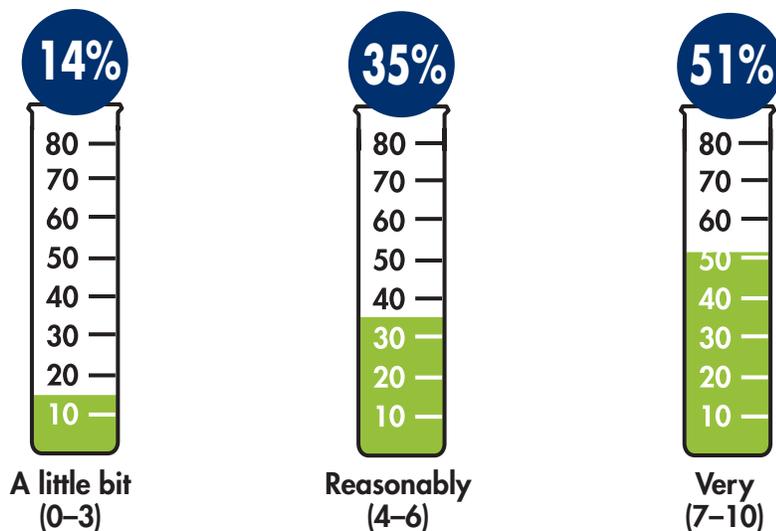


Coronavirus (COVID-19): Registered Investment Advisor (RIA) Pulse

The coronavirus pandemic has created a new working reality. LIMRA asked registered investment advisors how they are adapting to this rapidly evolving environment in relation to communicating with clients, client concerns, and office procedures.

On a scale of 1 to 10, currently how disruptive is the coronavirus situation to your practice?



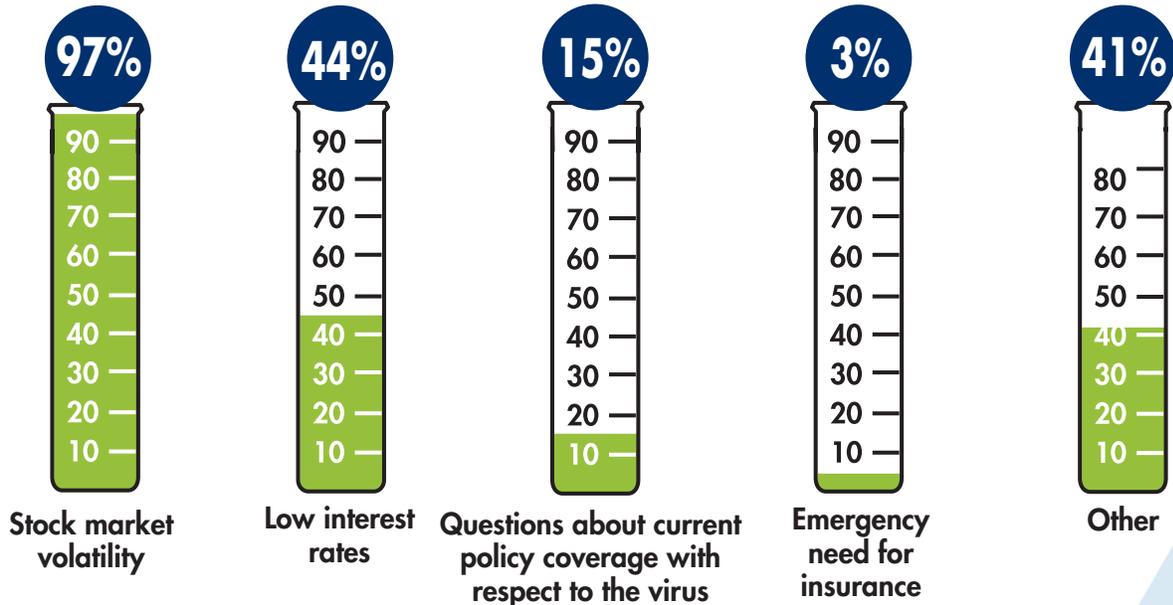
Has the way you communicate with your clients changed in light of coronavirus?



Has the frequency with which you communicate with your clients changed in light of coronavirus?

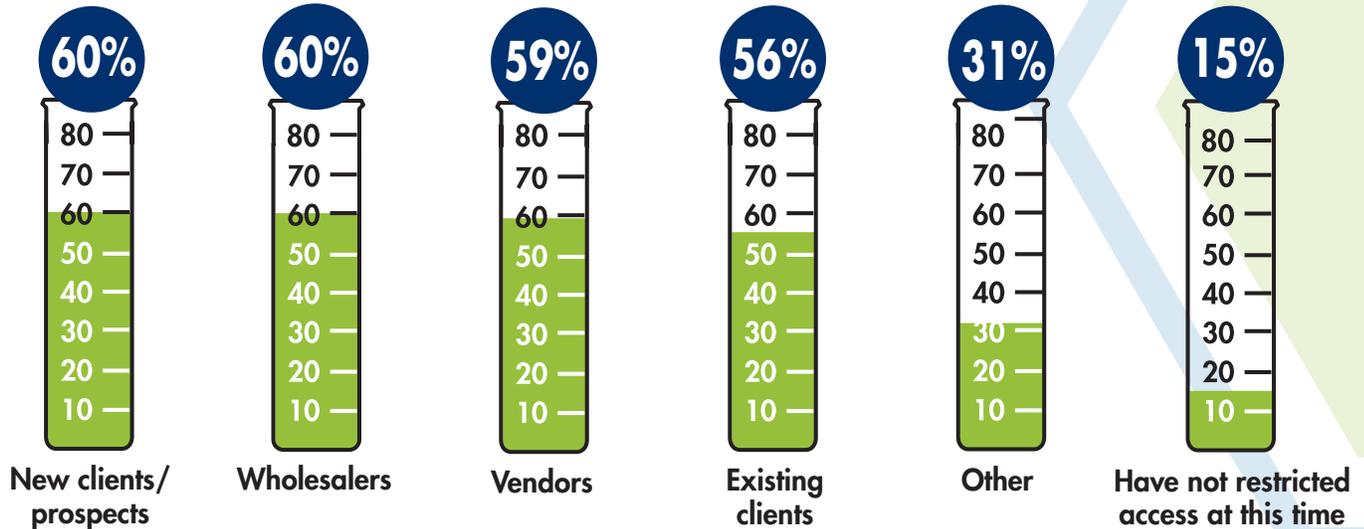


Top two concerns that advisors are hearing from clients

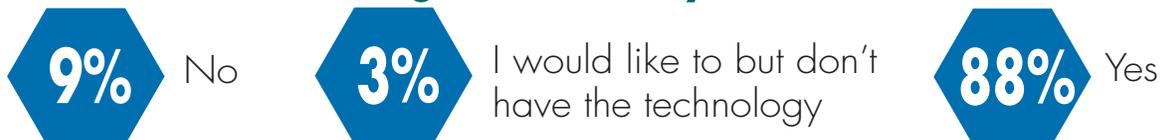


Have you put any restrictions on individuals who have access to your office?

Select all that apply



Have you implemented any alternative work arrangements for your staff?



Methodology

LIMRA surveyed 124 registered investment advisors from March 30 – April 3, 2020 to get a pulse on how the coronavirus pandemic is impacting their practice. Respondents were from 33 different U.S. states and 108 different firms.

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