

Rising above compounding financial crises



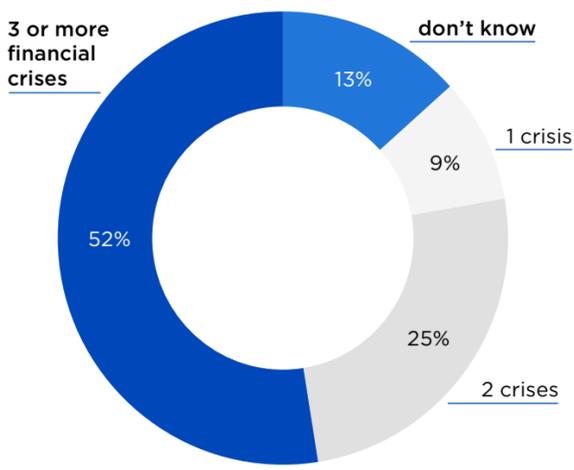
Nationwide's seventh annual *Advisor Authority* study, powered by the Nationwide Retirement Institute®, found that financial professionals have bounced back impressively from the COVID-19 crisis and feel confident about facing future financial crises. Investors remain less optimistic, but can gain confidence by working with financial professionals.

See highlights from the latest *Advisor Authority* study below

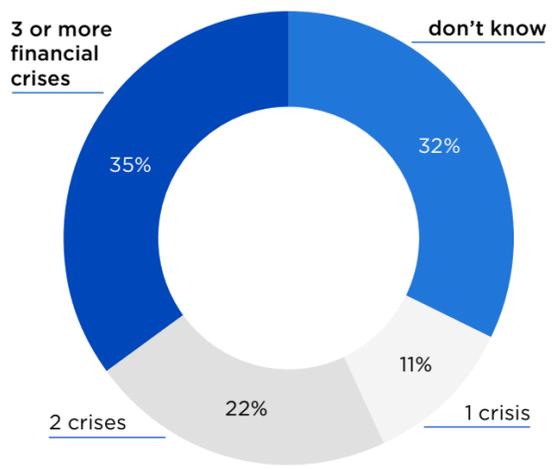
Financial crises are a fact of life

Both financial professionals and investors expect to live through many more financial crises in their lifetimes.

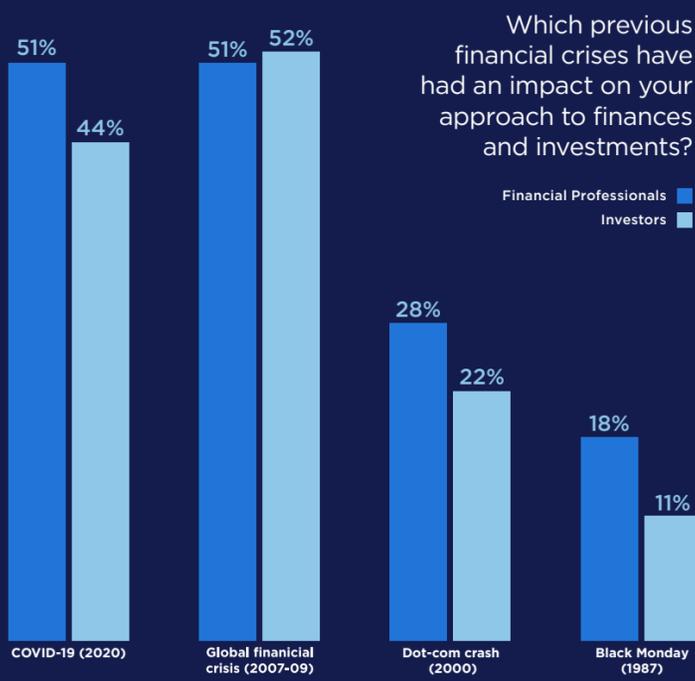
52% of financial professionals expect 3 or more additional financial crises, but **13%** said they don't know.



35% of investors expect 3 or more additional financial crises, but **32%** said they don't know.



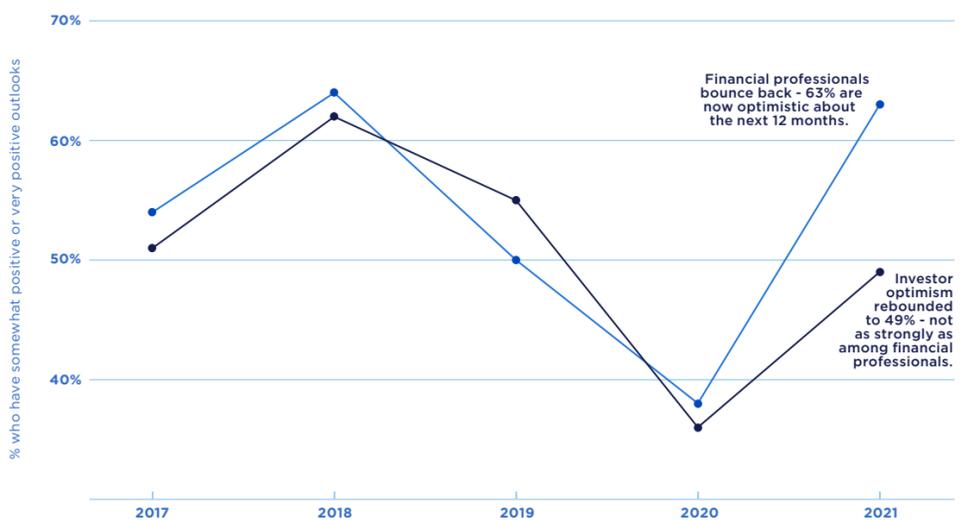
COVID-19 had a strong impact, but the impact of the global financial crisis is long-lasting.



Optimism has bounced back impressively from the COVID-19 crisis – especially for financial professionals.

How many financial professionals and investors described their 12-month financial outlook as “optimistic”?

■ Financial Professionals
■ Investors



Facing an uncertain future with confidence.

Financial professionals said that living through financial crises helped them feel more confident in their ability to help clients, even during a future financial crisis.

70% feel more confident in their ability to protect their clients' finances and investments in another crisis.

66% feel more confident about investing in the stock market.

69% feel more confident about their ability to help clients prepare for and live in retirement.

Investors find that working with a financial professional and having an investment plan can help them feel more confident, even when facing future financial crises.

91% of those who work with a financial professional say it helps them feel more confident they can make the right investment decisions.

90% say an investment plan helps them feel more confident in making investment decisions.

89% say an investment plan helps them feel in control, even if they can't plan for everything.

Nationwide can help you and your clients plan for future financial crises with confidence, from timely insights on the markets and the economy, to simplified resources on a wide range of financial planning topics.

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About Advisor Authority: Methodology
The seventh annual *Advisor Authority* Survey was conducted online within the United States by The Harris Poll on behalf of Nationwide from July 22 - August 17, 2021 among 1,632 advisors and financial professionals and 839 investors, ages 18+. Among the 1,632 advisors and financial professionals, there were 790 RIAs, 790 broker-dealer, 501 wirehouse and 160 other financial professionals. Among the 839 investors, there were 210 Mass Affluent, 210 Emerging High Net Worth, 210 High Net Worth and 209 Ultra High Net Worth. Investors are weighted where necessary by age by gender, race/ethnicity, region, education, income, marital status, household size, investable assets and propensity to be online to bring them in line with their actual proportions in the population. Respondents for this survey were selected from among those who have agreed to participate in Harris Poll surveys. Because the sample is based on those who were invited to participate in Harris Poll online research, no estimates of theoretical sampling error can be calculated.

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.

The information provided is based on current laws, which are subject to change at any time, and has not been endorsed by any government agency.

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