10 BENEFITS OF WORKING WITH A FINANCIAL PROFESSIONAL

RETIREMENT PLANNING HELP IMPROVES OUTCOMES FOR AMERICAN SAVERS.

BENEFITS FOR AMERICAN SAVERS

1. **Significantly more savings.** Americans accumulate more savings when working with a financial professional, saving twice the amount over a seven- to 14-year period[1].
2. **Better planning behaviors.** Working with a financial professional has a positive influence on retirement planning behaviors including: increased usage of tax-advantaged savings vehicles, improved asset allocation, greater portfolio diversification and less-speculative investing[1].
3. **More retirement income.** Financial professionals help consumers earn 1.59 percent in additional returns, which over time leads to 22.8 percent more income in retirement[2].
4. **More financial education and guidance.** Financial professionals help their clients overcome the emotional aspects of investing. This "behavioral coaching" can add one percent to two percent in net return[3].

BENEFITS FOR MINORITIES AND WOMEN

5. **Higher confidence among women.** Women are more than twice as likely to be confident in their outlook on retirement when they work with a financial professional[4].
6. **Greater use of retirement savings vehicles.** When working with a financial professional, African Americans are more likely to save in workplace retirement plans, savings accounts, IRAs and annuities. In fact, they are nearly three times more likely to save in an IRA and four times more likely to have an annuity when working with a financial professional[5].
7. **More likely to contribute to retirement savings plan.** Hispanic Americans are significantly more likely to contribute to a retirement plan when working with a financial professional. Nearly 90 percent contribute when working with a professional, compared to only 54 percent working on their own[6].

BENEFITS TO WORKERS

8. **Better investment performance.** Workers receiving help in workplace plans have annual returns that are more than 3 percent higher than workers without help. For a 45-year-old worker, this performance will lead to 79 percent more savings by retirement age[7].
9. **Assistance when changing jobs or retiring.** Assistance from financial professionals when changing jobs or retiring helps prevent $20 billion to $30 billion in lost retirement savings, which would reduce individual workers' retirement savings by 20 percent to 40 percent[8].
10. **More small businesses offering plans to workers.** The help provided to employers from financial professionals regarding the selection and monitoring of funds increases the availability of small business retirement plans. Without this help, nearly 30 percent of small businesses would likely stop offering their workers a plan, and 50 percent would reduce contribution matches, offer fewer investment options, or increase fees paid by workers[9].

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