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90% of Investors Believe It's Important To Have Retirement Income Strategy by Age 60

Only Half Would Use Current Advisor for Plan

About 60% Want Expert with Retirement Income Credentials

BOSTON, MA – In a recent national survey of investors, nearly 90 percent of respondents said they felt it would be important to have a strategy in place for using their savings and investments to generate a regular income in retirement by the time they are 60 years old. However, only half said they did or would use their existing financial professional to develop the strategy.

In the study, conducted by Mathew Greenwald & Associates for John Hancock Financial Network, nearly four in ten (38%) said they will create a retirement income plan on their own. Twelve percent (12%) would use a new financial professional, with 4 percent of those working specifically with a retirement income specialist. Almost six in ten investors (58%) felt that it is important that their financial professional have some special retirement income certification in addition to other required credentials.

“The study shows there is a significant opportunity for financial professionals to grow their business,” said Bruce Harrington, Vice President, Sales and Business Development, John Hancock Financial Network. “As investors, the respondents are predisposed to believe in making financial plans, yet nearly half said they wouldn’t use their existing professional, including almost sixty (60%) percent who said outright that they’d find someone else with special credentials. That says to me that advisors who have additional training in retirement income planning have a clear competitive advantage and should do well.”

Harrington explained that it was good to see the national survey support the feeling that financial professionals with retirement income training and tools can be a tremendous resource for their clients’ nest egg and reducing their stress. Last year, JHFN launched a comprehensive program to help financial professionals walk through retirement income issues and create a customized strategy.

Retirement Ready (patent pending), available exclusively to firms affiliated with John Hancock Financial Network (JHFN), is a holistic retirement income process that presents the opportunity to help clients maximize their retirement income sustainability and mitigate some of the key risks they may face. It provides a methodology to review the effectiveness (or not) of the clients current strategy and how working with their financial professional may benefit them by using a product allocation strategy—customized to their specific needs and designed to help maximize certainty in retirement.

Methodology

This survey of 1,027 investors was conducted online by independent research firm Mathew Greenwald & Associates. Respondents were selected from among members of Research Now’s online research panel. To qualify, respondents were required to participate at least to some extent in their household’s financial decision-making process, have a household income of at least \$75,000, and assets of \$100,000

About John Hancock Financial Network

John Hancock Financial Network is a national network of independent firms with nearly 1,900 financial professionals across the U.S. A leader with the stability and scale to offer an innovative business model, John Hancock Financial Network gives entrepreneurial financial professionals the power to effectively build unique businesses, based on their own vision and market opportunity. For more information on John Hancock Financial Network and its national network of independent firms, visit www.johnhancockfinancialnetwork.com.

IMPORTANT: The projections or other information generated by Retirement Ready regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results, and are not guarantees of future results.

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