

BlackRock®



Reframe retirement for your clients

**Rename, optimize and ignite
well-being in retirement**

FOR FINANCIAL PROFESSIONAL USE ONLY. NOT TO BE SHOWN OR DISTRIBUTED TO CLIENTS.



What we want to cover today

**The manufactured
concept of retirement**

**What clients want
in retirement**

**“Re-wirement” begins
with well-being**

**How you can support
the redesign of
retirement**

**When your health &
wealth collide**

The manufactured concept of retirement

Historically, we gently transitioned life stages

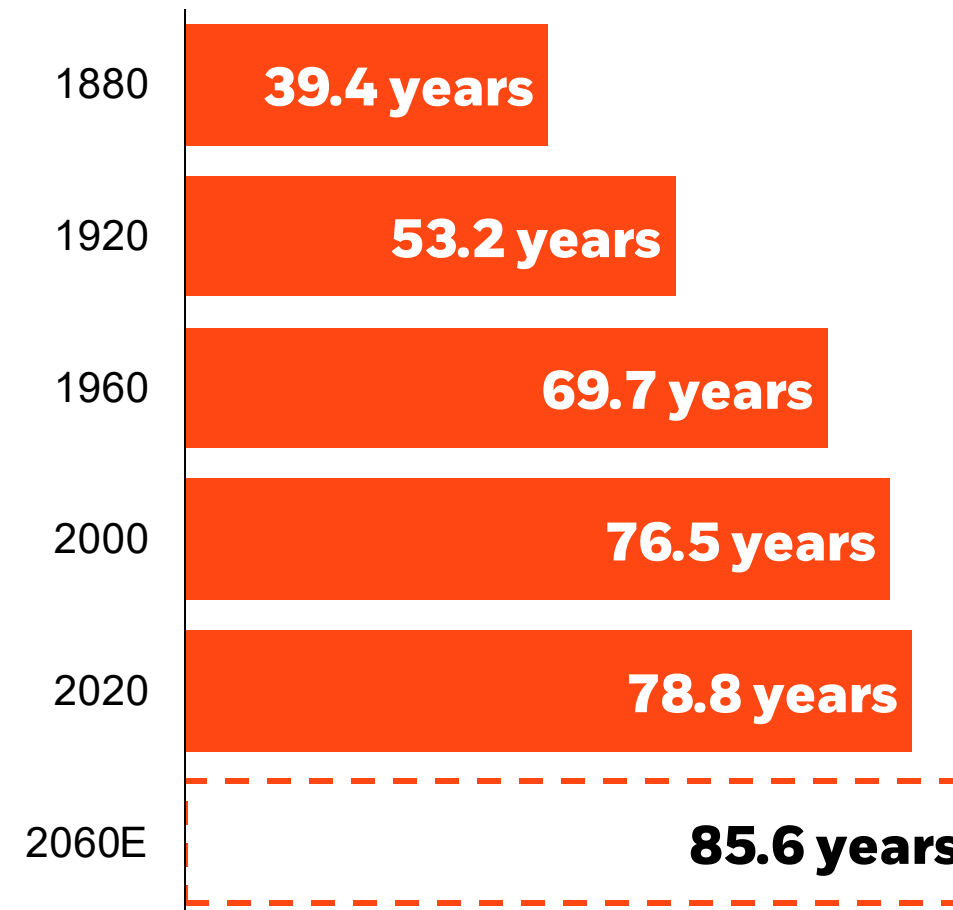


Retirement served a purpose

1881 Otto von Bismark created a disability insurance program for workers over 70

But does it still make sense?

Life expectancy has continued to increase



Sources: Statista, "Life expectancy (from birth) in the United States, from 1860 to 2020," as of 8/7/23; U.S. Census Bureau, "Living Longer: Historical and Projected Life Expectancy in the United States, 1960 to 2060," 2020.



Retirement fears abound

Relationship issues	Expected to care for others	Financial problems
Poor health	Loss of control	Partner is “around” more
Loneliness	Decline in independence	Lack of meaningful engagement
Loss of status and identity	Grief	New routines

Retirement can bring big issues

49%

The proportion of men between the ages of 75 and 85 who drink beyond the recommended guidelines
(27% of women do too)

40%

The increase incidence of depression after retirement.

2x

The increase in seniors' divorce rate over last 25 years.

42%

The proportion of women over age 75 who are alone.

Sources: Addiction Journal, "Older adults' alcohol consumption and late-life drinking problems: a 20-year perspective," 2009; Healthcare, "Prevalence of Depression in Retirees: A Meta-Analysis," 2020; Pew Research Center, "Led by Baby Boomers, divorce rates climb for America's 50+ population," 2017; Administration for Community Living, "2020 Profile of Older Americans," 2021.

Retirement doesn't exist in many blue zones



Sources: American Journey of Lifestyle Medicine, "Blue Zones: Lessons From the World's Longest Lived," 2016.

If you are 60, you still have...



24 years
8,760 days
210,240 hours
12,614,400 minutes
756,864,000 seconds



Meet Joy

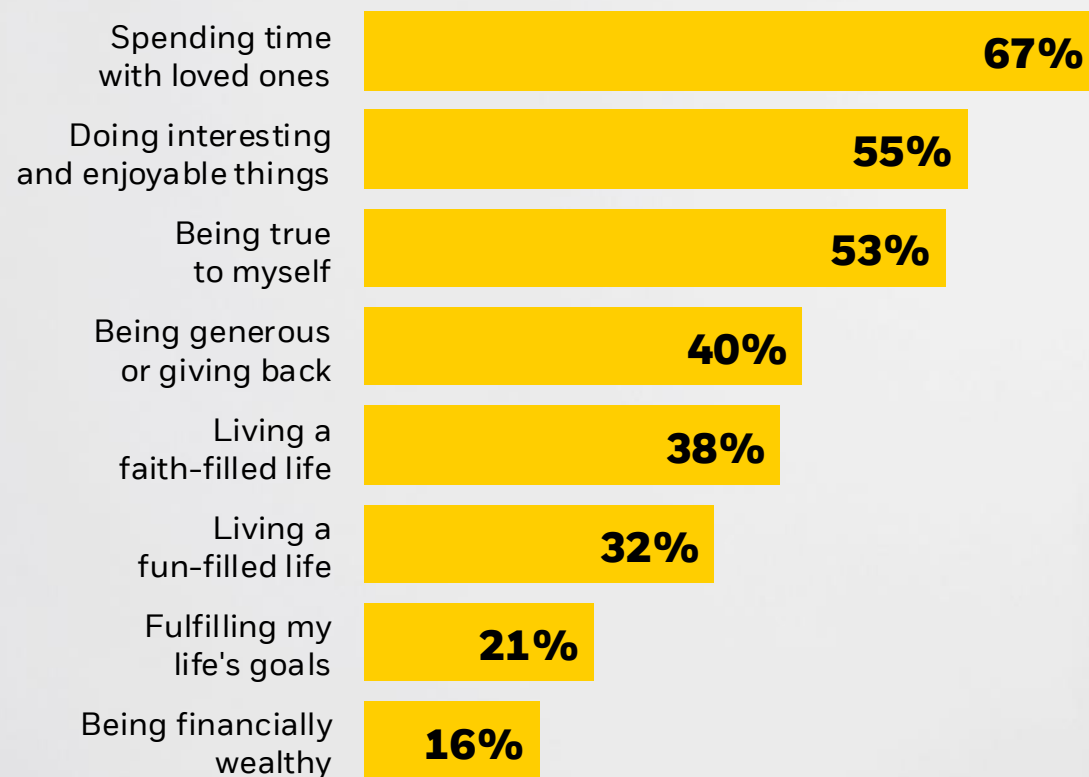
- At 43, I got a Ph.D.
- At 51, I started my dream job.
- At 54, I married the love of my life.
- At 55, I ran my first marathon.
- At 67, I self-published my first book.
- I turn 70 next year, and I can't wait!

Source: @upworthy on Instagram

What clients want in retirement

What do retirees tell us?

Greatest sources of purpose, meaning and fulfillment in retirement



Source: Edward Jones, "The Four Pillars of the New Retirement: What a Difference a Year Makes," 2021; Designing 4 Better.



Pre-retirees need to re-evaluate their retirement priorities

How to save enough to last through retirement

93%

of retirees consider this important

37%

of pre-retirees have thought about this

What to do to live a healthy life

95%

of retirees consider this important

21%

of pre-retirees have thought about this

Activities that give a sense of purpose, meaning & fulfillment

94%

of retirees consider this important

16%

of pre-retirees have thought about this

How to maintain or improve family relationships

94%

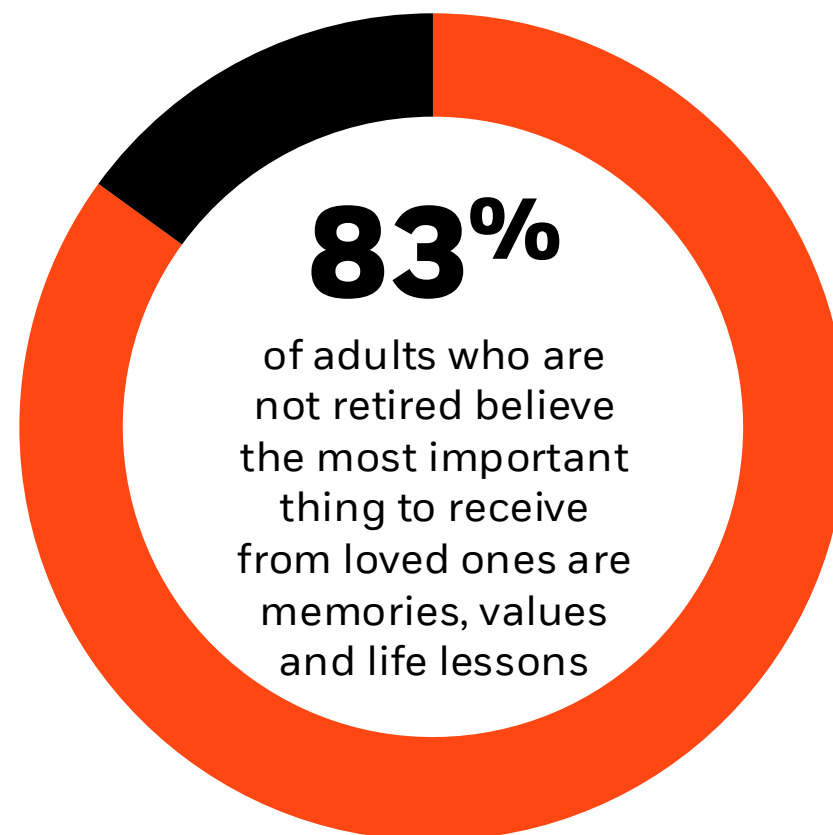
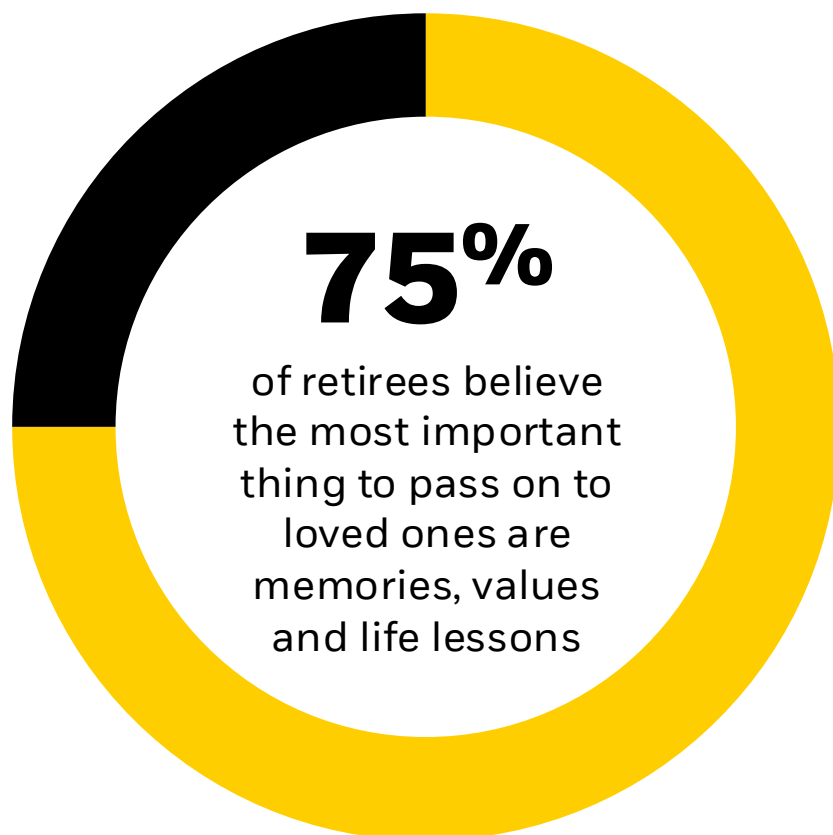
of retirees consider this important

12%

of pre-retirees have thought about this

Source: Edward Jones, "The Four Pillars of the New Retirement: What a Difference a Year Makes," 2021.

The most valuable inheritance: memories, values & life lessons



Source: Edward Jones, "The Four Pillars of the New Retirement," 2020.



What are retirees really thinking about?

**Family &
connections**

Giving back

Health & vitality

**Interests &
accomplishments**

Geography

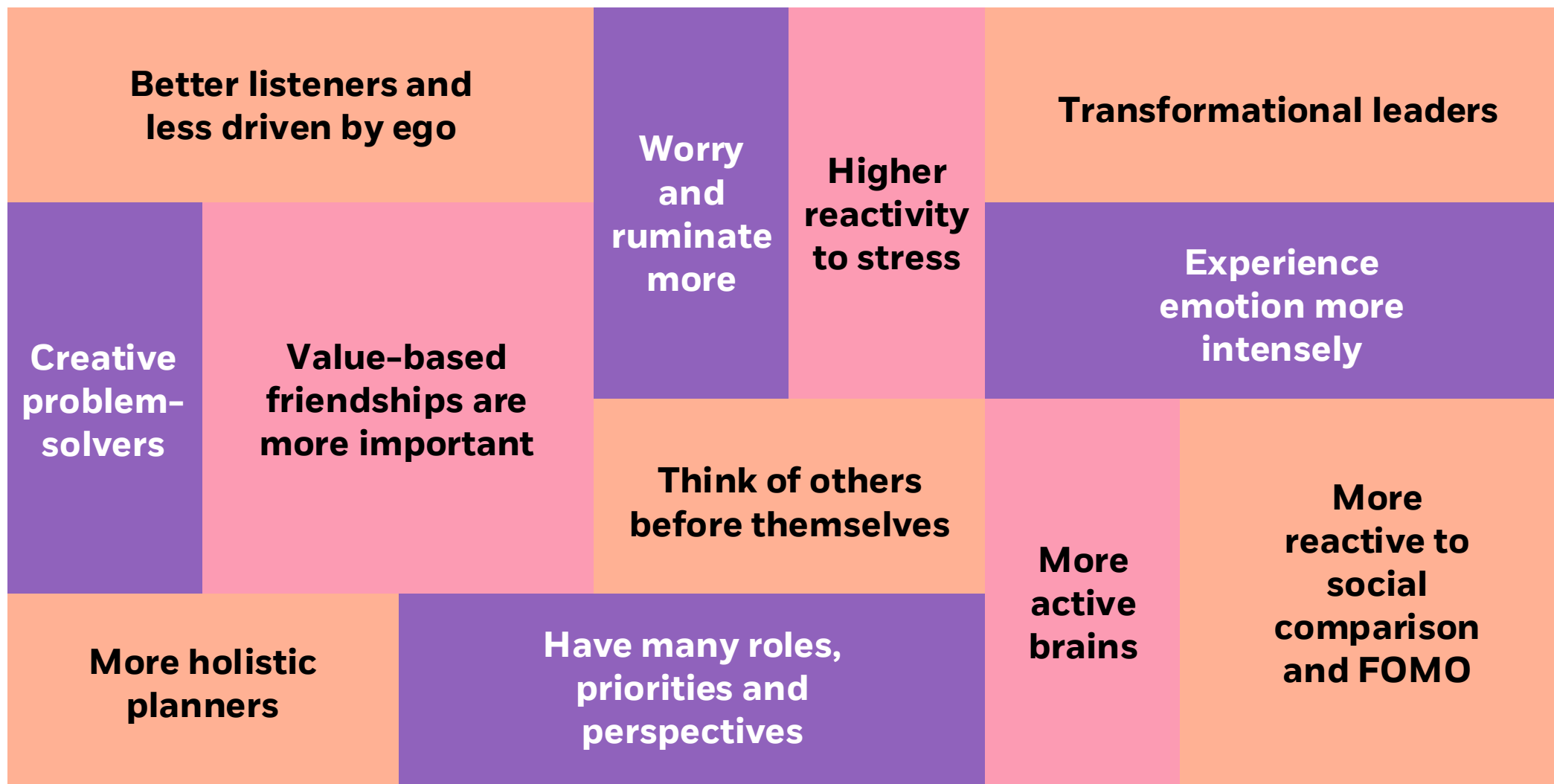
Financial security

Re-wirement begins with well-being

Psychological research finds these key elements for well-being



Women's needs are unique




You can better support women in re-wirement

Women do not feel heard

**Women often feel
inadequate when
speaking about finances**

**Women begin with
planning and relationships**

**Women often leave
advisors after husband
passes or divorce**



**Couples may need a
forum to both be
heard, come together
and share their ideas**

How you can support the redesign of retirement

Trust builds stronger relationships

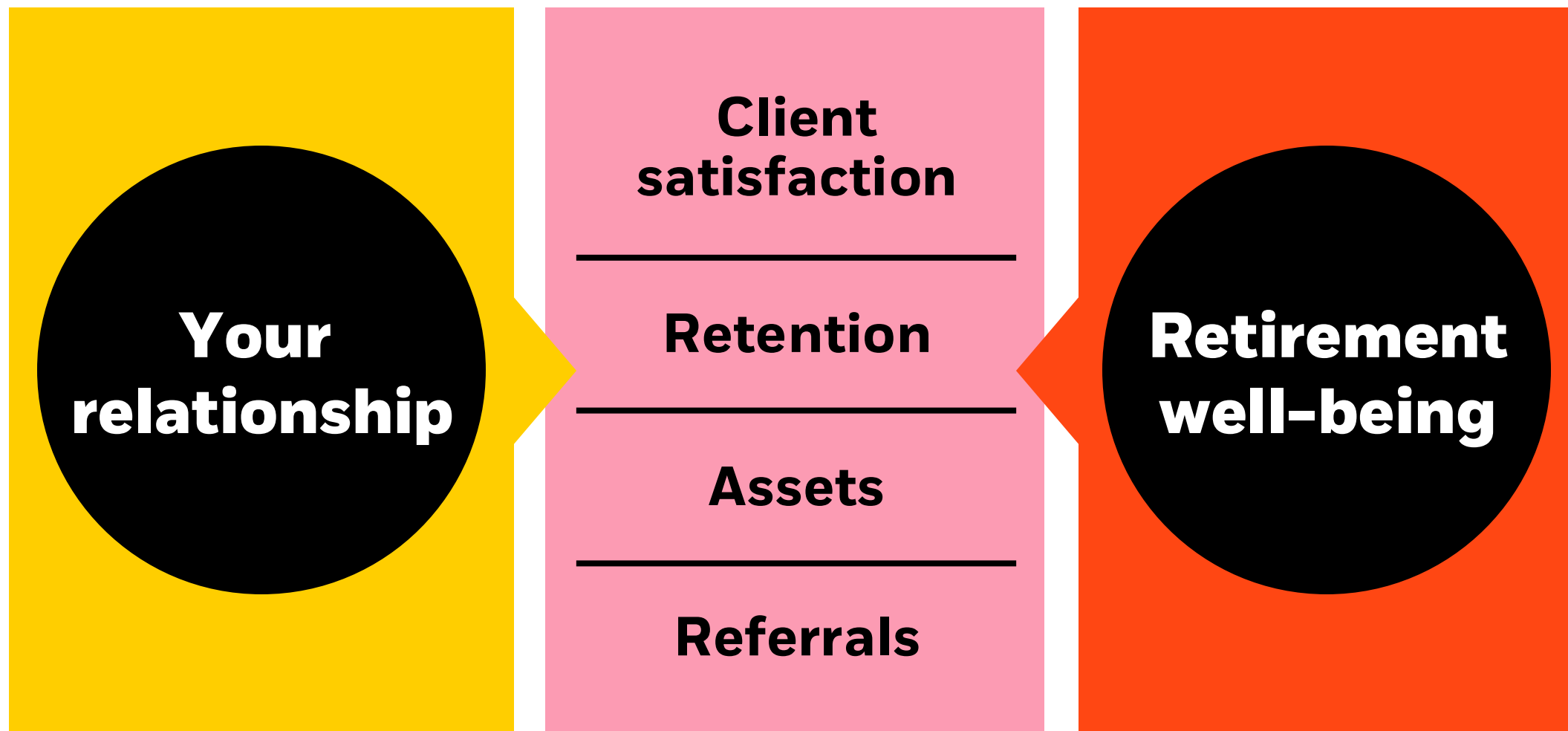
**Needs-based
relationship**

**Connection-
based
relationship**

**Trust-based
relationship**

Relationship strength

Supporting retirement well-being adds value to your business





Your role

**Provide
easy-to-
use
materials**

**Ask
thoughtful
questions**

**Listen
actively**

Remember

**There are
many
“best
outcomes”**

**You are
there to
ask, not fix**

**Encourage
both
partners to
participate**

How can you be a better listener?

Be conscious of

Body language

Verbal language

When to be silent and listen

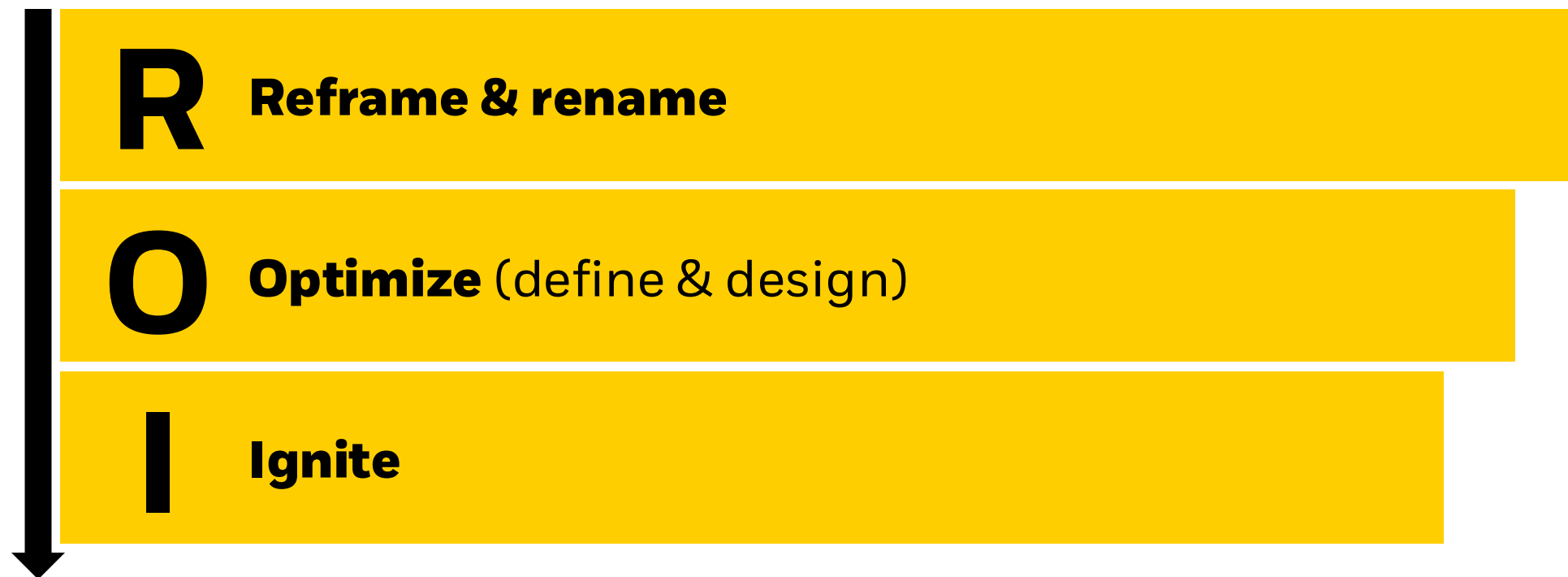
Use active and constructive responses

Enthusiastic support

Eye contact

Authenticity

Build client trust with the ROI approach to retirement





Reframe

Ask

What do you envision for retirement?

Who do you think has retired “well”? Why?

How is your well-being?

Where would you like to improve?

What small steps can you take?

Offer

Volunteering, travel, friends & family

Friends, family members, colleagues

Rank out of 10 for each R-E-V-A-M-P category

Physical activity, friends, hobbies

A daily walk, join a club, coffee with a friend



Optimize – define

Ask

How would you like to use your strengths?

What are some skills you want to leverage?

What sparks joy for you?

How does this differ from your partner?

Offer

Embed strengths in your daily life

Apply professional experience to non-profit

Go to a concert, bring someone flowers

Make room for both, appreciate differences



Optimize – design

Ask

Who would you like to prioritize in your life?

Where do you want to invest your time?

What gives you a sense of meaning?

Where might best support your vision?

Offer

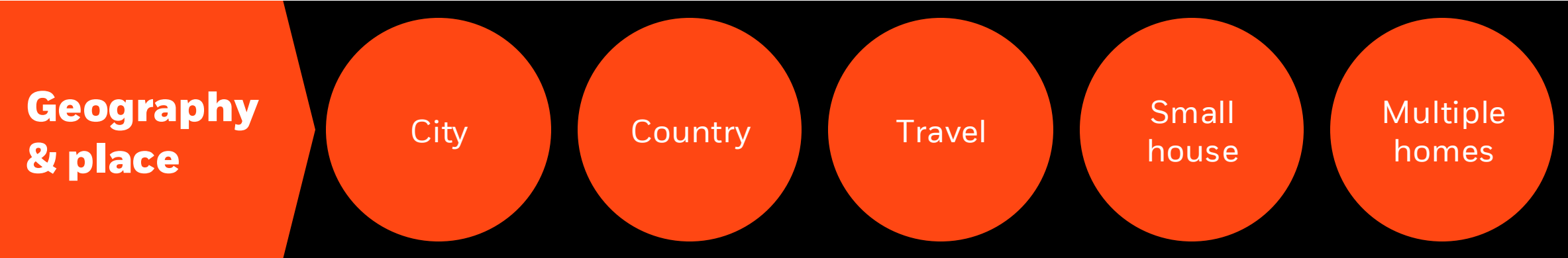
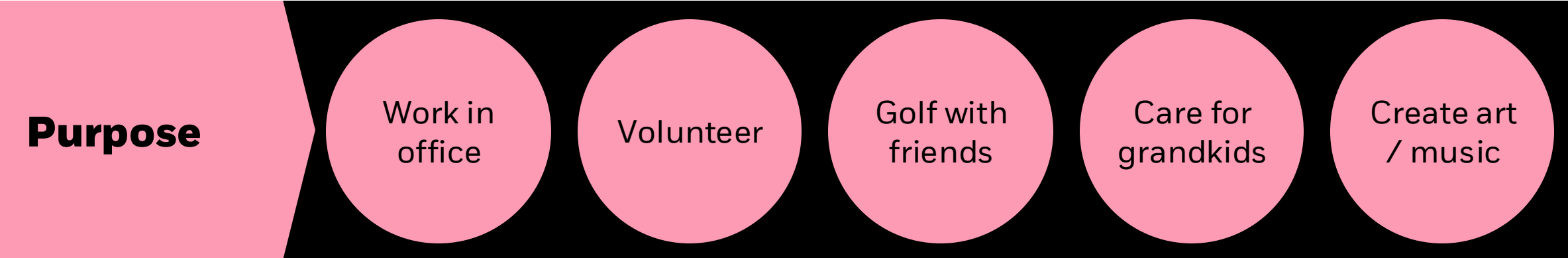
A grandchild, a friend, neighbors, a sibling

Charity, sports team, local community

Church, walks in nature, family and friends

Close to family, close to hobbies, ease of life

Purpose and place are key to well-being and financial needs





Ignite

Ask

What are small steps to test out some ideas?

How can you support your mind and body?

How can you navigate with your partner?

Where might best support your vision?

Offer

Spend time in places you want to explore living

Exercise, diet, mindfulness, nature

Decide when to do things together vs. separately

Warm climate, close to family/friends

When your health & wealth collide

Health

**Medical
expenses**

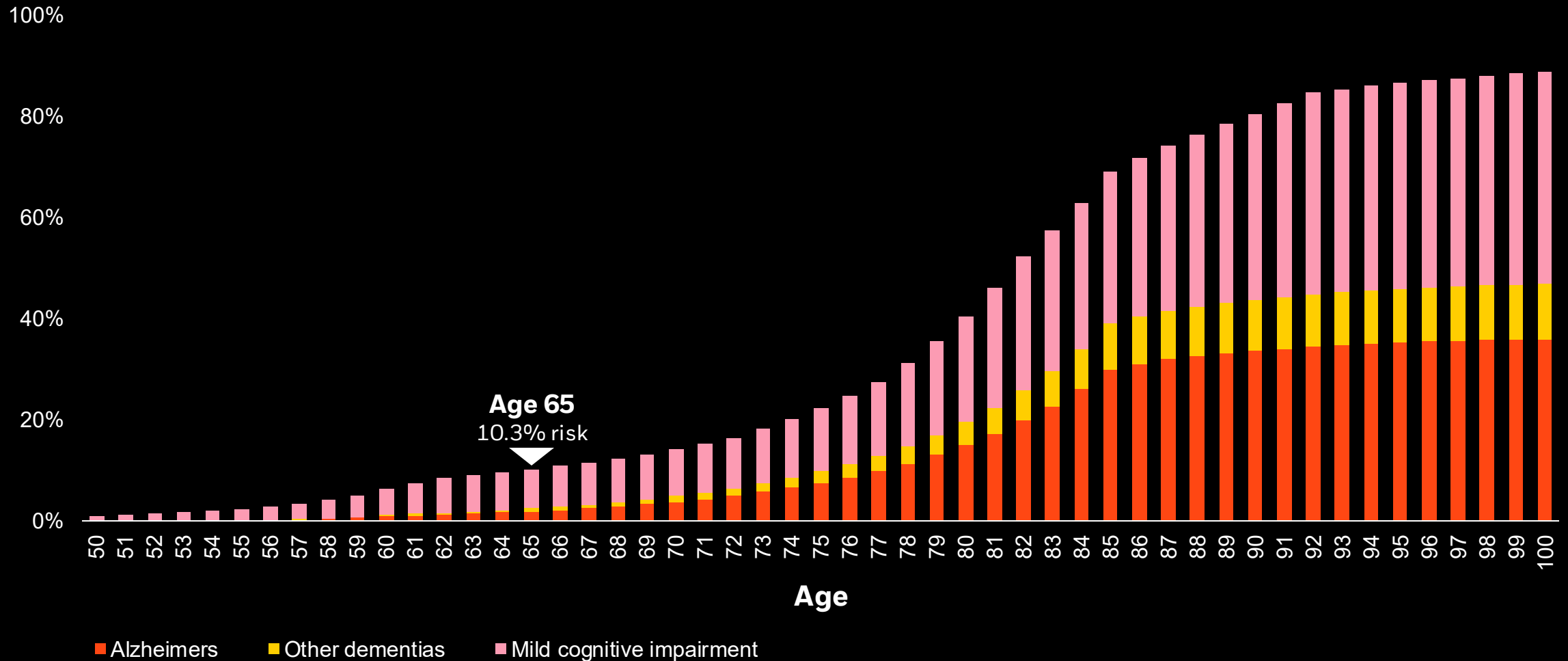
**Cognitive
decline**

**Living
expenses**

**Unequal
financial
knowledge**

Wealth

Age impacts risk of diminished capacity



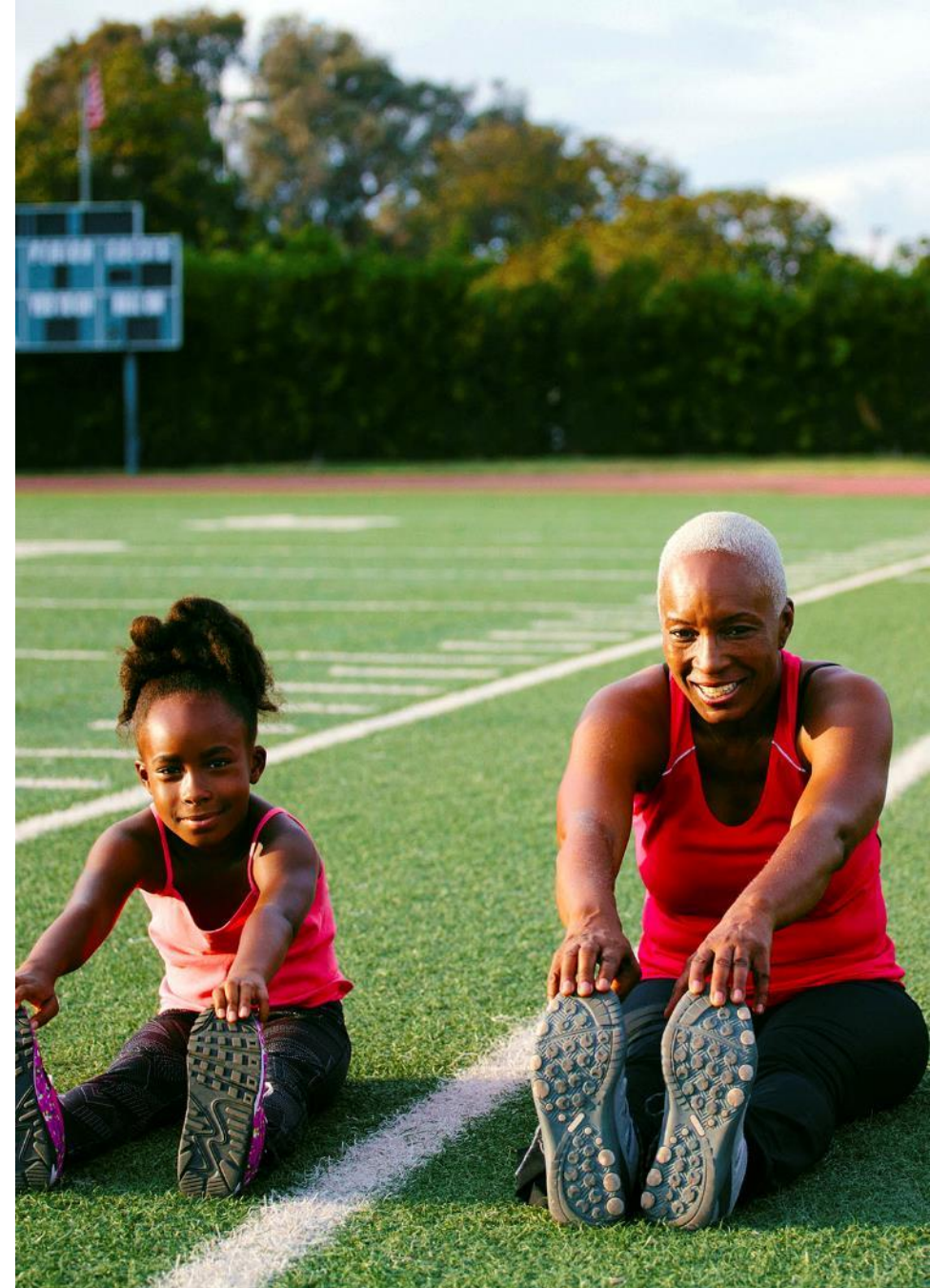
Source: Whealthcare Planning, LLC and NextChapter.

Embed health planning discussions in your business

With all clients over 50

With “sandwich” generation clients

Regularly



Life transitions

Financial decision-making



Where to live



Health care decision-making



Encourage transition readiness

01

**Accounts/access
coordinated**

02

**Power of Attorney
on file**

03

**Wishes known and
documented**

Get prepared and Key Documents

**Partner with a
trusted attorney**

**Understand
trusted contacts**

**At-home service
providers**

**Long-Term Care
consultant**

**Real estate
agent**

**Medicare
Consultant**

**Power of
Attorney**

**Advanced
directive /
Medical POA**

Will



**What's your
next step?**

Important notes

This material is not intended to be relied upon as a forecast, research or investment advice, and is not a recommendation, offer or solicitation to buy or sell any securities or to adopt any investment strategy. The opinions expressed may change as subsequent conditions vary. The information and opinions contained in this material are derived from proprietary and nonproprietary sources deemed by BlackRock to be reliable, are not necessarily all-inclusive and are not guaranteed as to accuracy. Past performance is no guarantee of future results. There is no guarantee that any forecasts made will come to pass. Reliance upon information in this material is at the sole discretion of the reader.

This material should be regarded as educational and not considered advice. Clients should consult with their own tax and/or legal advisors regarding their particular situation.

You are solely responsible for evaluating and acting upon the education and information contained in this material. BlackRock will not be liable for direct or incidental loss resulting from applying any of the information obtained from these materials or from any other source mentioned. BlackRock does not render any legal, tax or accounting advice and the education and information contained in this material should not be construed as such. Please consult with a qualified professional for these types of advice.

© 2024 BlackRock, Inc. or its affiliates. All rights reserved. **BLACKROCK** is a trademark of BlackRock, Inc. or its affiliates. All other trademarks are those of their respective owners.