

Investors nearing retirement age delay plans amid rising inflation.

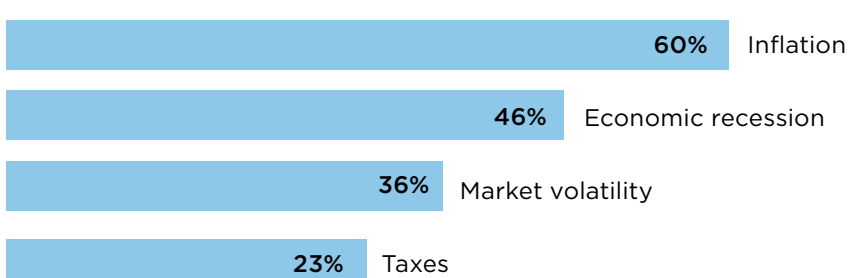


Due to rising inflation, high interest rates, and an uncertain economic environment, pre-retirees (non-retired investors aged 55-65) are rethinking their plans for retirement. A quarter (25%) of pre-retirees said they plan to retire later than anticipated while another 15% are unsure if they will ever be able to retire.

Our recent *Advisor Authority* survey, powered by the Nationwide Retirement Institute®, revealed why many pre-retirees are concerned about their financial future, what threats they see to their retirement goals, and where financial professionals can look for opportunities to get their clients' retirement plans back on track.

Inflation poses the biggest threat to a secure retirement.

Pre-retirees identified the following immediate challenges to their retirement portfolios:



53%

of pre-retirees are concerned about the long-term viability of Social Security, with some fearing that these benefits will either no longer be available by the time they need them (17%) or will run out in their lifetime (26%).

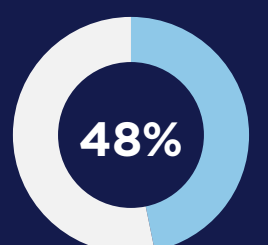
46%

of pre-retirees who have a strategy in place to protect against outliving their savings currently incorporate annuities into their retirement plans.

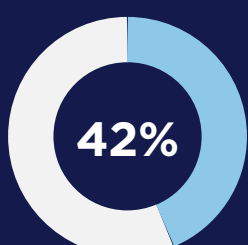
Pre-retirees are getting proactive about their financial future.

Of the nearly half of pre-retirees (49%) that are working with a financial professional, 40% began working with one in the last twelve months.

Financial professionals are helping their pre-retiree clients prepare for near-term retirement by:



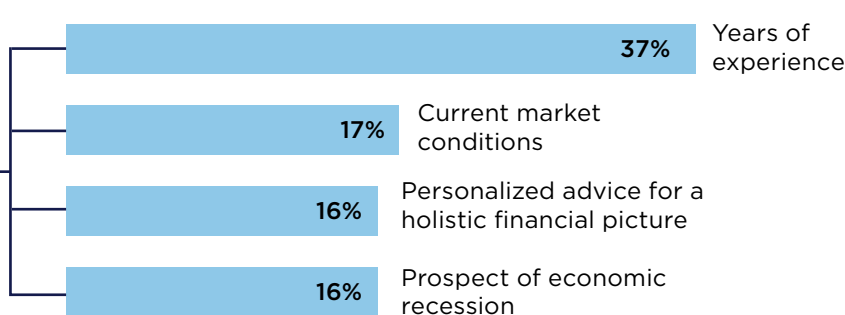
Adopting strategies to protect their assets against market risk



Ensuring they have enough liquidity to cover at least two years of expenses in the event of a recession



Reasons many pre-retirees decide to work with a financial professional



Help your clients make the right moves ahead of retirement.

For **88% of pre-retirees**, having a plan for retirement helps them feel more in control of their financial future. By helping their clients make the right moves as they near retirement, financial professionals can help pre-retirees predict and plan for lifelong expenses and feel more confident about their financial future.



With these resources and insights from Nationwide, you can help your clients make the right moves to keep their retirement plans on track.



Methodology: The research was conducted online within the U.S. by The Harris Poll on behalf of Nationwide from January 4-13, 2023, among 511 advisors and financial professionals and 789 investors ages 18+ with investable assets (IA) of \$10K+. Advisors and financial professionals included 266 RIAs, 146 broker-dealers, 128 wirehouse and 55 other financial professionals. Among the investors, there were 203 Mass Affluent (IA of \$100K-\$499K), 167 Emerging High Net Worth (IA of \$500K-\$999K), 106 High Net Worth (IA of \$1M-\$4.99M) and 104 Ultra High Net Worth (IA of \$5M+), and 209 investors with \$10K to less than \$100K investable assets ("Less affluent"). Investors included a subset of 224 "pre-retirees" age 55-65 who are not retired.

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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NFM-23072AO (6/23)