



NATIONWIDE RETIREMENT INSTITUTE®

Fourth Annual Health Care and Long-term Care Study

—— *Presented by Harris Poll* ——

November 2015



About The Nationwide Retirement Institute®

The Nationwide Retirement Institute® provides practical thought leadership and comprehensive solutions to financial advisors and their clients. Through education and insights, client-ready tools, strategies and consultative support, we break down and simplify complex retirement challenges to help advisors and clients plan for a more secure financial future.

HEALTH CARE COSTS IN RETIREMENT

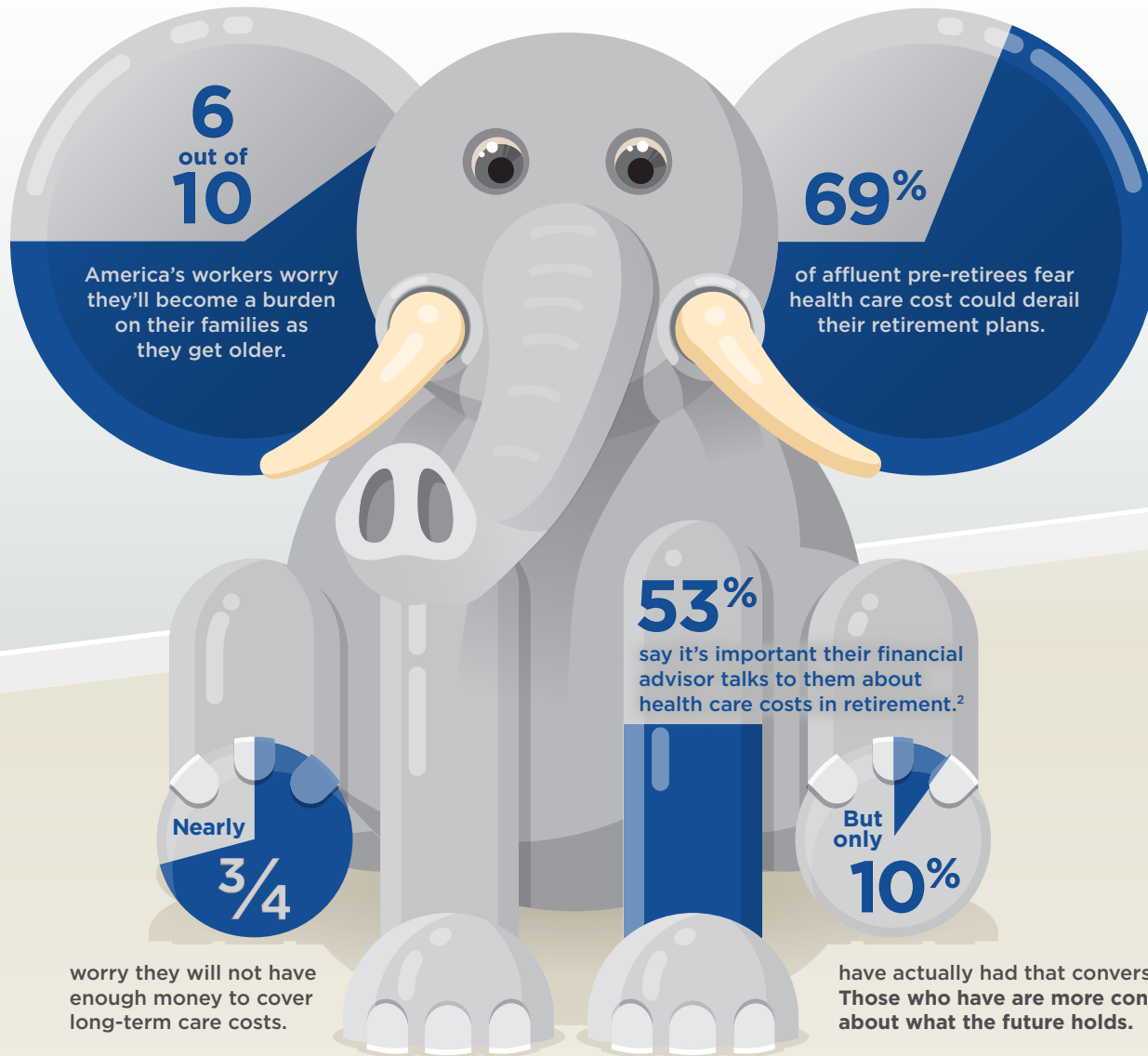
It's time to talk about it



Planning for the future can be exciting and full of opportunity, but let's face it: Many of us don't want to tackle some things because they seem too scary or complicated. According to Nationwide's recent Health Care and Long-term Care Survey,¹ planning for medical expenses in retirement is one of those challenges. To compound the issue, people aren't talking about it with their families because they don't want them to worry.

¹The Nationwide Retirement Institute's Fourth Annual Health Care and Long-term Care Survey

²Adults who have talked to an advisor about retirement



worry they will not have enough money to cover long-term care costs.

have actually had that conversation. Those who have are more confident about what the future holds.

Let's take a closer look at how America's workers feel about planning for health care costs in retirement

The Fourth Annual Health Care and Long-term Care Survey was conducted in 2015 by Harris Poll, an independent research firm, and included 1,291 of America's workers over the age of 50.

America's workers are worried about paying for health care in retirement—and becoming a burden to their children



57% say they're terrified of what health care costs may do to their retirement plans.



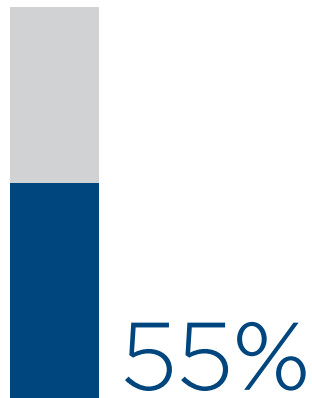
38% of adults who are currently working expect health care costs to be their biggest expense in retirement.

Worried about planning for health care costs?

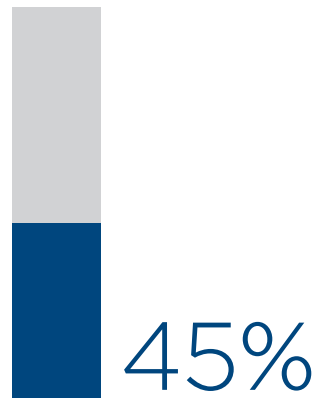
The Nationwide Health Care Cost Assessment can help you start planning.

Talk to your financial advisor to get started today.

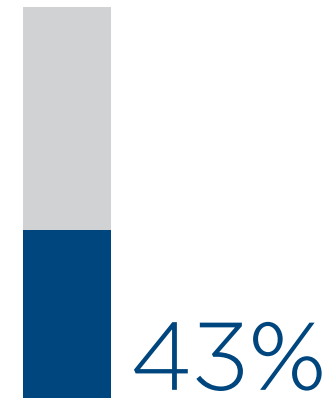
Many fear that they'll need to take more extreme measures because of the high cost of health care and LTC



fear their health care costs will use up the money they planned to leave to their children.



of adults with children would give all their money to their children in order to be eligible for Medicaid-funded LTC.



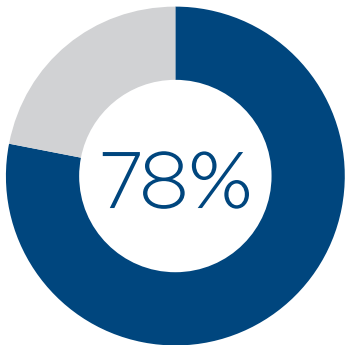
would strategically delay retiring to put off buying their own insurance.

Concerned that health care costs will impact your legacy?

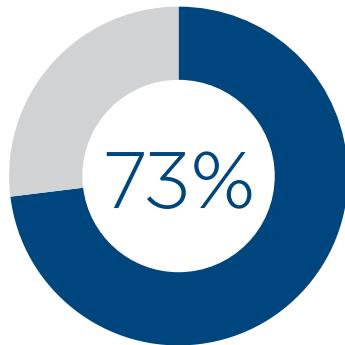
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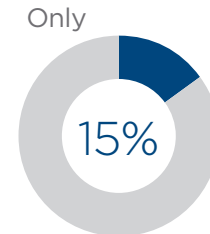
People are particularly worried about long-term care (LTC) costs



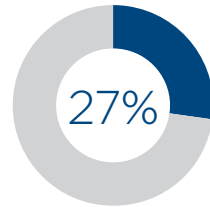
don't have a plan to pay for LTC expenses.



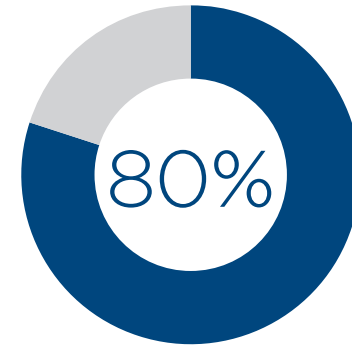
are concerned they won't have enough money to cover LTC expenses.



Only 15% have LTC insurance.



of affluent responders do.

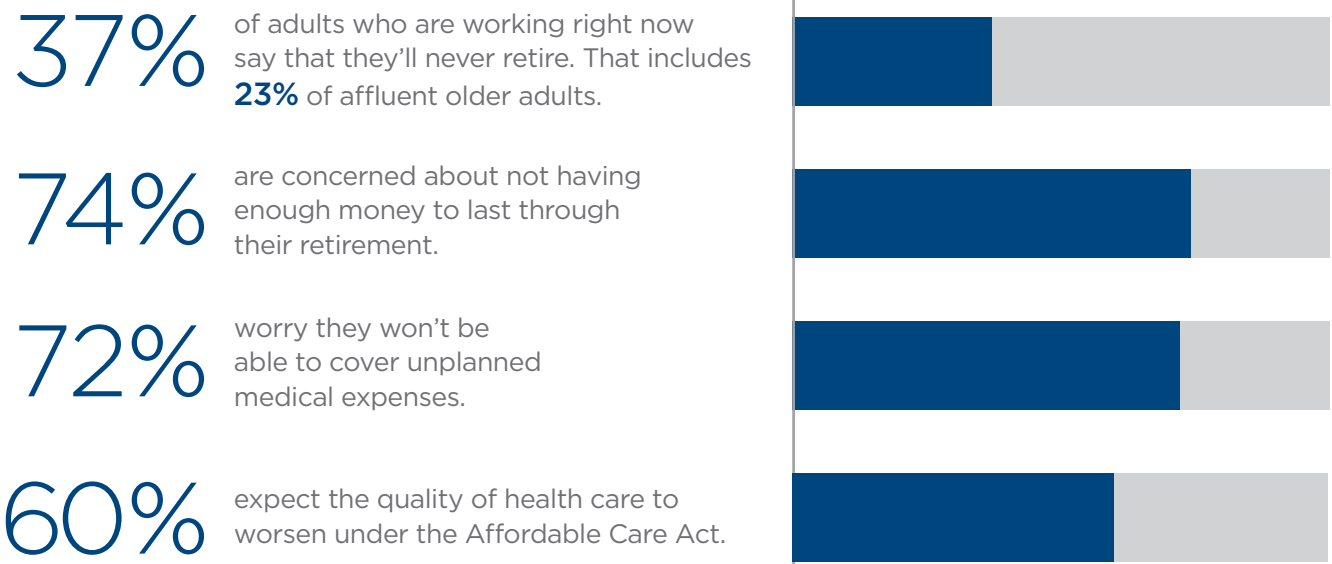


of adults can't estimate their LTC costs.

Of those who can, they expect **\$11,680** in annual health care costs in retirement for themselves and their spouse and **\$81,050** in LTC costs.

How will you cover long-term care expenses?
 The Nationwide Health Care Cost Assessment can help you start planning.
Talk to your financial advisor to get started today.

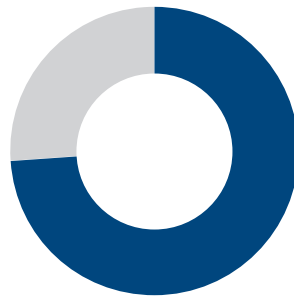
Many workers worry they'll never be able to retire at all or afford their medical expenses as they get older



Unsure if you can afford future medical expenses?
 The Nationwide Health Care Cost Assessment can help you start planning.
Talk to your financial advisor to get started today.

Many of America's workers are uninformed or misinformed about health care costs in retirement

While **74%** say they would prefer to receive LTC in their own home, **53%** believe they will actually receive LTC in their own home. **24%** think they will get it in an assisted living facility, **9%** in a family member's home and **11%** in a nursing home.



Medicare enrollees believe most of their health care costs are covered by Medicare.



36% believe that Medicare will cover LTC, **though it does not.**

America's workers want help figuring it out



53% say it's important that their advisor discusses health care and LTC costs in retirement with them.

Want more information?
 The Nationwide Health Care Cost Assessment can help you start planning.
Talk to your financial advisor to get started today.

There's an overall lack of confidence about the idea of retirement

66% aren't confident they'll be able to live comfortably in retirement.



69% are concerned they'll run out of money in retirement.



However, many of America's workers simply lack knowledge about how to plan for their needs in retirement

65% wish they understood Medicare better.



68% can't estimate their health care costs in retirement.

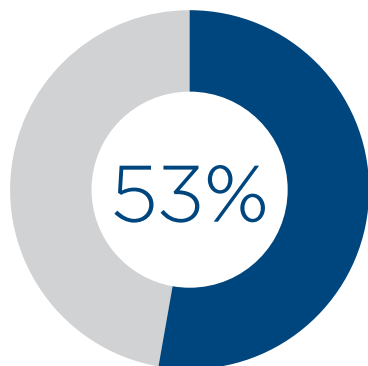


Not confident you'll be able to live comfortably in retirement?

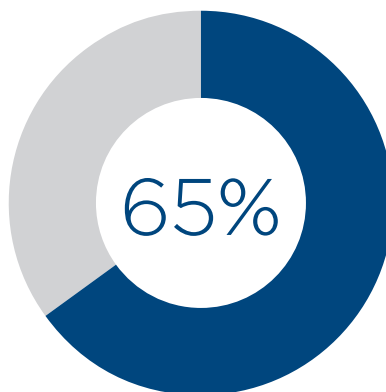
The Nationwide Health Care Cost Assessment can help you start planning.

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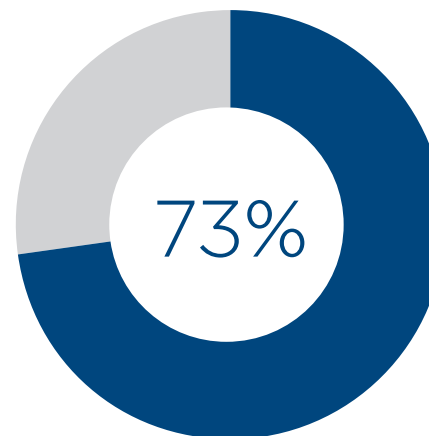
Those workers who have had the conversation with their financial advisor feel confident that they **are getting good information** on planning for health care in retirement



believe it's very important to include health care costs and LTC costs in that conversation.



say their advisor is well educated to discuss retirement health care costs.



feel their advisor is well educated to discuss LTC costs.

Have you discussed retirement health care costs with an advisor?

The Nationwide Health Care Cost Assessment can help you start planning.

Talk to your financial advisor to get started today.

Surprisingly, the conversation about health care costs takes place even *less frequently* than other retirement planning topics

14% of adults with children have discussed retirement costs with their children.



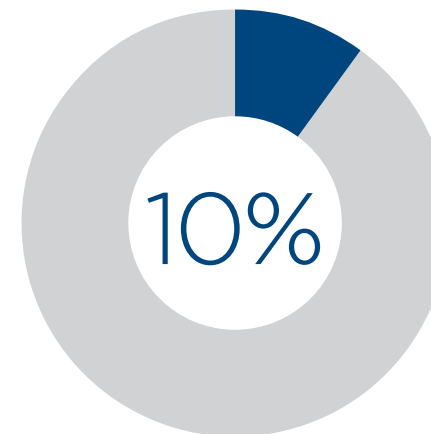
17% have discussed retirement costs with a financial advisor.



53% of married adults have discussed retirement costs with their spouse.



Despite their concerns, only 10% have discussed health care costs in retirement with a financial advisor



Ready to talk about retirement costs?

The Nationwide Health Care Cost Assessment can help you start planning.

Talk to your financial advisor to get started today.

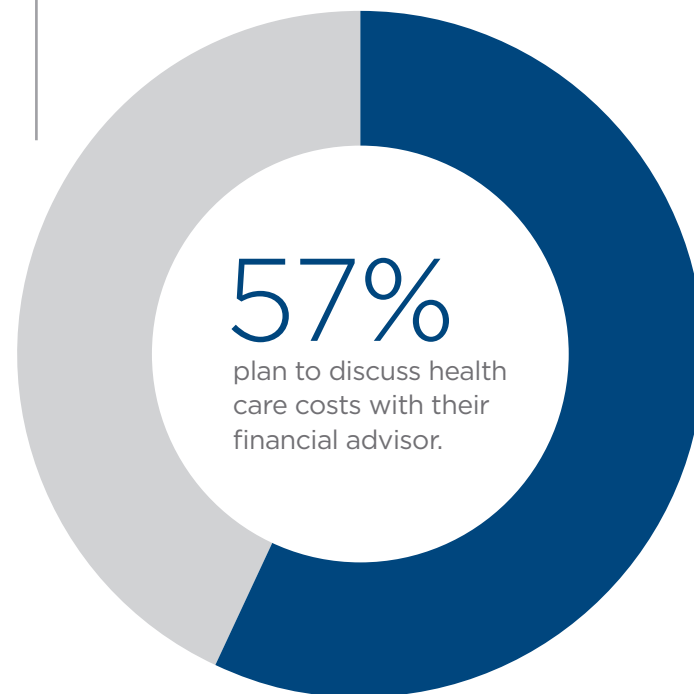


The future doesn't have to be so uncertain

Nationwide is committed to helping your financial advisor guide you through these complicated issues.

It's time to talk about it

Talk to your Financial Advisor to see if the Nationwide Health Care Cost Assessment is the right tool to help plan for your health care costs in retirement.



This survey was conducted online by Harris Poll on behalf of The Nationwide Retirement Institute between September 23, 2015 to October 1, 2015, among 1,291 U.S. adults aged 50 or older, of whom 558 identify as pre-retired and having an annual household income of \$150,000 or more ("affluent pre-retirees"). This survey is not based on a probability sample and therefore no estimate of theoretical sampling error can be calculated.

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