Helping families plan for better days ahead

With prices rising and fear of a potential recession looming, many families are worried about making ends meet and preparing for an uncertain future. Financial professionals are in a position to help their clients feel calm and secure, but first it’s important to understand where they’re at today and what’s important to them for tomorrow.

A recent Nationwide Retirement Institute® poll of 1,500 American families with children under age 18 uncovered valuable insights that can help financial professionals address their present-day concerns.

Uncertainty clouds families’ financial outlook.

The growing threats of inflation and a recession are among their biggest concerns about the future.

- Most U.S. families somewhat or strongly agree that...
  - 90% They expect inflation/living costs will increase within the next year
  - 88% They expect there will be a recession or economic downtown in the U.S.
  - 58% They could pay for an unexpected $1,000 expense if needed

Most families seek future financial security.

Saving more and paying off debt stand out as key financial priorities for most U.S. families, with the exception of the younger Gen Z generation.

Families’ top financial goals among top five goals selected by survey respondents:

- Saving for retirement
- Paying off debt
- Saving for child’s or children’s education
- Maintaining a balanced budget
- Managing essential expenses

There’s confidence to build on.

While families across generations are stressed about the economy and their finances, there’s also a good deal of optimism. Financial professionals can tap this optimism to help families organize their financial lives for their most important priorities.

- Roughly half of U.S. families somewhat or strongly agree that they feel...
  - 52% Confident in saving enough for retirement
  - 51% Secure in their financial future
  - 48% On track to meet their financial goals

Having children hastens financial planning.

Financial planning becomes more of a priority after kids enter the household. But families can start planning sooner – with help from financial professionals!

Before having children

- 28% 7% None at all
- 32% 20% A little
- 29% 40% Some
- 33% 11% A lot

After having children

- 59% 30% None at all
- 33% 23% A little
- 21% 43% Some
- 12% 14% A lot

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