



Maritz RESEARCH

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knowledge vision people
clarity vision drive enable
possibilities confidence understand enable
storytellers

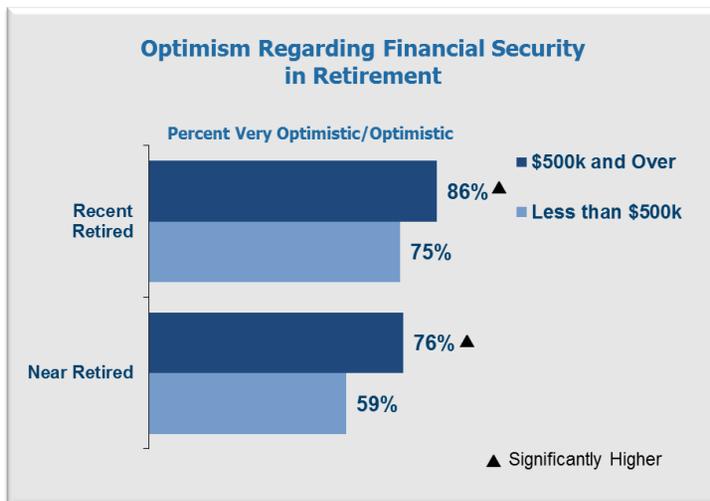
FACT SHEET

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New Research Shows True Retirement Confidence Starts at \$500,000 *Maritz Research's Retirement Study Indicates a Savings "Tipping Point"*

According to Maritz Research's recent Retirement Study, which surveyed 1,000 near and recent retirees, those with investment savings of \$500,000 or more view their retirement much more positively than those with less than half a million in savings.

Those with savings above this perceived tipping point are more optimistic regarding their financial security, less concerned about having enough money to last through retirement, feel more prepared for rising health care costs and feel they are less likely to have to work at some point during their retirement.

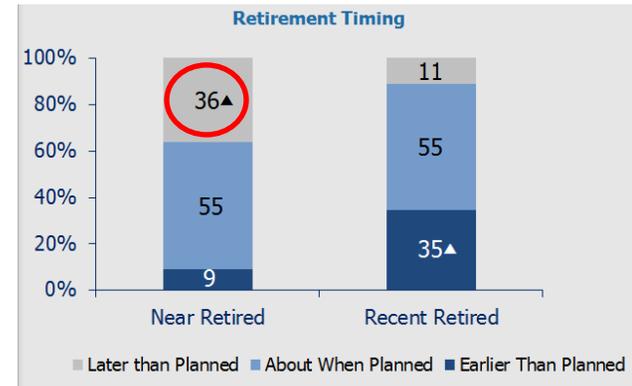
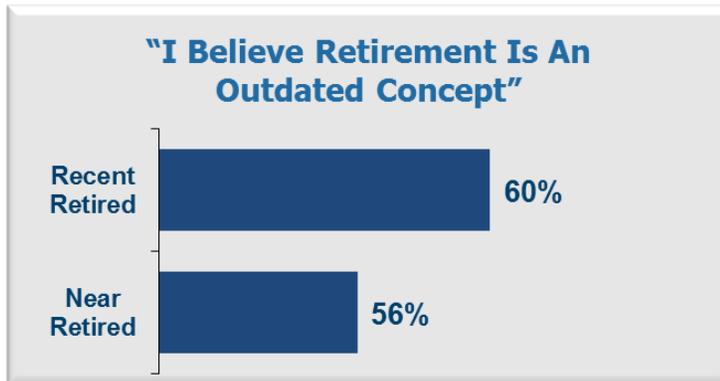


	Near Retired		Recent Retired	
	< \$500k	\$500k+	<\$500k	\$500k+
% Strongly Agree/Agree				
The concept of a "retirement age" is outdated	61%	59%	56%	56%
Concerned about having enough money to last through retirement	54%▲	35%	39%▲	20%
Believe prepared for health care expenses	43%	61%▲	59%	78%▲
Fear pension income will not pay out as promised ¹	25%	16%	17%▲	6%
Concerned home equity will not provide expected retirement income ²	38%▲	19%	18%	13%
Believe will have to work at some point during my retirement	45%▲	30%	18%▲	7%
Confident have saved best as possible for retirement	68%	81%▲	61%	79%▲
Concerned about having to provide for parents or adult children	20%	15%	16%	13%

Other findings and observations:

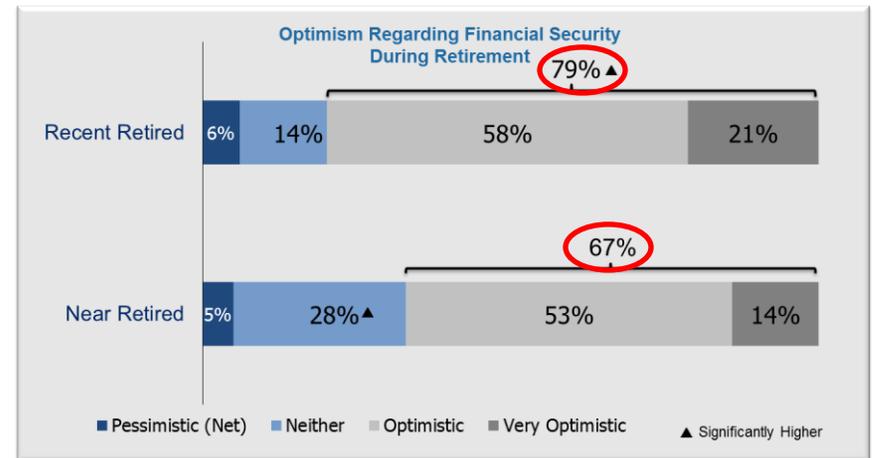
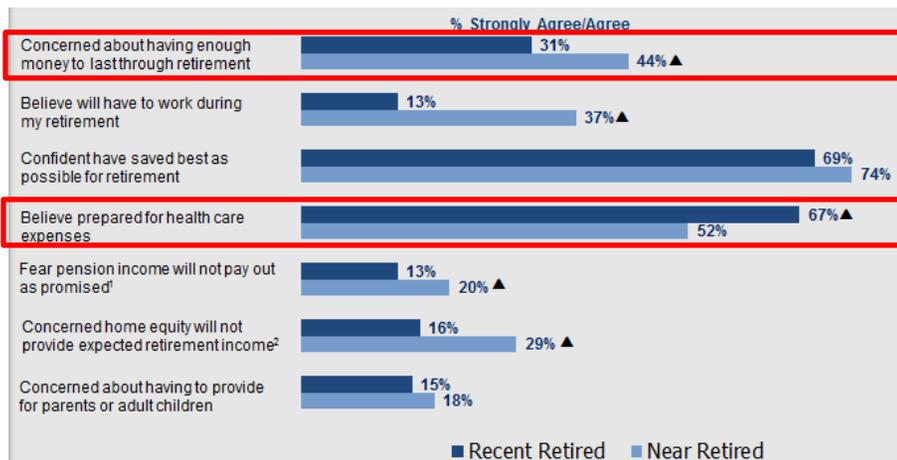
Is "Retirement Age" a thing of the Past?

Most of those surveyed believe that retirement is an outdated concept. That's reflected by the 37 percent of those nearing retirement age who believe they will have to work during their retirement, and about one-third (36 percent) of near retirees who expect to delay their retirement altogether.



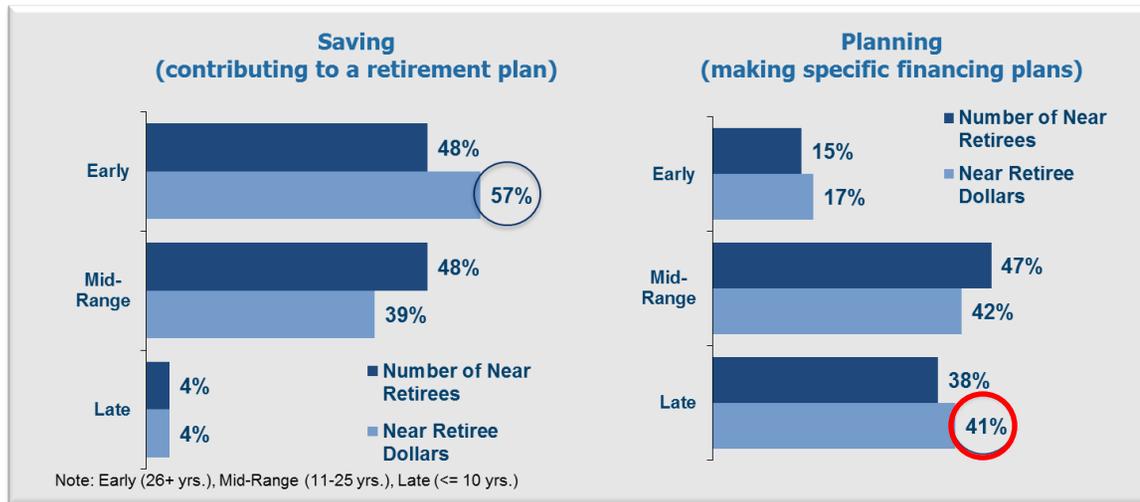
Near Retirees Less Optimistic About Financial Security

Near retirees' attitudes reflect their uncertainty. Compared to recent retirees, near retirees are far more concerned about having enough money to last through their retirement and feel much less prepared for increasing health care expenses. Only 67 percent of those nearing retirement claim they feel optimistic about their financial security during retirement, compared to 79 percent of recent retirees.



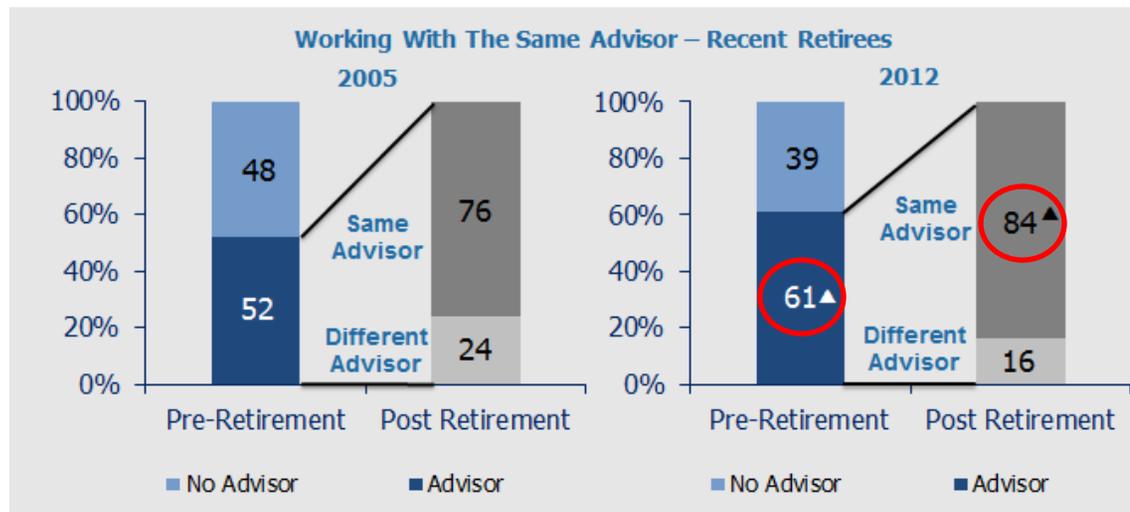
Save Early, Plan Later? Almost 40 Percent Don't "Plan" Until 10 Years Out

Near retirees consider saving and planning as separate activities. While retirees who begin saving early hold nearly 60 percent of retirement assets, roughly 40 percent wait until within ten years of retirement to begin planning.



The Benefits for Financial Advisors that Establish Early Relationships

The study found that nearly two-thirds of recent retirees work with a financial advisor, and of those recent retirees that do – 61 percent established their advisor relationship before retiring, up from 52 percent in 2005. Of those selecting an advisor before retiring, 84 percent remained with that advisor after retiring in 2012, up from 76 percent in 2005.



About the Study

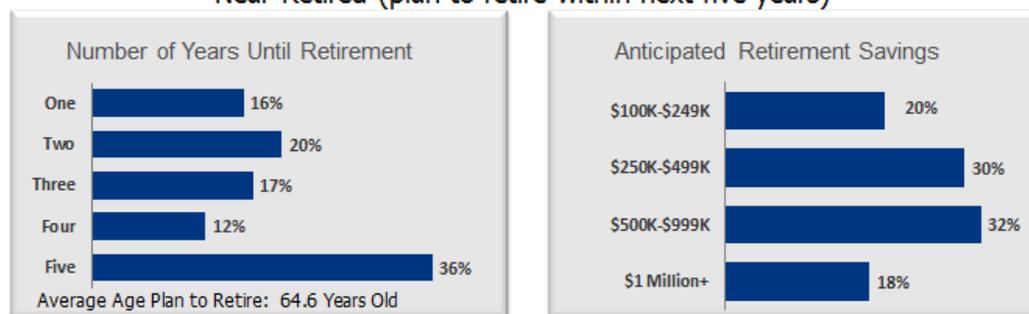
The Maritz Research Retirement Study enables:

- A better understanding of the mindsets of recent and soon-to-be retirees, and how their actions are changing over the years.
- The ability to compare and contrast the attitudes and beliefs of the near retirees and recent retirees, including how they save and plan for retirement.
- Financial services firms to adjust their strategy in how and when they build relationships in order to secure retirement investment assets.

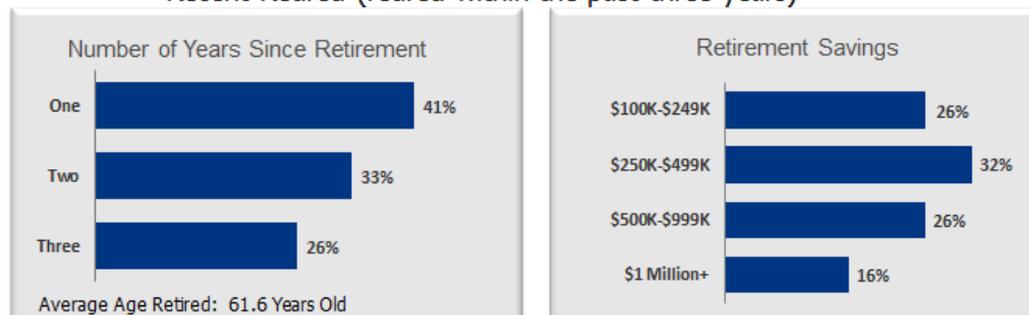
Methodology of Study

- The Maritz Research Retirement Study collected responses from 1,000 individuals nationwide, including:
 - 500 recent retirees (retired within the past three years) and
 - 500 near retirees (anticipate retiring within the next five years).
- Respondents were between the ages of 50 – 70, with at least \$100,000 in retirement savings.
- Data for this study was collected in December 2012. A previous study was conducted in 2005, and some comparison data is available.

Near Retired (plan to retire within next five years)



Recent Retired (retired within the past three years)



For more information about Maritz Research's Retirement Study, contact Kathy Randall at 636-827-6771 or Kathy.Randall@maritz.com.