Prepare clients for the reality of retirement health care costs.

For many people, their plan for retirement includes paying for health care. But a prudent approach to planning, especially when the financial impacts of retirement health care create uncertainty, is to focus on both their current and future health needs. A recent Nationwide Retirement Institute® survey found there’s a great deal of uncertainty about retirement health care. But financial professionals have important roles to play in helping clients craft financial plans that help prepare for the associated costs.

Managing health care costs should be a part of clients’ personal financial plans.

Concerns about retirement health care costs are rising, but many people don’t know how to begin planning.

<table>
<thead>
<tr>
<th>Year</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>2014</td>
<td>56%</td>
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<tr>
<td>2023</td>
<td>62%</td>
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Three in five adults (60%) are not sure or can’t estimate their annual health care costs in retirement.

Booster Medicare knowledge is an area of opportunity for financial professionals.

Nearly three-quarters (72%) of people wished they had a better understanding of Medicare coverage.

Turn to Nationwide for help in planning for retirement health care costs.

Making financial decisions about health care in retirement, including Medicare coverage, can be confusing. Resources from Nationwide help simplify these decisions so your clients can prepare for their financial futures with confidence.

Methodology: The 2023 NRI Healthcare survey was conducted online in the United States by The Harris Poll on behalf of Nationwide among 1,260 adults age 18+ residing in the U.S. (“national sample”), including 301 Gen Z (18-26), 310 millennials (27-42), 307 Gen X (43-58), and 342 boomers+ (59+). The survey was conducted August 28 – September 11, 2023.

Data are weighted where necessary by age by gender, race/ethnicity, region, education, household size, total income, online propensity and age by education, size of household and propensity to be online.

This material is not a recommendation to buy or sell a financial product or to adopt an investment strategy. Investors should discuss their specific situation with their financial professional.

Investing involves market risk, including possible loss of principal, and there is no guarantee that investment objectives will be achieved. Diversification does not assure a profit or protect against loss in a down market.

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