

Americans are worried about their retirement savings – but not talking about it with their financial professional

As Americans evaluate their finances in response to recent events, financial professionals may be missing opportunities to shift retirement conversations from accumulation to protection.

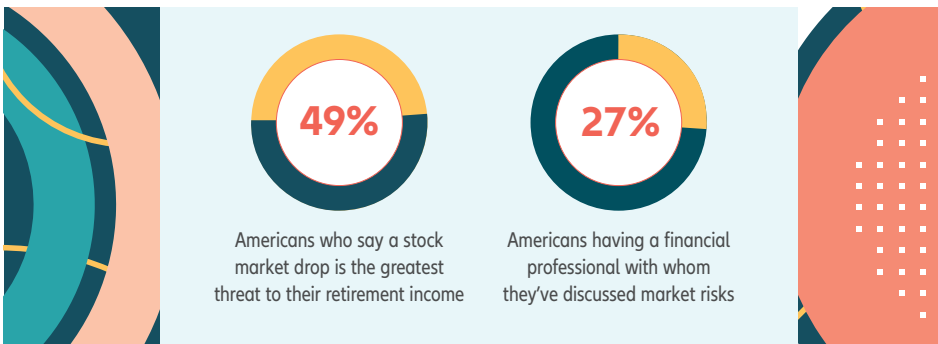
A recent study examined risks to retirement security, and surveyed three groups: those who are already retired, near retirees who are within 10 years of retirement, and pre-retirees who are more than 10 years from retirement.

Those not yet retired understand how various risks – like market volatility, inflation, and outliving your money – can derail their retirement plan. Yet our study found that most of these people aren't turning to their financial professional for help.

Key findings from our Retirement Risk Readiness Study

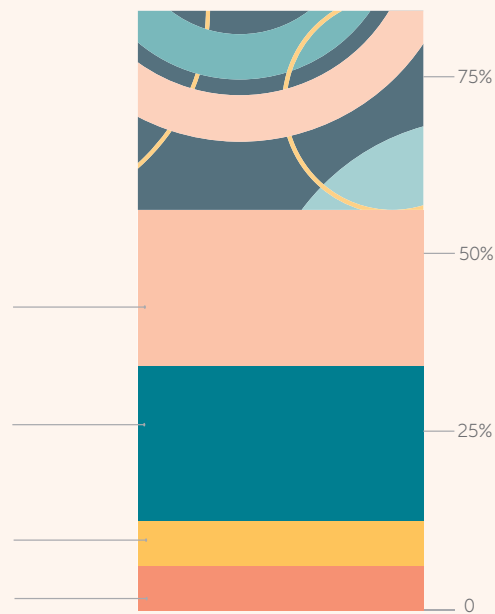
The Allianz Retirement Risk Readiness Study was conducted by Allianz Life Insurance Company of North America (Allianz) via an online survey in January 2020. The nationally representative sample included 1,000 individuals age 25+ in the contiguous U.S. with an annual household income of \$50k+ (single)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

THOUGH MARKET VOLATILITY IS TOP OF MIND WITH AMERICANS, NOT ENOUGH ARE TALKING TO THEIR FINANCIAL PROFESSIONAL ABOUT THIS RISK.

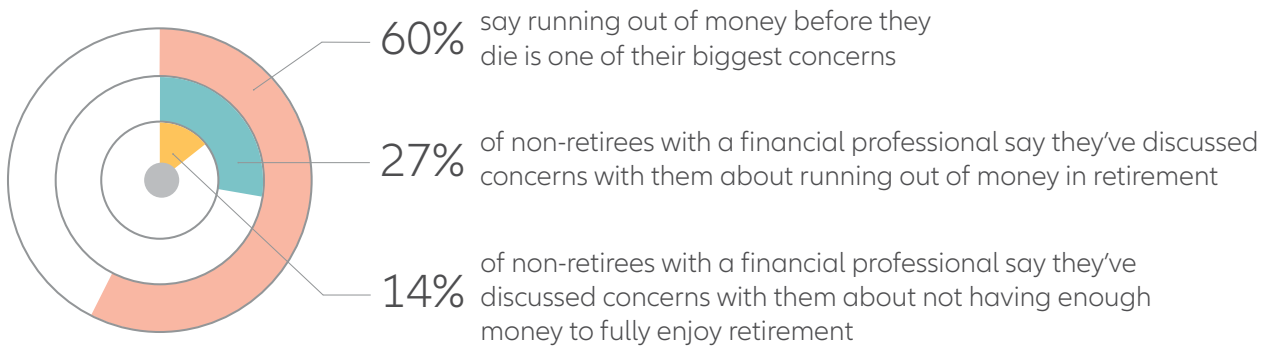


NON-RETIREES HAVEN'T SAVED ENOUGH – BUT AREN'T TALKING TO THEIR FINANCIAL PROFESSIONAL ABOUT IT

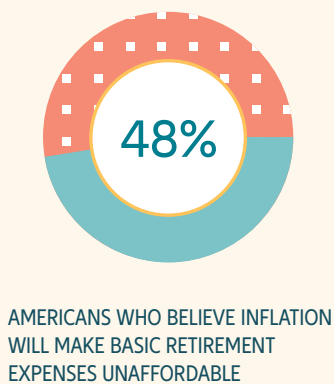
- 55% are worried they won't have enough saved for retirement
- 31% think they're too far behind on retirement goals to catch up in time
- 12% say setting long-term financial goals is a top priority
- 6% say making a formal financial plan with a financial professional is a top priority



A MAJORITY OF NON-RETIREES FEAR GOING BROKE IN RETIREMENT – BUT FAR FEWER ARE TALKING TO THEIR FINANCIAL PROFESSIONAL ABOUT IT.



THERE IS WIDESPREAD CONCERN THAT INFLATION WILL MAKE A SATISFYING RETIREMENT UNAFFORDABLE.



Who worries most about inflation?

- 67% Those 10 or more years from retirement
- 59% Those within 10 years of retirement
- 40% Retirees

Yet just **two in 10** are having discussions with their financial professional about the impact of inflation and how it can prevent them from enjoying their retirement.

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