

Chapter Two

Now in its seventh year, the PROTECTED RETIREMENT INCOME AND PLANNING (PRIP) STUDY is the only annual nationwide study that surveys consumers and financial advisors simultaneously.

This year's surveys were conducted by IPSOS, one of the largest market research and polling companies globally.



The second chapter highlights the following findings:

supporting their families is a financial sacrific
many Americans are willing to make, even if i
means jeopardizing their own retirement and
economic wellbeing

	the rising concerns people have about caregiving
	and healthcare costs in retirement

the worries and doubts Gen-Xers have about their readiness for retirement





Supporting Loved Ones

Significant percentages of respondents indicate that they provide financial support to family members.

17%

provide financial support to

children age 26 and older

10%

provide financial support to

grandchildren

7%

provide financial support to

parents or in-laws

9%

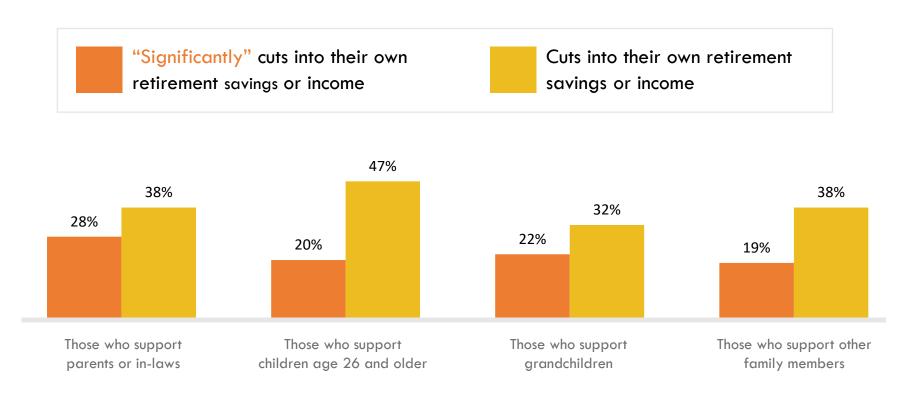
provide financial support to

other family members



Family Support Negatively Impacts Retirement Savings

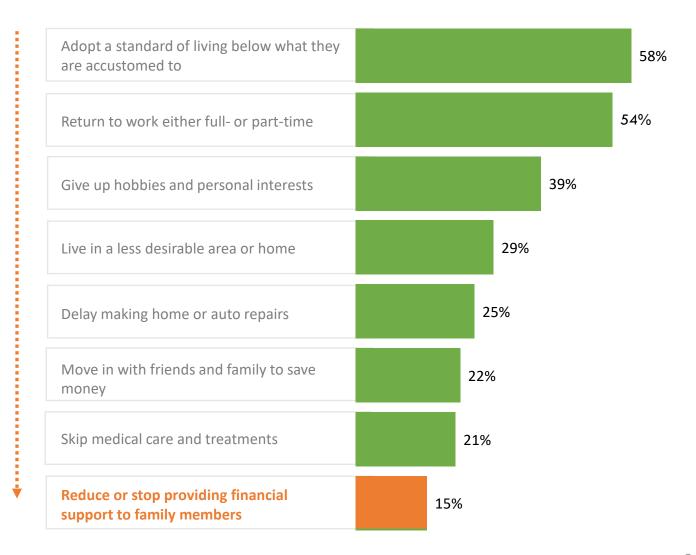
More than half of respondents indicated that their financial support of family members negatively impacts their retirement savings.





Family First

Consumers near retirement or retired are more willing to skip things like medical care or home repairs rather than sacrificing financial support for family, which is by far, their last choice.







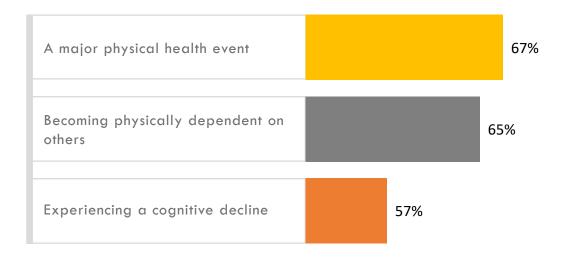
Rising Risks and Retirement Concerns

Rising healthcare costs rival inflation as the top financial concern in retirement, while the risks of physical and mental decline dominate the top quality of life concerns in retirement.

TOP FINANCIAL CONCERN IN RETIREMENT



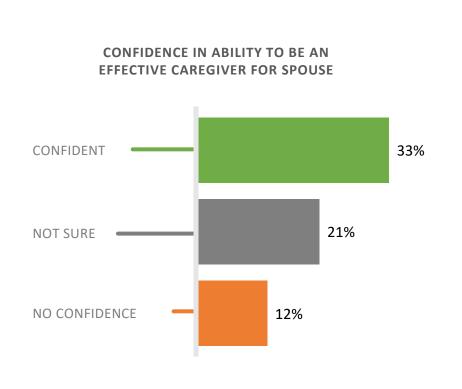
TOP QUALITY OF LIFE CONCERNS IN RETIREMENT





Concerns Often Overlooked

However, these widespread healthcare concerns are the topics least discussed with financial professionals.



45%

Discussed possibility they will need physical care (and potentially long-term care) in retirement

28%

Discussed impact of caregiving for a family member or friend in retirement

31%

Discussed possibility they will experience cognitive decline 32%

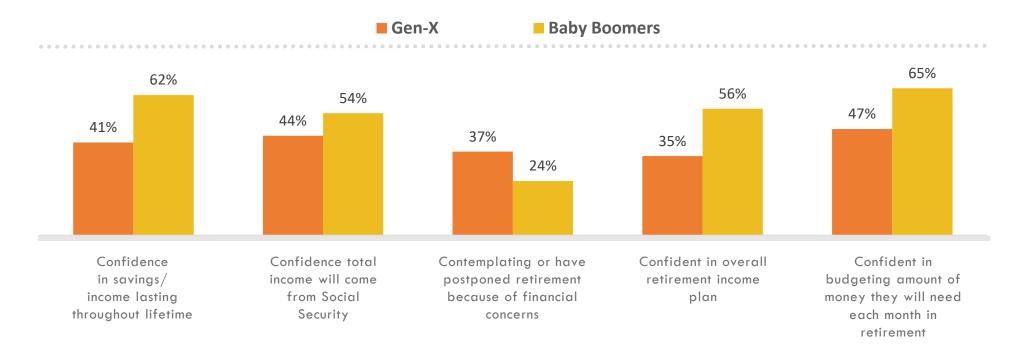
Have contingency plan with financial professional in the event of cognitive decline





Low Confidence About Retirement Finances

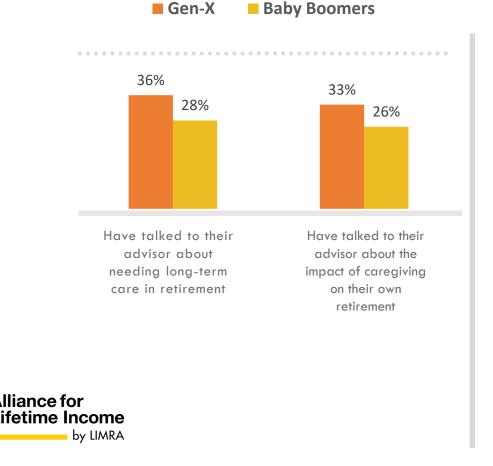
Gen-Xers are less protected and less confident about retirement. As the first 401k generation, just 14% have access to a pension¹

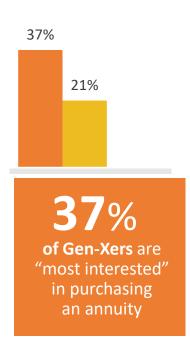




Worried About Outliving Their Savings.

Compared to Baby Boomers, Gen-Xers are more worried their savings will not last, and far more interested in annuities.

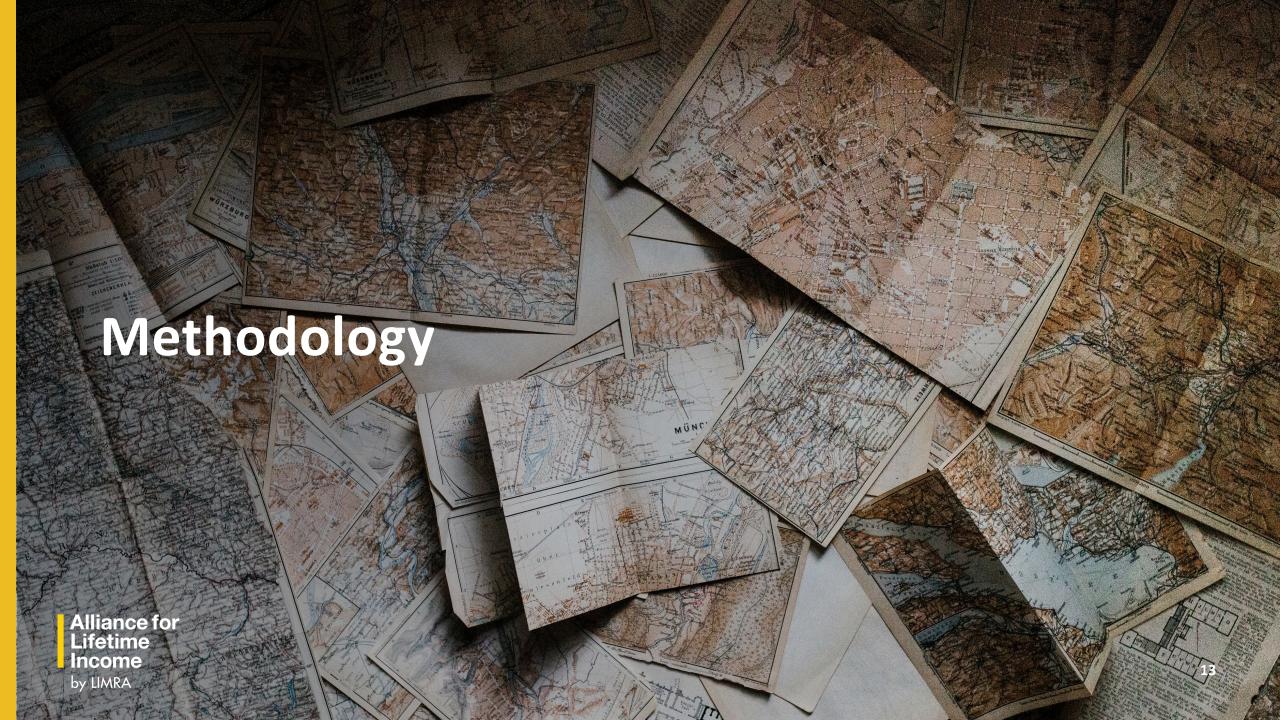




64% of all respondents said they would put money into an annuity vs. the stock market if they inherited \$100,000



of Baby Boomers would select the annuity





FIELD DATES	• April 10-24, 2025
MARKETS/LANGUAGE	• United States (English)
DESCRIPTION	 A 20-minute study designed for public release focused on key retirement issues facing people ages 45 to 75. A corollary study is currently being conducted among Financial Professionals. The sample will include both those with and without assets.
	 This sample was weighted by age, gender, and region to be representative of the national census demographics. This ensures this sample reflects the 45–75-year-old population in the United States right now. Base sizes under n=100 cannot be publicly released.
AUDIENCES	 General Public. n=3,502 total respondents across the United States, representative based on age, gender, and geography. This includes 2 oversample groups: Peak 65 (61-65): n=500 Investable Asset (aged 45-75 with at least \$150k in investable assets and who use a Financial Planning Professional): n=500 Financial Professionals n=500 across the United States.
KEY OBJECTIVES COVERED	Provide greater understanding of existing views of retirement in the U.S., and retirement readiness
	 Allow ALI to construct messaging supported by methodologically sound research methods and quantitative data Illuminate the headwinds Americans and Financial Professionals encounter when planning for retirement, enabling ALI to tell the stories that resonate most with Americans
	• Leverage Ipsos' public opinion and polling expertise to ensure the methodological rigor necessary to pass media vetting standards and pave the way for media pickup



ABOUT THE ALLIANCE FOR LIFETIME INCOME

The <u>Alliance for Lifetime Income</u> is the consumer and financial professional educational arm of <u>LIMRA</u>. Our mission is to raise awareness of and educate Americans about the value and importance of having protected income in retirement. The Alliance provides consumers and financial professionals with unique educational resources and interactive tools to help build retirement income strategies.

We believe annuities – one of only three sources of protected lifetime income – are an important part of the solution for providing Americans with retirement security.



