

# Clients value professional guidance in a time of uncertainty.

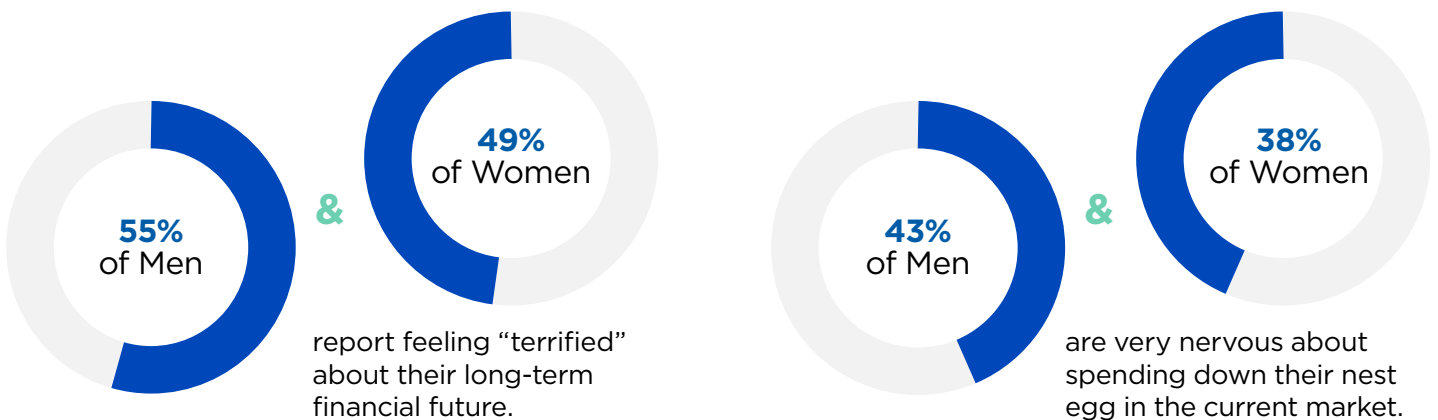


Anxiety about the economy and the markets are reshaping Americans' expectations of the future. As an example, market volatility has led nearly half of non-retired investors to check their retirement account balance three times a week. That makes guidance from a financial professional more important than ever to help people realize their long-term goals.

The eighth annual Advisor Authority Survey, powered by the Nationwide Retirement Institute®, found common threads of concern and confidence among investors. We also uncovered some key distinctions that can help financial professionals fine-tune their planning strategies for specific client needs.

## Widespread anxiety and uncertainty about the future

▶ Among non-retired investors, **19% of men & 37% of women** believe entering a major downturn in the economy will significantly change their expectations for retirement



## Market volatility and recession fears are changing investor behaviors

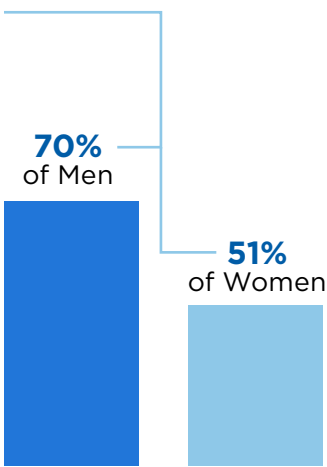
Among non-retired investors:

- ▶ **38% of women & 26% of men** are rethinking when they can retire because of inflation.
- ▶ **53% of women & 34% of men** are checking their retirement account balances more than three times a week.
- ▶ **35% of women & 26% of men** are likely to take steps to adjust their retirement portfolios in the current market climate.

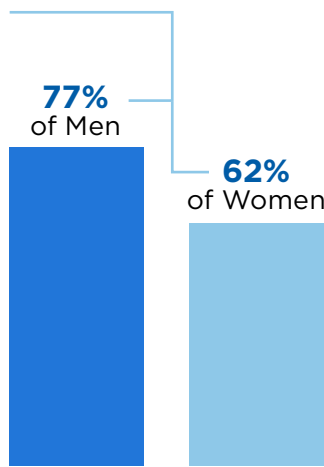
## More can be done to increase retirement preparation - and financial professionals can help.

Percentage of retired and non-retired survey respondents who have strategies in place for...

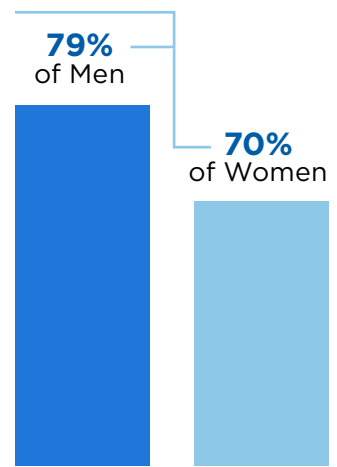
### protecting assets from market risk



### protecting themselves from outliving their savings



### generating guaranteed income in retirement



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**Survey methodology:** The eighth annual Advisory Authority Survey was conducted online within the United States by Harris Poll on behalf of Nationwide Advisory Solutions from July 27 - August 16, 2022 among 506 financial advisors and 521 investors with \$10,000+ investable assets, ages 18+. Investors are weighted where necessary by age, 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.

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