

The Time is Now:

Company Plan Sponsors and Participants Want Guaranteed Lifetime Income Investment Options Today

Fast Facts from Nationwide Retirement Institute® 2021 In-Plan Lifetime Income Survey



Nationwide®

Both plan sponsors and participants agree that retirement income is vital for financial security, but many participants don't understand how to turn their retirement savings into income



88% of plan sponsors and participants agree that financial security involves being confident you won't outlive your income



4 in 10 participants are challenged with turning their retirement savings into income in retirement

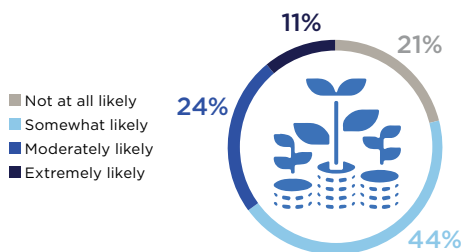
Plan sponsors are considering guaranteed lifetime investment options

8/10

plan sponsors believe their employees are interested guaranteed lifetime income investment options

4/10

plan sponsors would consider adding one to their retirement plan now



Participants want to get started

8 in 10 participants report they are at least somewhat likely to roll over their current retirement savings into a guaranteed lifetime income investment option if it was available through their employer. This is even higher for participants ages 45-54 at 87%

Plan sponsors trust advisors and consultants



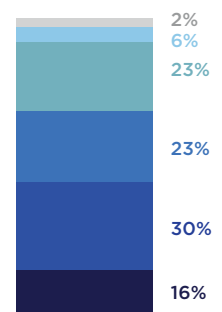
9 in 10 plan sponsors trust financial advisors or consultants to counsel them on choosing the right options for their company's retirement plan and consider them to be the primary source for learning more about guaranteed lifetime income investment options

Plan sponsors are ready to begin discussions

The survey found plan sponsors are evaluating their retirement offerings more regularly than plan advisors and consultants realize

Legend:

- Once a month
- Every few months
- Semi-annually
- Annually
- Once every two to three years
- Once every four years or more



It's important for advisors and consultants to begin conversations about guaranteed lifetime income investment options now as plan sponsor and participant demand for these solutions increase.



Nationwide offers plan advisors and consultants the resources they need to navigate conversations with plan sponsors about guaranteed lifetime income solutions.

Advisors:

<https://nationwidefinancial.com/products/retirement-plans/income-america>

Consultants:

<https://nationwidefinancial.com/consultant/in-plan-guarantees>

Nationwide conducted a survey of 1,000 plan participants 45+ years of age, 500 plan sponsors and 300 plan advisors and consultants. The survey was completed July 19–August 4, 2021.



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