

Financial Wellness – Plans Amidst a Pandemic

Presentation for ABC Firm



retirement
leadership
forum

Current State: Just Hitting the Bar

Financial Wellness – Plans Amidst a Pandemic

A Difficult Period



88% of Americans say the coronavirus is causing stress on their personal finances¹

78% of Americans are living paycheck to paycheck²

39% cannot cover a \$400 emergency³

40% spend up to half their paycheck toward debt⁴

¹ National Endowment for Financial Education

² "Living Paycheck to Paycheck is a Way of Life for Majority of U.S. Workers, According to New CareerBuilder Survey"

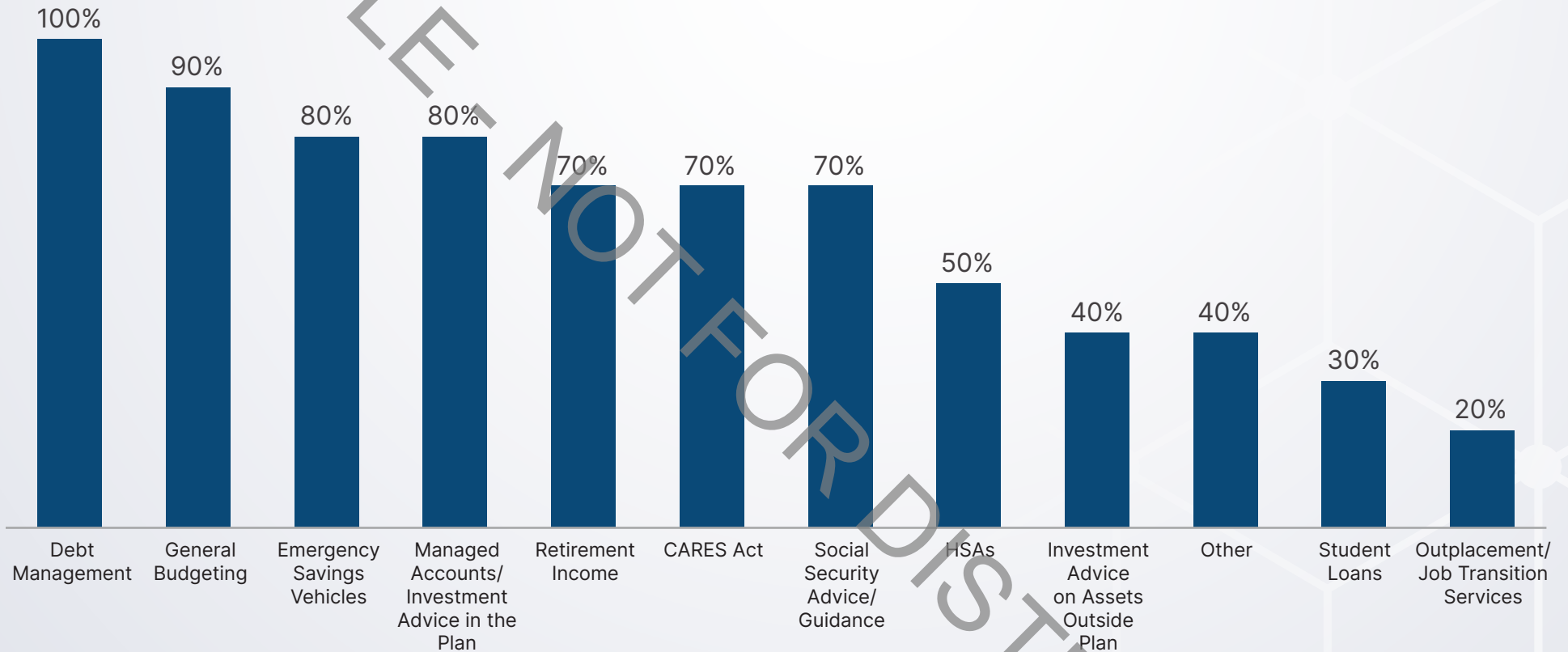
³ Federal Reserve Report on the Economic Well-Being of U.S. Households in 2018–May 2019

⁴ MarketWatch; "40% of Americans spend up to half of their income servicing debt"

Helping Beyond Retirement



Topics Currently Addressed by Wellness Offering of Recordkeepers, 2020



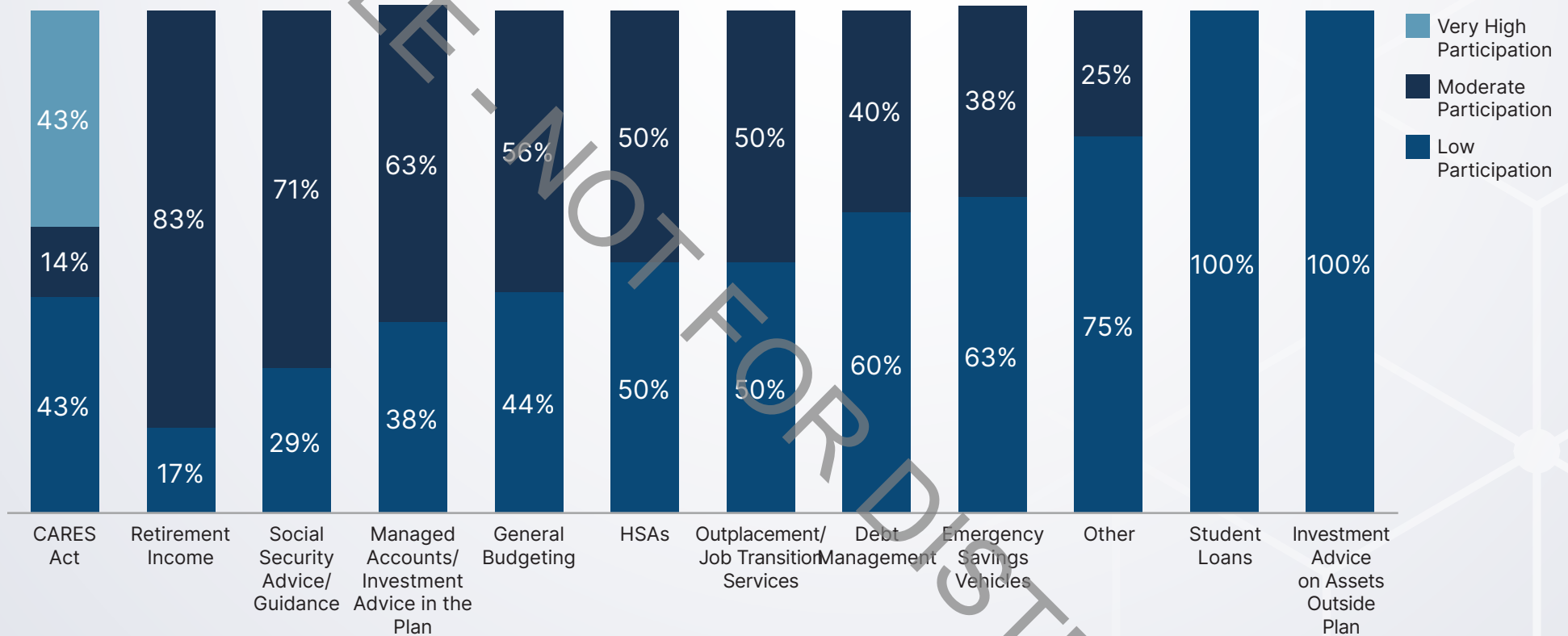
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Source: RLF 2020 Financial Wellness Survey

A Lack of Engagement



Providers' Rating of Utilization of Financial Wellness Components, 2020

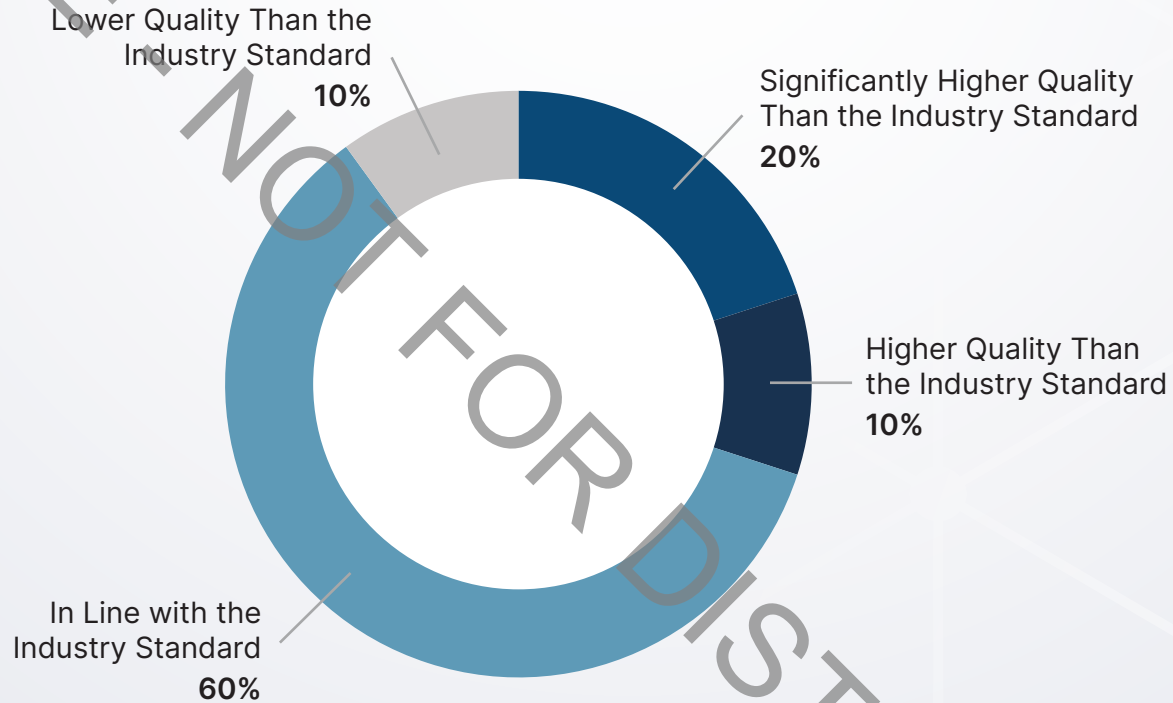


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Source: RLF 2020 Financial Wellness Survey

Keeping In Line



How Providers Believe Their Financial Wellness Offering Compares to the Industry, 2020

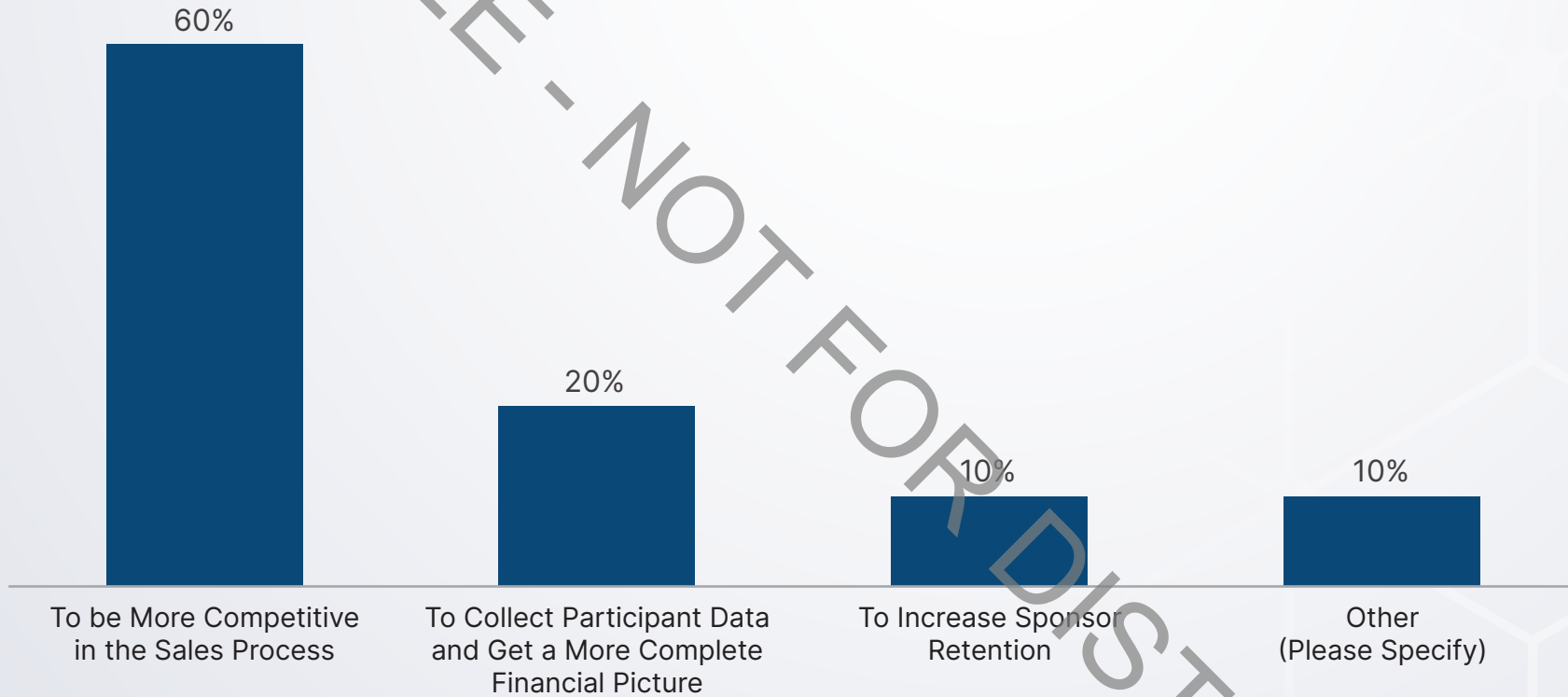


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Source: RLF 2020 Financial Wellness Survey

A Sales Tool



Reason's Firms Offer a Financial Wellness Offering (Besides Helping Participants), 2020



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Source: RLF 2020 Financial Wellness Survey
Other answers include: to address the holistic financial picture

Monetizing Wellness



Percent of Firms Changing for Any Aspect of the Wellness Offering

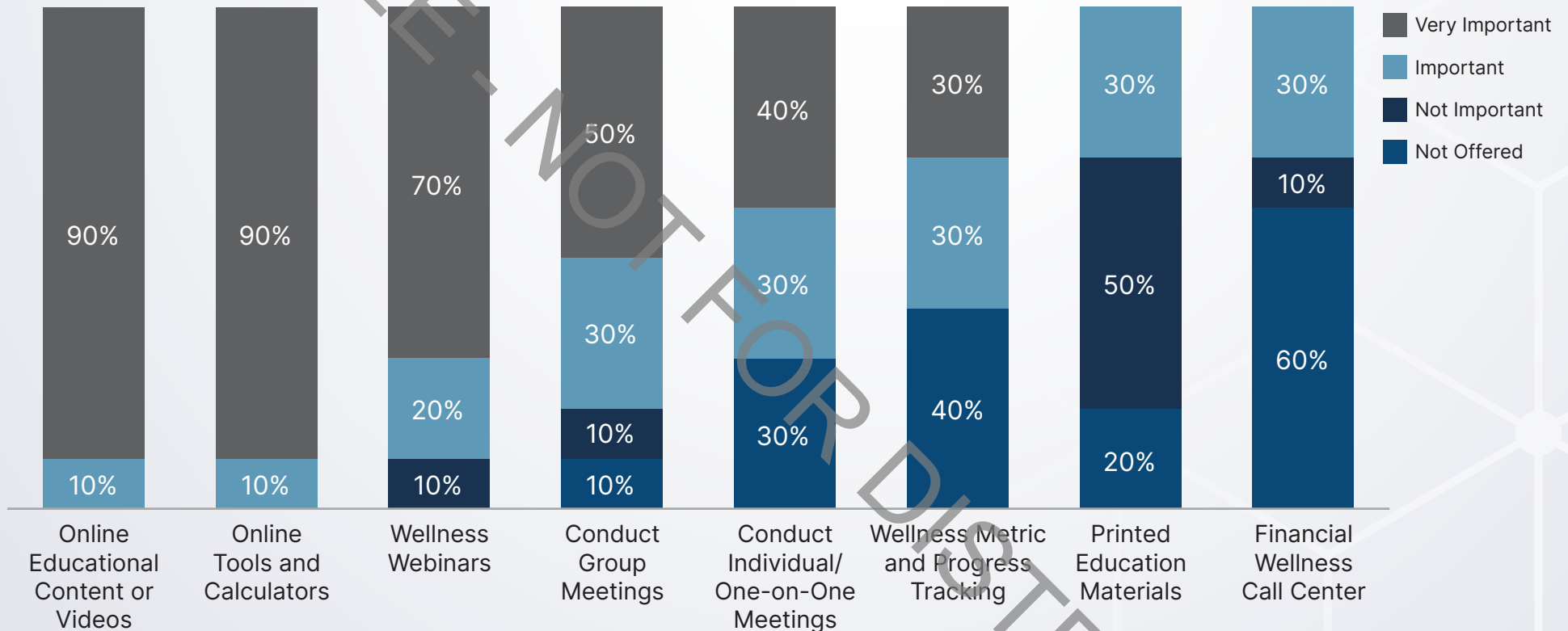


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Source: RLF 2020 Financial Wellness Survey

Aiming for Scale



Importance of Delivery Channels to Providers Financial Wellness Offerings, 2020



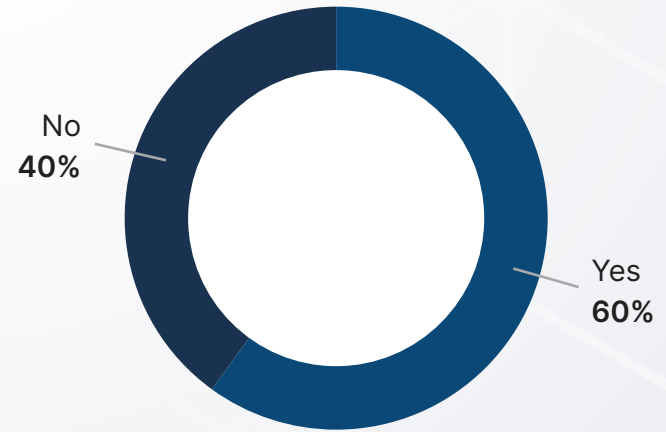
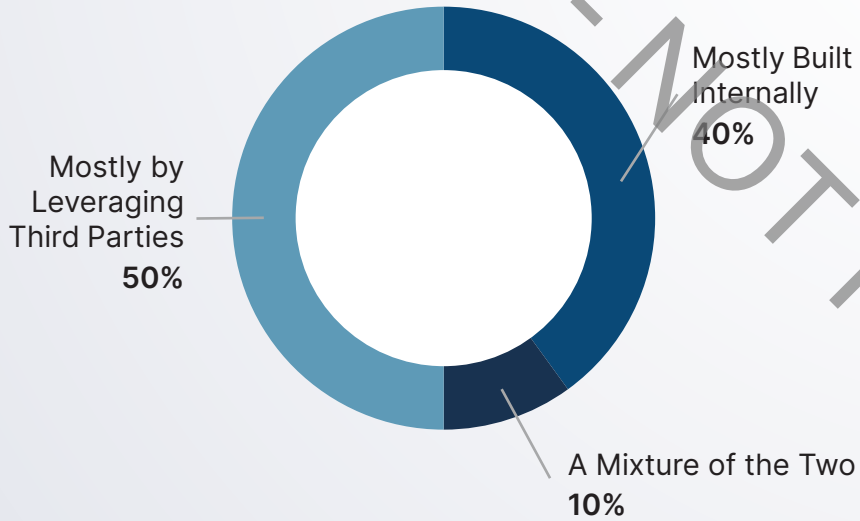
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Source: RLF 2020 Financial Wellness Survey

Build vs. Buy



How Providers' Build Their Wellness Offerings, 2020

Provider's Use of Third Party Technology Providers in Their Wellness Offering, 2020



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Source: RLF 2020 Financial Wellness Survey

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Source: RLF 2020 Financial Wellness Survey