

# 2015 Planning & Progress Media Study

## Work & Retirement

Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company (NM), Milwaukee, WI and its subsidiaries.

# Background

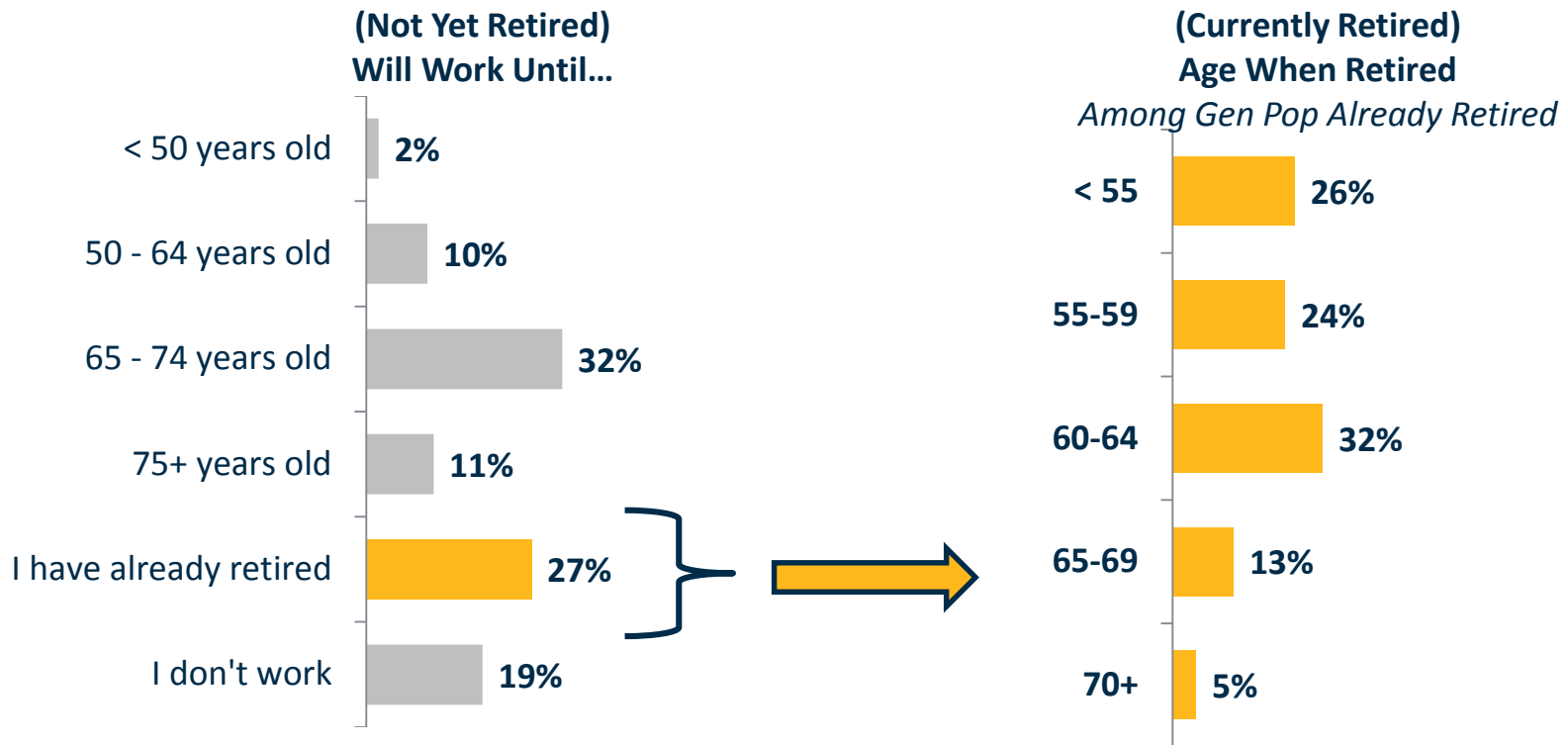
The 2015 Planning & Progress Study seeks to provide unique insights into U.S. adults' attitudes and behaviors toward money, goal setting and priorities.

The study is based on an online survey of 2,010 U.S. adults conducted from January 12 to January 30, 2015.

- Qualified participants were at least 18 years of age
- Data were weighted to be representative of the U.S. population (age 18+) based on Census targets for education, age/gender, race/ethnicity, region and household income

# Anticipated vs. Actual Age at Retirement

Those who are currently working feel they will retire at a much later age than current retirees.



**BASE: ALL QUALIFIED RESPONDENTS (Gen Pop n=2010)**

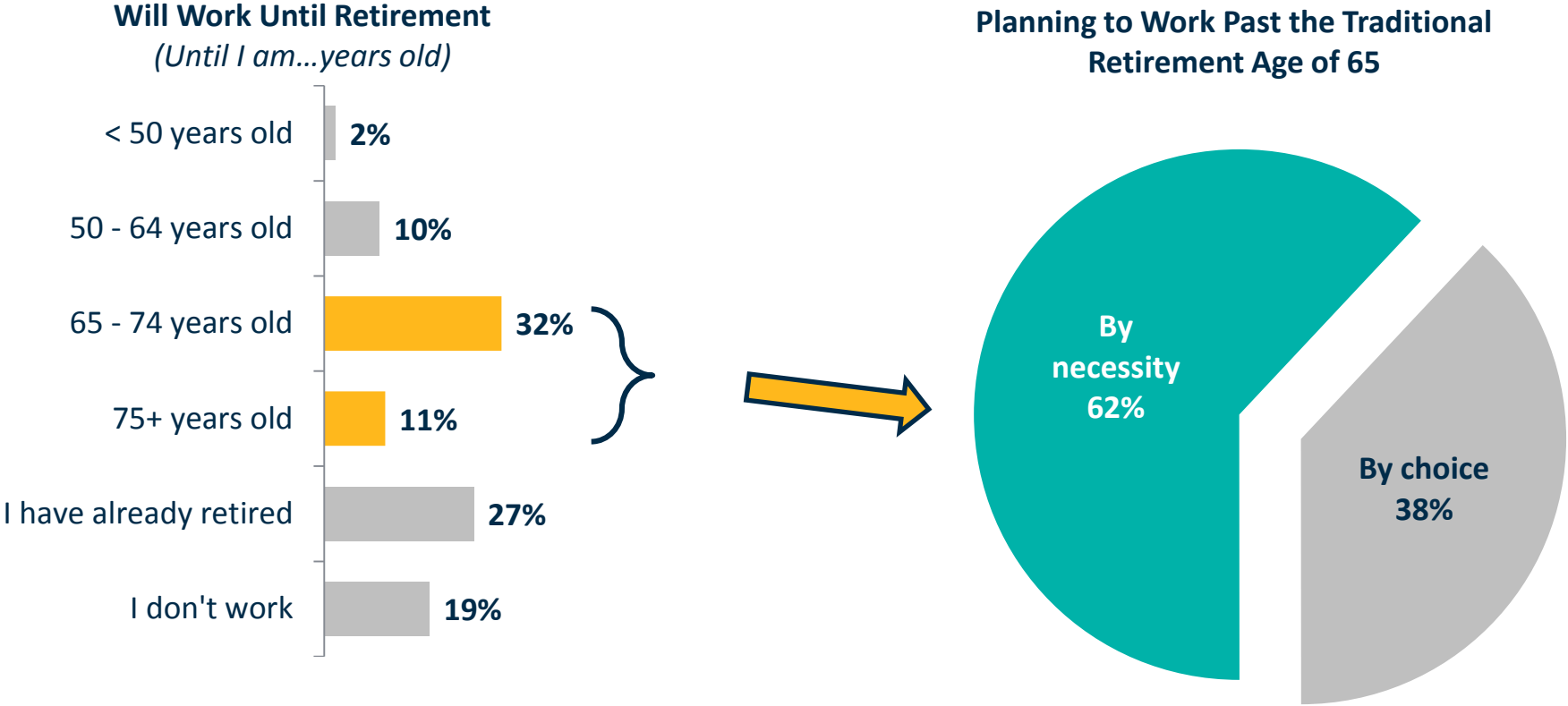
**Q1035** How long do you anticipate you will work before you retire?

**BASE: ALL QUALIFIED RESPONDENTS WHO ARE RETIRED (Gen Pop n=416)**

**Q1040** At what age did you retire?

# Anticipated Age at Retirement

Six in ten working Americans who expect to work past the age of 65 believe it will be out of necessity.



**BASE: ALL QUALIFIED RESPONDENTS (Gen Pop n=2010)**

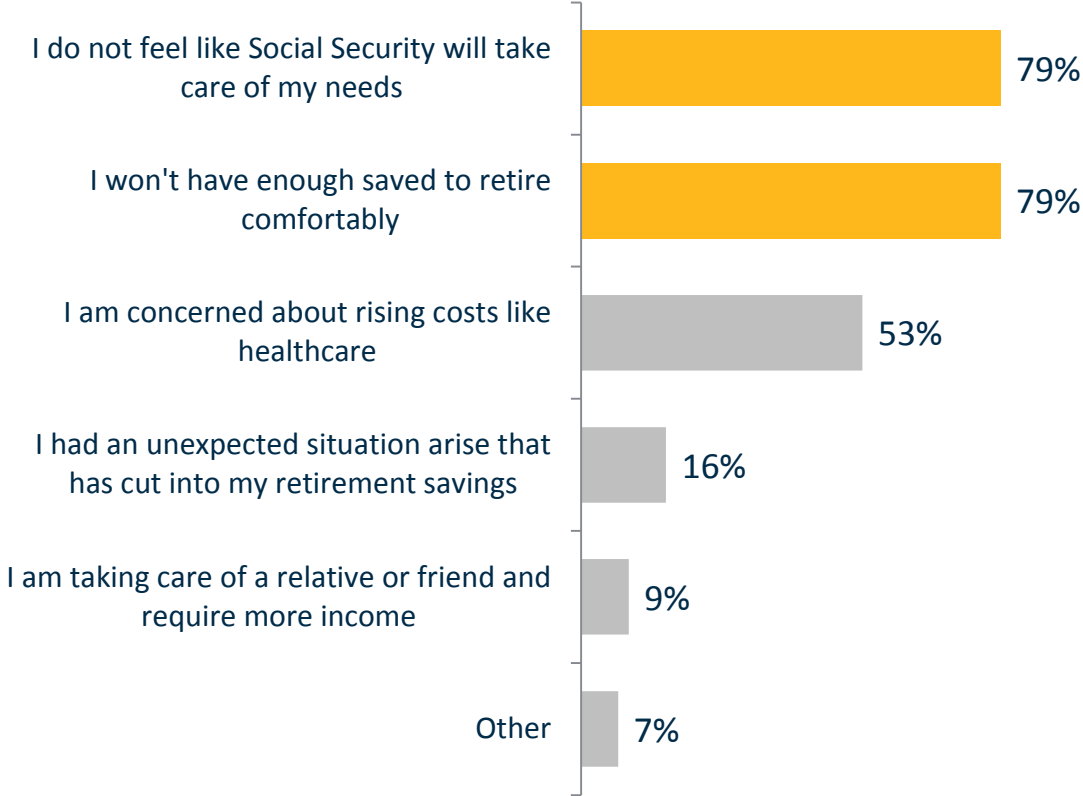
**Q1035 How long do you anticipate you will work before you retire?**

**BASE: ALL QUALIFIED RESPONDENTS WHO ARE NOT RETIRED AND PLAN TO WORK PAST AGE 65 (Gen Pop n=682)**

**Q1540 Are you planning to work past the traditional retirement age of 65 by necessity or by choice?**

# Working Past Age 65 by Necessity

Among the 62% who expect to delay retirement past age 65 from necessity, lack of confidence in social safety nets and concerns around sufficient retirement savings ranked as the top two reasons.



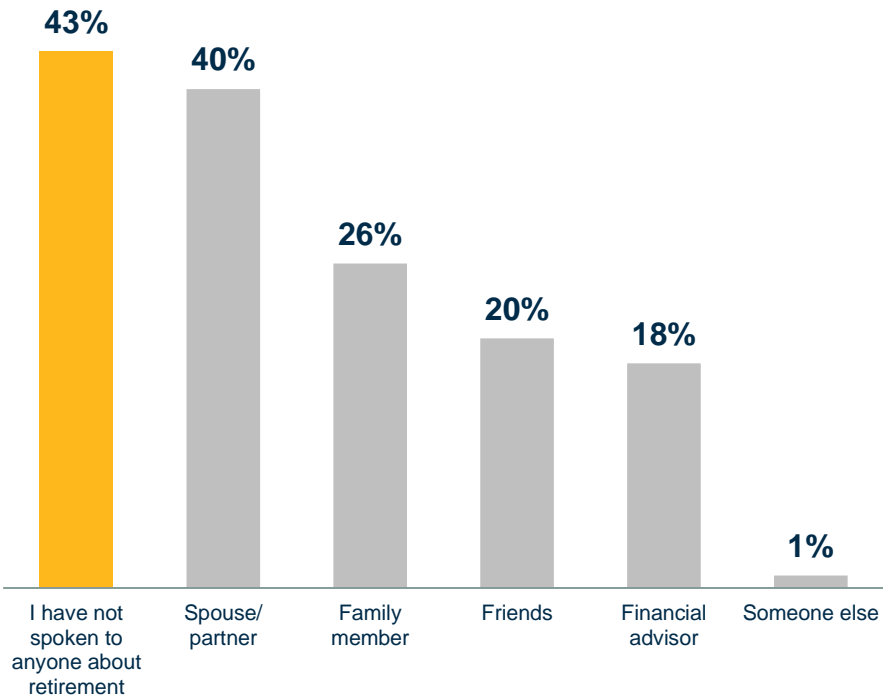
**BASE: ALL QUALIFIED RESPONDENTS NOT RETIRED PLANNING TO WORK PAST AGE 65 BY NECESSITY (Gen Pop n=411)**

**Q1545** Why do you anticipate needing to continue working past the traditional retirement age of 65?

# Retirement Planning

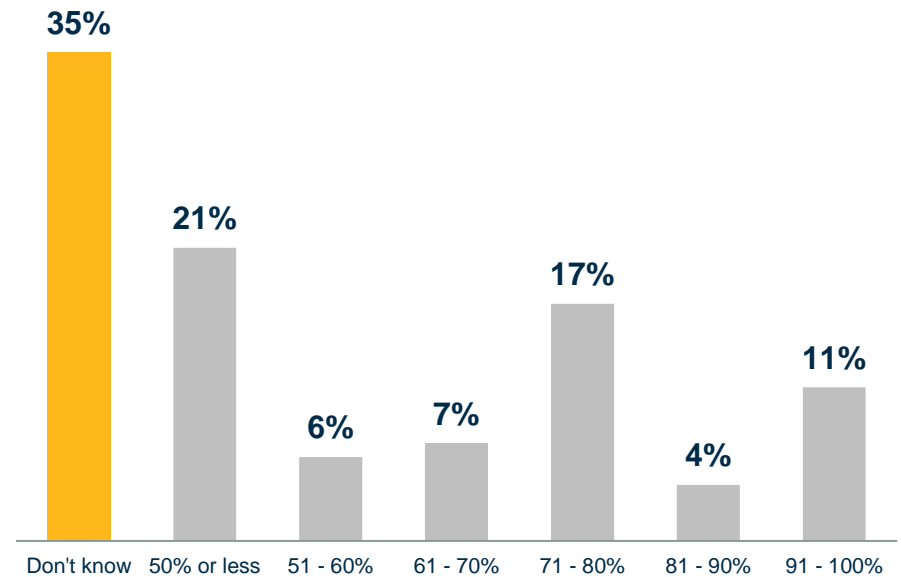
Despite having concerns regarding retirement preparedness, 43% of U.S. adults have not spoken to anyone about retirement, and one in three is unsure of how much income he/she will need in retirement.

Who have you talked to about retirement?



**BASE: ALL QUALIFIED RESPONDENTS (Gen Pop n=2010)**  
**Q1130** Who have you talked to about retirement?

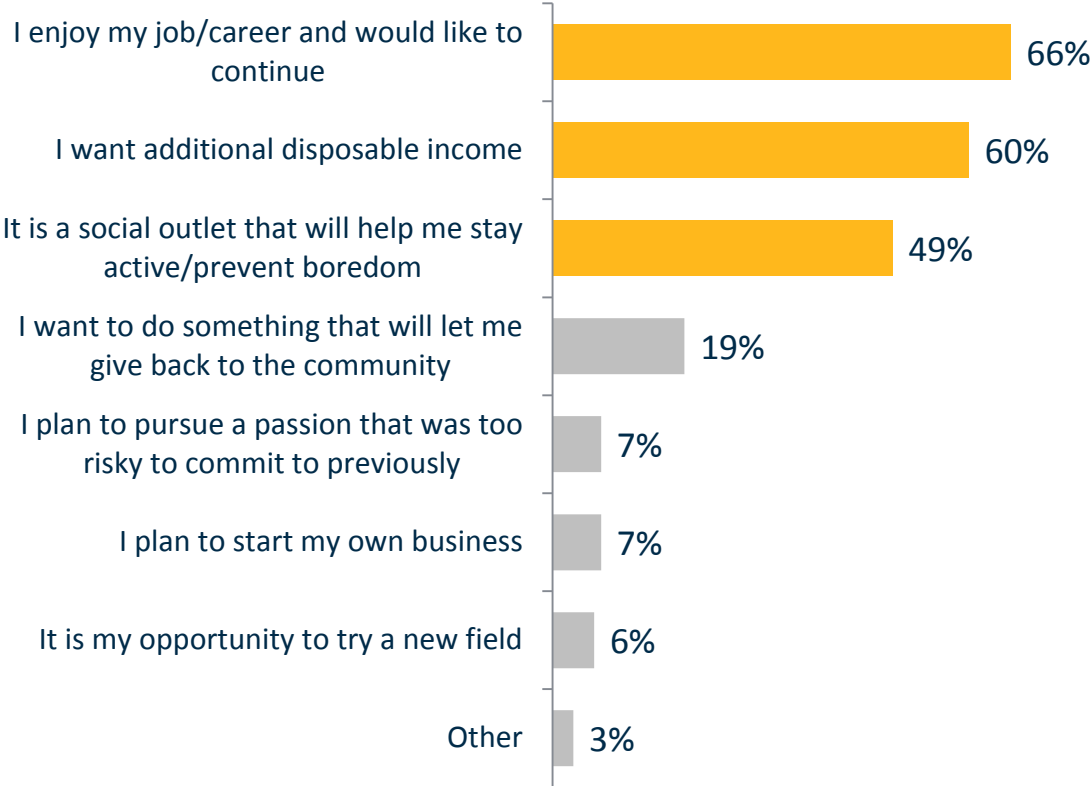
What percentage of your current income do you think you will need in retirement?



**BASE: ALL QUALIFIED RESPONDENTS WHO ARE NOT RETIRED (Gen Pop n=1228)**  
**Q1560** What percentage of your current income do you think you will need in retirement?

# Working Past Age 65 by Choice

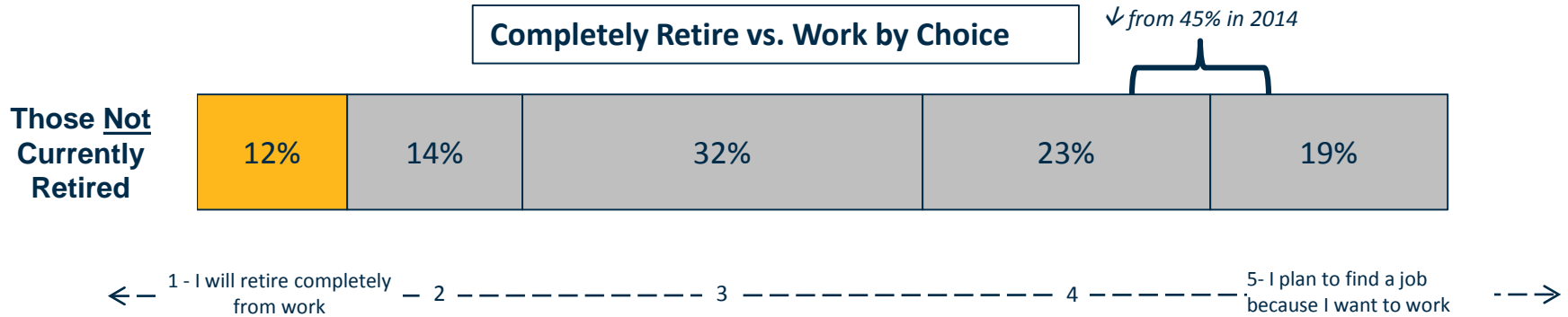
The nearly 40% who choose to work past age 65 are motivated by career engagement, additional income and the desire for a social outlet.



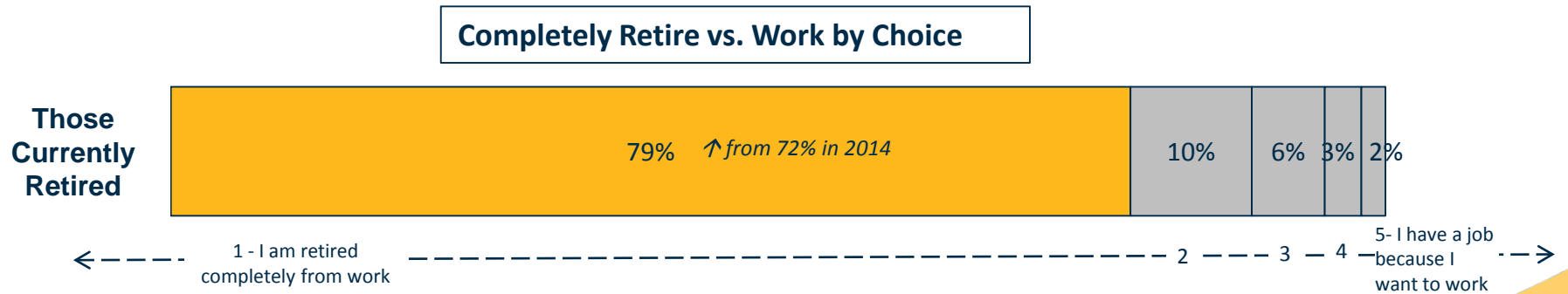
**BASE: ALL QUALIFIED RESPONDENTS NOT RETIRED PLANNING TO WORK PAST AGE 65 BY CHOICE (Gen Pop n=271)**  
**Q1550 Why will you choose to continue working beyond the traditional retirement age of 65?**

# Activity Level in Retirement

Nearly four in five current retirees have completely retired from the workforce – an increase since last year. Conversely, among future retirees, only 12% expect to retire completely.



**BASE: ALL QUALIFIED RESPONDENTS WORKING NOT CURRENTLY RETIRED (Gen Pop n=1228)**  
 Q1156/Q1157 Using the scales below, where do you see yourself when thinking about your retirement?



**BASE: ALL QUALIFIED RESPONDENTS WHO ARE CURRENTLY RETIRED (Gen Pop n=416)**  
 Q1161/Q1162 Using the scales below, where are you in your retirement?



# Perspectives on the Retirement Experience

Current retirees are more likely to find happiness and fulfillment in retirement than U.S. adults who are still working.

% Strongly/Somewhat Agree	Currently Retired (A) (n=420)	Working/Not Currently Retired (B) (n=1710)
I am/will be happy in retirement.	80% B	68%
(When I retire,) I have /will have time to focus on my health/fitness.	74% B	54%
I anticipate that there will be unexpected situations in retirement.	71%	72%
My life is/will be fulfilling in retirement.	69% B	60%
I am/will be happier in retirement than I am now.	63% B	38%
My quality of life in retirement is/will be similar to before I was retired/what it is now.	61% B	52%
I give/plan to give money to a charitable organization and/or volunteer in retirement.	57% B	43%
I (believe that I) will find a way to contribute positively to society (once I am retired).	51%	58% A
I want the ability to leave a legacy/inheritance.	44%	46%
My life is/will be less meaningful in retirement.	15%	14%
I will work as long as I can because I want to.	N/A	51%
I will work as long as I can because I have to.	N/A	42%

**BASE: ALL QUALIFIED RESPONDENTS WORKING OR RETIRED**

**Q1175/Q1180** How much do you agree or disagree with each of the following statements?

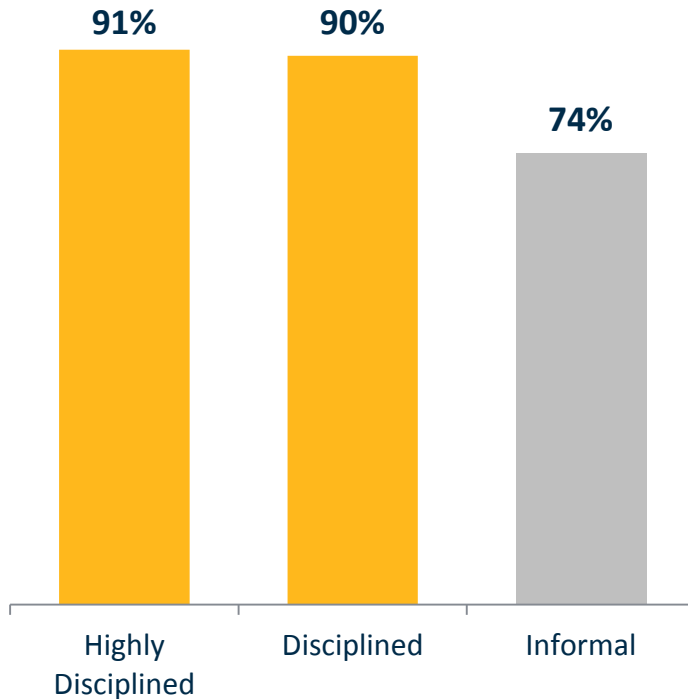
# Financial Planning & Happiness in Retirement

Disciplined planning is associated with higher levels of happiness / anticipated happiness in retirement.

***“I am happy in retirement”***

***By Type of Planner***

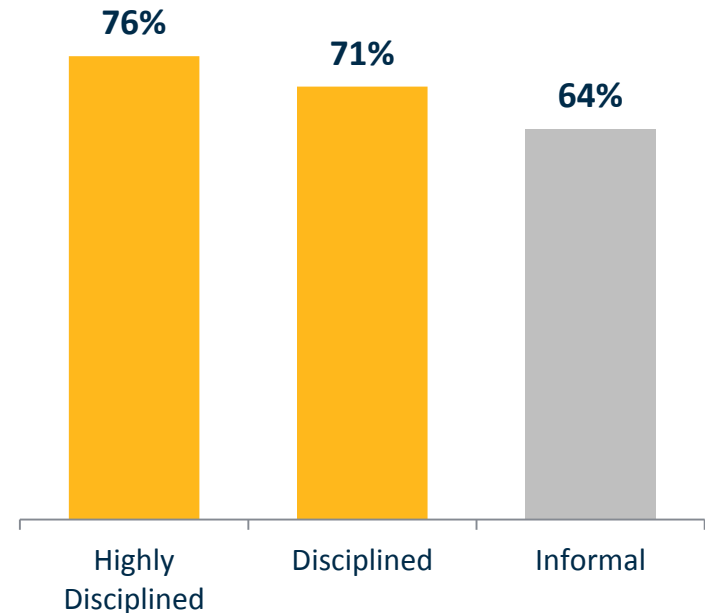
*(% Agree Among Currently Retired)*



***“I will be happy in retirement”***

***By Type of Planner***

*(% Agree Among Those Not Retired)*



**BASE: ALL QUALIFIED RESPONDENTS CURRENTLY RETIRED (Gen Pop n=416)**

**Q1180** How much do you agree or disagree with the statement: I am happy in retirement?

**BASE: ALL QUALIFIED RESPONDENTS NOT RETIRED (Gen Pop n=1228)**

**Q1175** How much do you agree or disagree with the statement: I will be happy in retirement?