

Prepare clients for the reality of retirement health care costs.

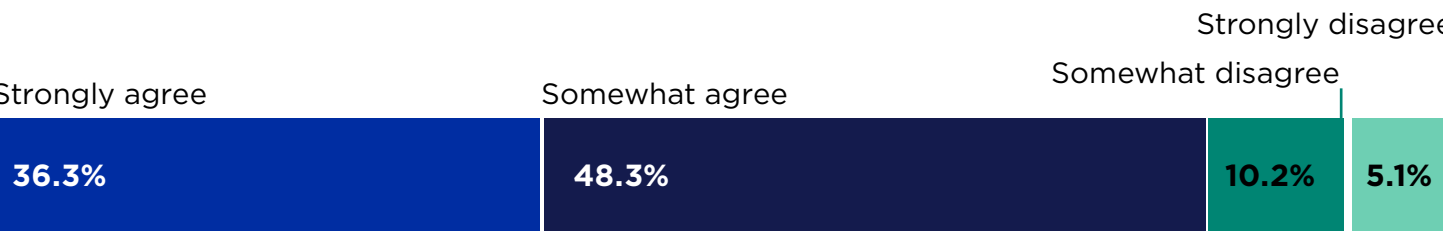


For many people, their plans for health care during retirement are simply just to stay healthy. This isn't a prudent approach to planning, especially when the financial impacts of retirement health care create uncertainty.

A recent Nationwide Retirement Institute® survey found there's a great deal of uncertainty and even fear about retirement health care. But financial professionals have important roles to play in helping clients craft financial plans that helps prepare for the associated costs.

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

% of adults surveyed who agree with this statement:

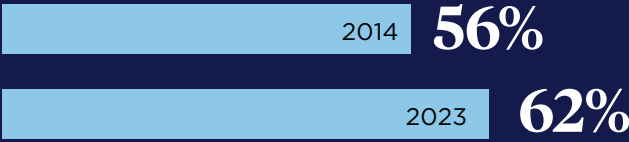


85% total agree



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

% of adults age 50+ who are terrified of what health care costs may do to their retirement plans



Three in five adults (60%) are not sure or can't estimate their annual health care costs in retirement.

Boosting 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.

Common Medicare blind spots

A majority of people were uncertain or incorrect about these Medicare topics:

- Do I pay Part B premiums if I've already paid into Social Security?
- Should I enroll in Part B if I am still employed?
- Should I enroll if I am receiving Social Security benefits?
- Will Medicare cover long-term care costs?

52% of clients said their current financial professional **has not provided advice** on how or when to file for Medicare benefits.

72% said if a financial professional couldn't help navigate their Medicare choices, **they would likely switch to one who could.**

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.



Start [here](#).



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, marital status, household size, household income and propensity to be online to bring them in line with their actual proportions in the population (for those age 27+). Gen Z (18-26) data are weighted by gender, race/ethnicity, region, 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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