

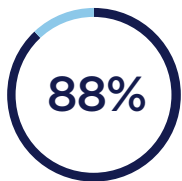
# The time is now:

## Company plan sponsors and participants want guaranteed lifetime income investment options today

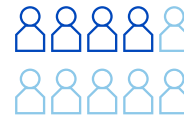
Fast Facts from Nationwide Retirement Institute® 2021 In-Plan Lifetime Income Survey



### Both plan sponsors and participants agree that retirement income is vital for financial security, but many participants don't understand how to turn their retirement savings into income



**88%** of plan sponsors and participants agree that financial security involves being confident that you won't outlive your income



**4 in 10** participants are challenged with turning their retirement savings into income in retirement

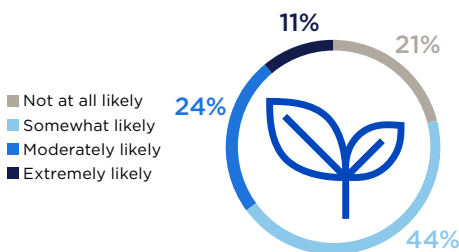
### Plan sponsors are considering guaranteed lifetime investment options



**8 in 10** plan sponsors believe their employees are interested in guaranteed lifetime income investment options



**4 in 10** plan sponsors would consider adding one to their retirement plan now



### Participants want to get started

**8 in 10** participants report they would be at least somewhat likely to roll over their current retirement savings into a guaranteed lifetime income investment option if it were available through their employer; this figure is even higher (87%) for participants ages 45 to 54

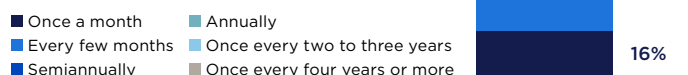
### Plan sponsors trust advisors and consultants



**9 in 10** plan sponsors trust financial advisors or consultants to counsel them on choosing the right options for their company's retirement plan and consider them to be the primary source for learning more about guaranteed lifetime income investment options

### Plan sponsors are ready to begin discussions

The survey found plan sponsors are evaluating their retirement offerings more regularly than plan advisors and consultants realize



It's important for advisors and consultants to begin conversations about guaranteed lifetime income investment options now as plan sponsor and participant demand for these solutions increase.



**Nationwide offers plan advisors and consultants the resources they need to navigate conversations with plan sponsors about guaranteed lifetime income solutions.**

**Advisors:**

<https://nationwidefinancial.com/products/retirement-plans/income-america>

**Consultants:**

<https://nationwidefinancial.com/consultant/in-plan-guarantees>

Nationwide conducted a survey of 1,000 plan participants ages 45+, 500 plan sponsors, and 300 plan advisors and consultants. The survey was completed July 19 through August 4, 2021.



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is on your side

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