

Key findings from the RIA Retirement Risk Review Study

Financial advisors are prioritizing risk management over maximum gains.

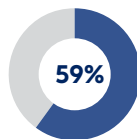
As financial advisors help clients prepare for retirement, their challenge boils down to a balancing act of two priorities:

- Risk management and asset protection
- Generating enough income to last as long as retirement does

Yet, this dual mandate has only become more complex in today's historic low-interest-rate environment.

The RIA Retirement Risk Review Study was conducted by Allianz Life Insurance Company of North America (Allianz) and Zeldis Research via an online survey. The nationally representative sample included 289 financial advisors. Respondents included registered investment advisers (RIAs) and hybrid advisors with 5+ years of experience who make product recommendations to clients, have at least half of their business from individual clients, as well as have AUM of more than \$25 million (97% with AUM of more than \$50 million).

The clock is ticking for pre-retirees to balance retirement risk with growth needs.



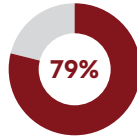
Nearly 59% of **advisor respondents note that clients need to accumulate more money** in order to have a financially secure retirement, but are too close to retirement to take on the risk of investing in high-risk/high-reward financial products.

Therefore, strategies for risk management are imperative.



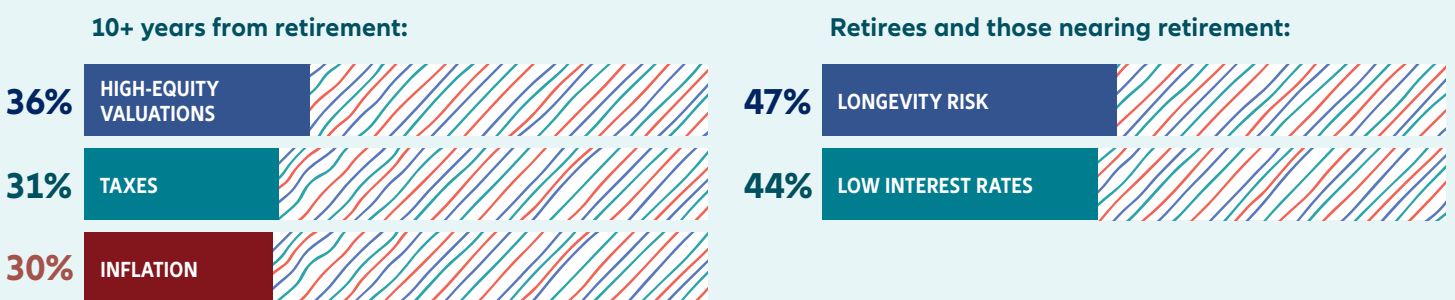
88% of **advisor respondents report it is more important to effectively manage risk** in client portfolios than generate the highest gains.

Of all the threats to retirement security, outliving one's savings is the most concerning.



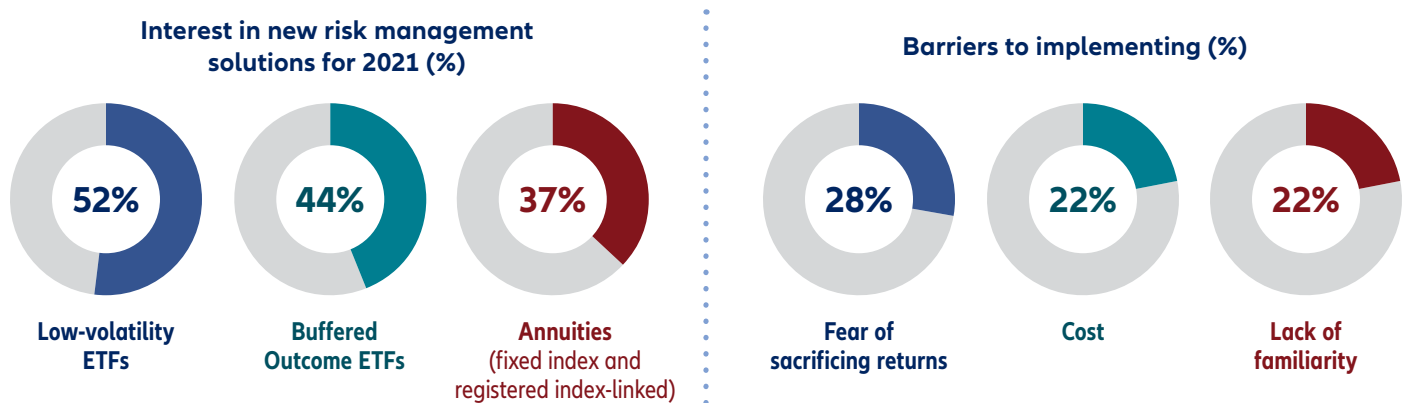
When analyzing some of the biggest threats to retirement income, 79% of **advisor respondents report clients in or nearing retirement are concerned about outliving their money** in retirement. Other top risks vary depending on the client's proximity to retirement.

Greatest portfolio risks in proximity to retirement (%)



With new solutions come perceived barriers to implementation

With risk management at the forefront of financial planning, **four in ten advisor respondents** are considering new risk management solutions for 2021, including low-volatility ETFs, Buffered Outcome ETFs, and annuities – yet significant perceived barriers remain for advisors to implement them.



Allianz is committed to helping independent advisors seamlessly integrate risk management solutions, such as annuities, as part of a comprehensive wealth management practice. Visit allianzlife.com/ria to learn how.

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