

Rethinking life in retirement



Market volatility and economic uncertainty define the “new normal” for today’s investors. With anxiety high and confidence low, investors are finding ways to adapt to their financial futures.

Our recent Advisor Authority survey, powered by the Nationwide Retirement Institute®, uncovered insights on the shift in investors’ post-retirement outlook and the opportunities for financial professionals to help their clients manage risk and uncertainty.

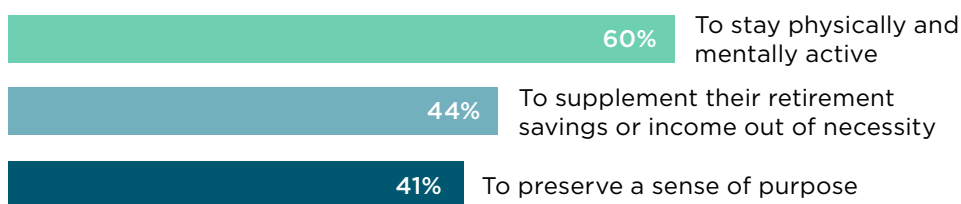
Tomorrow’s retirees plan to keep working



Among non-retired investors, **over two-thirds (69%) plan to or may continue to work in retirement**

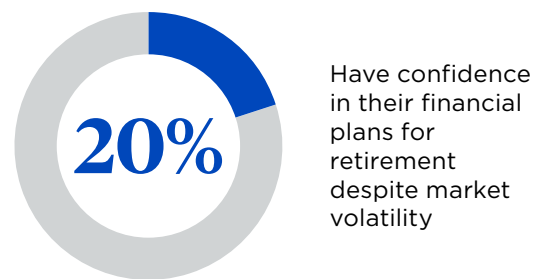
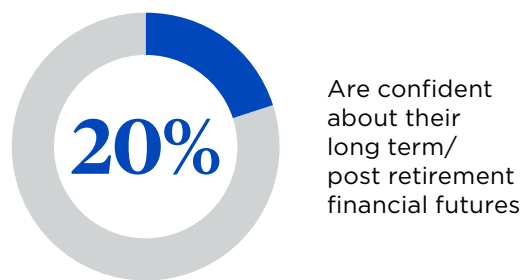
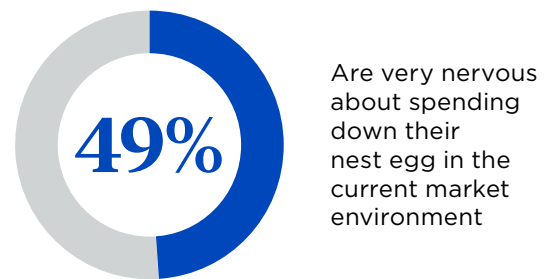
Financial professionals agree—over three-quarters (78%) say their clients will or may continue to work in retirement.

Why working is a part of many post-retirement plans



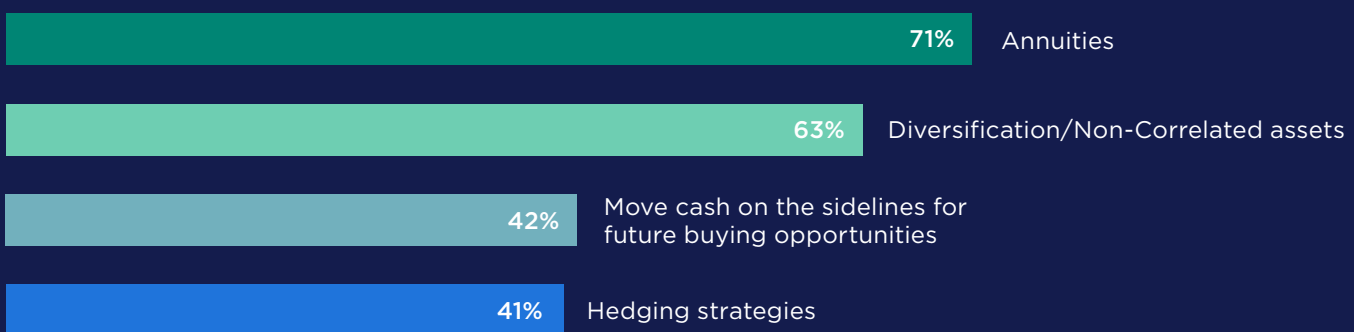
Volatility has battered investor confidence

Even with the support of a financial professional, non-retired investors are navigating uncertain territory, leaving them anxious about retirement because of increased market volatility and growing economic uncertainty.



How to improve the post-retirement outlook

What strategies are financial professionals using to protect client assets against market risk?



As your clients’ trusted financial professional, you’re in position to help them manage today’s financial risks and make plans for tomorrow’s financial needs. Nationwide can help with insights and solutions that help your clients’ have confidence in their financial futures.



See how you can help clients prepare for life after retirement by visiting nationwidefinancial.com/products/annuities/protected-income-in-retirement



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, ages 18+. Among the 506 financial advisors, there were 266 RIA/Fee-based, 188 BD Advisors, 136 Wirehouse, and 54 Other advisors – advisors may fall into more than one category. Among the 521 investors, there were 105 Mass Affluent, 103 Emerging High Net Worth, 103 High Net Worth and 105 Ultra High Net Worth. 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. 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.

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