retirement savings



Create a plan for **saving and withdrawing** money in retirement



Figure out the best time to **take Social Security**



Learn how to use your investable assets to **generate income**



Plan for potential **health care** expenses



This survey was conducted by The Harris Poll from August 15-29, 2018 among 1,031 U.S. adults 50 or older who collect or will collect Social Security in the future.

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