

ALLIANZ 2023 ANNUAL RETIREMENT STUDY

# The new reality for financial professionals

## Key findings from our 2023 Annual Retirement Study

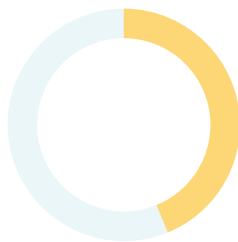
Fewer Americans say they are working with a financial professional even as they navigate a new retirement reality – a major finding from the 2023 Annual Retirement Study from Allianz Life Insurance Company of North America (Allianz).

While the majority of Americans are not seeking the guidance of a financial professional, they do believe that their assistance would be helpful to ensure that they can financially support all the things they want to do in life.

The study also found that Americans are looking for a financial professional who acts as a partner – not only offering expert advice, but also providing holistic guidance based on a personal understanding of their values and priorities.



**Allianz conducted an online survey, the 2023 Annual Retirement Study, in February and March 2023** with a nationally representative sample of 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+.



**44% of Americans are currently working with a financial professional**



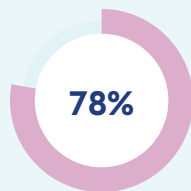
→ **YOU'LL FIND MORE INFORMATION ABOUT STRATEGIES THAT CAN HELP** address the top concerns revealed in the study at [www.allianzlife.com](http://www.allianzlife.com).

# Americans value the guidance of a financial professional

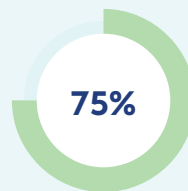
88% of Americans say that **working with a financial professional would help** to ensure they can financially support all the things they want to do in life.



Americans who are not currently working with a financial professional, but are open to it, are interested in talking to them about various financial worries.



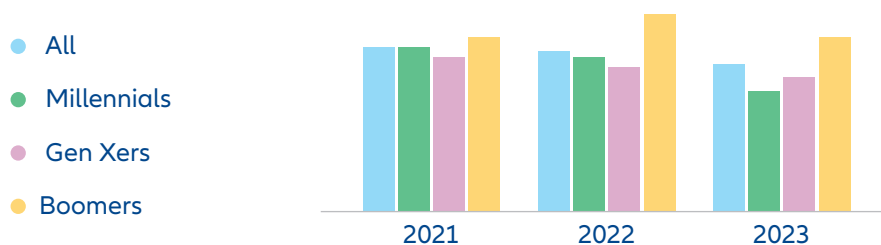
78% say "how to best take distributions from my retirement savings for my retirement income"



75% say "not having enough money to do all the things I want in retirement"

While fewer Americans in general are working with a financial professional, millennials saw the steepest drop.

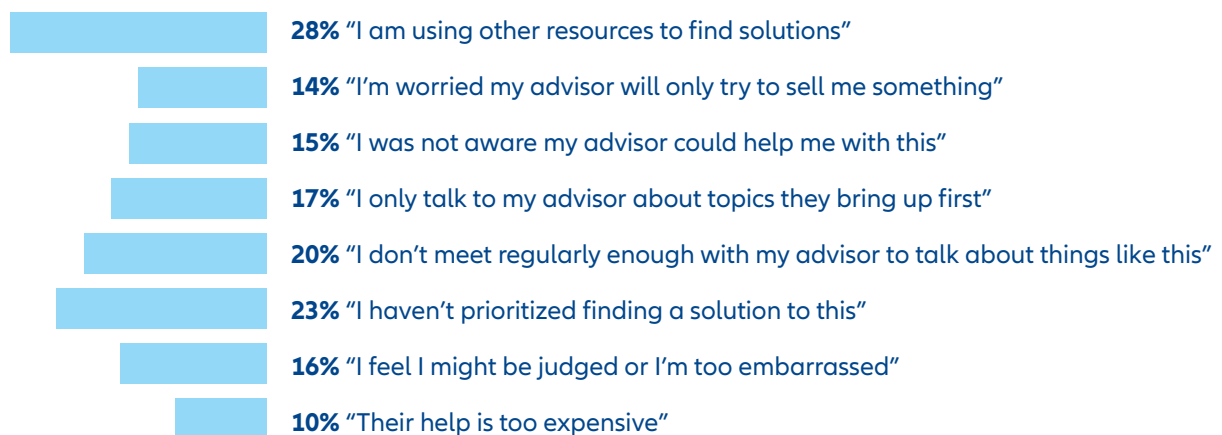
"I **currently** have a financial professional"



# What do Americans want to talk about?

Among people working with a financial professional, some are reluctant to discuss certain subjects.

Why haven't Americans discussed their worries with their financial professional?



## Americans want to collaborate with a financial professional

Most Americans who are currently, or are interested in, working with a financial professional say they would prefer to collaborate on their strategy and don't want to give up control.



Many Americans say they are more likely to work with an advisor who is empathic and personal.

## What might make you more likely to work with a particular financial professional?



→ **YOU’LL FIND MORE INFORMATION** about strategies that can help address the top concerns revealed in the study at [www.allianzlife.com](http://www.allianzlife.com).

*Allianz Life Insurance Company of North America does not provide financial planning services.*

### **About Allianz Life Insurance Company of North America**

Allianz Life Insurance Company of North America, one of the Ethisphere World’s Most Ethical Companies®, has been keeping its promises since 1896 by helping Americans achieve their retirement income and protection goals with a variety of annuity and life insurance products. In 2022, Allianz Life provided additional value to its policyholders via distributions of more than \$7.7 billion. As a leading provider of fixed index annuities, registered index-linked annuities, and fixed index universal life insurance, Allianz Life is part of Allianz SE, a global leader in the financial services industry with approximately 150,000 employees in more than 70 countries. Allianz Life is a proud sponsor of Allianz Field® in St. Paul, Minnesota, home of Major League Soccer’s Minnesota United.