

Most Americans are unprepared for when and how retirement will happen

Key findings from our Retirement Risk Readiness Study

While many non-retirees think they will retire on their own terms, their beliefs about when their retirement will start and what it will look like are very different from the realities we see in those already retired.

This disconnect can have a significant impact on how people plan and save for retirement, putting the financial security of those nearing retirement at significant risk.

The Allianz Retirement Risk Readiness Study was conducted by Allianz Life Insurance Company of North America (Allianz) via an online survey in January 2020. The nationally representative sample included 1,000 individuals age 25+ in the contiguous U.S. with an annual household income of \$50k+ (single) / \$75k+ (married/partnered) OR investable assets of \$150k.

Americans expect to be able to control when and how they retire.

TOP REASONS PEOPLE EXPECT TO RETIRE EARLY

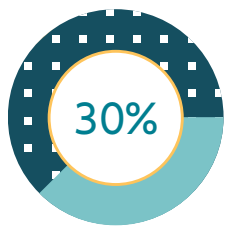


However, among current retirees, 50% say they retired earlier than expected – with the vast majority retiring for reasons out of their control.

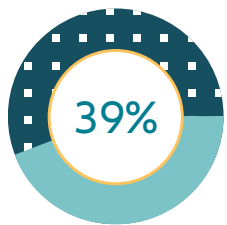
TOP REASONS PEOPLE RETIRED EARLIER THAN EXPECTED



But there is a bright side: Retirement income planning and guaranteed income products provide an opportunity for financial professionals to help address saving and income gaps.



NON-RETIRES WHO SAY THEY CURRENTLY HAVE A SOURCE OF GUARANTEED INCOME IN THEIR PORTFOLIO TO HELP THEM MEET RETIREMENT GOALS



NON-RETIRES WHO SAY THEY PLAN TO PURCHASE A GUARANTEED INCOME PRODUCT IN THE FUTURE

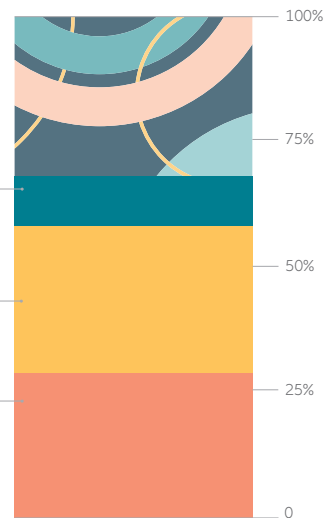
But, only 3% of non-retirees view it as a top priority.

Uncertainty about when retirement may start and how time will be spent could have a significant impact on future financial security.

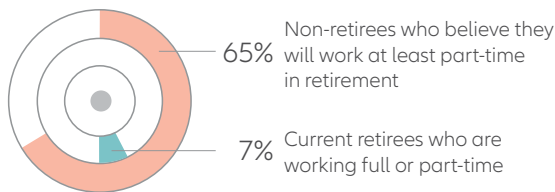
60% of non-retirees say running out of money before they die is one of their biggest worries

55% of non-retirees are worried they won't have enough saved for retirement

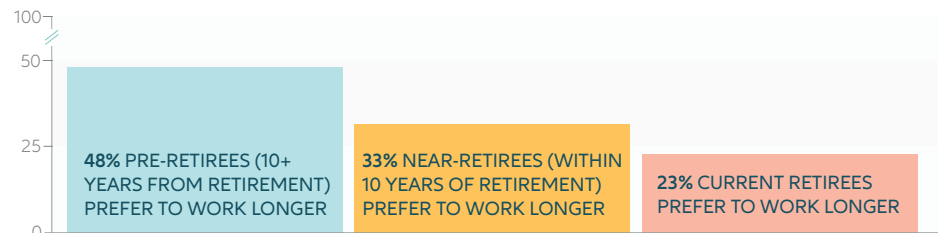
27% are discussing that risk with their financial professional



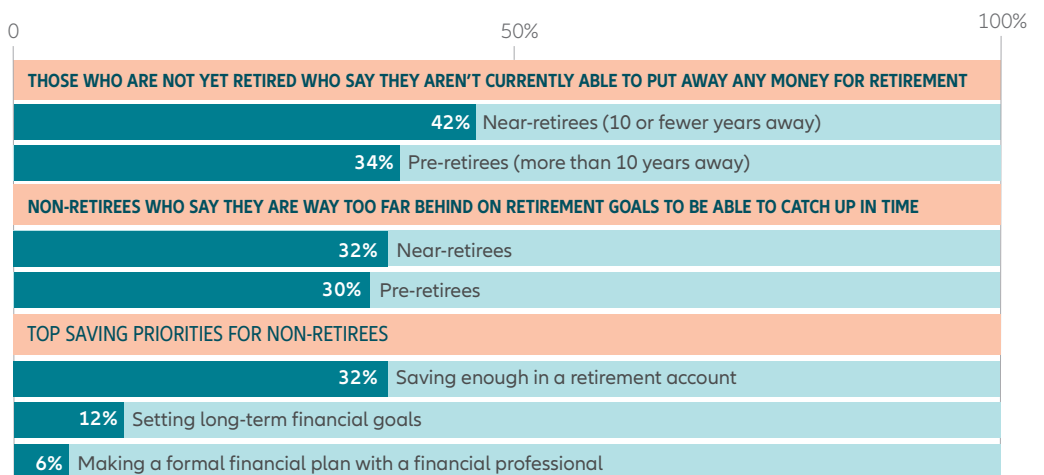
The closer people are to retiring, the less enthusiastic they are about extending their employment.



RETIRES AT AGE 55 AND HAVE THEIR BASIC EXPENSES COVERED ... OR WORK UNTIL AGE 75 AND LIVE MORE EXTRAVAGANTLY?



These worries are not translating into action: Non-retirees aren't prioritizing saving for retirement.



Addressing retirement income early in the planning process is a smart way to help prepare for potential surprises in a retirement plan. Having a strategy to cover basic expenses can help build confidence in the ability to manage financial risks in the future – **no matter when a retirement plan is realized.**

Allianz Life Insurance Company of North America
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