



AMERICANS FOR  
SECURE RETIREMENT

*Findings From National Voter Survey:*  
**Americans Anxious About  
Retirement Security**



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# Key Survey Findings

- **Americans are increasingly concerned about being able to maintain a comfortable standard of living throughout retirement.**
- **Moreover, half of the electorate says they are less confident about their retirement outlook now than they were a year ago.**
- **There is no clear consensus on what lawmakers should do about entitlement spending for programs like Medicare and Social Security, but there is significant opposition to making cuts to Medicare and Social Security. Even Tea Party supporters are split on what lawmakers in Washington should do.**
- **There is widespread consensus that it is important for the government to offer tax advantages to individuals in order to encourage them to save for retirement.**

# One out of two Americans say they are less confident today about their retirement outlook.

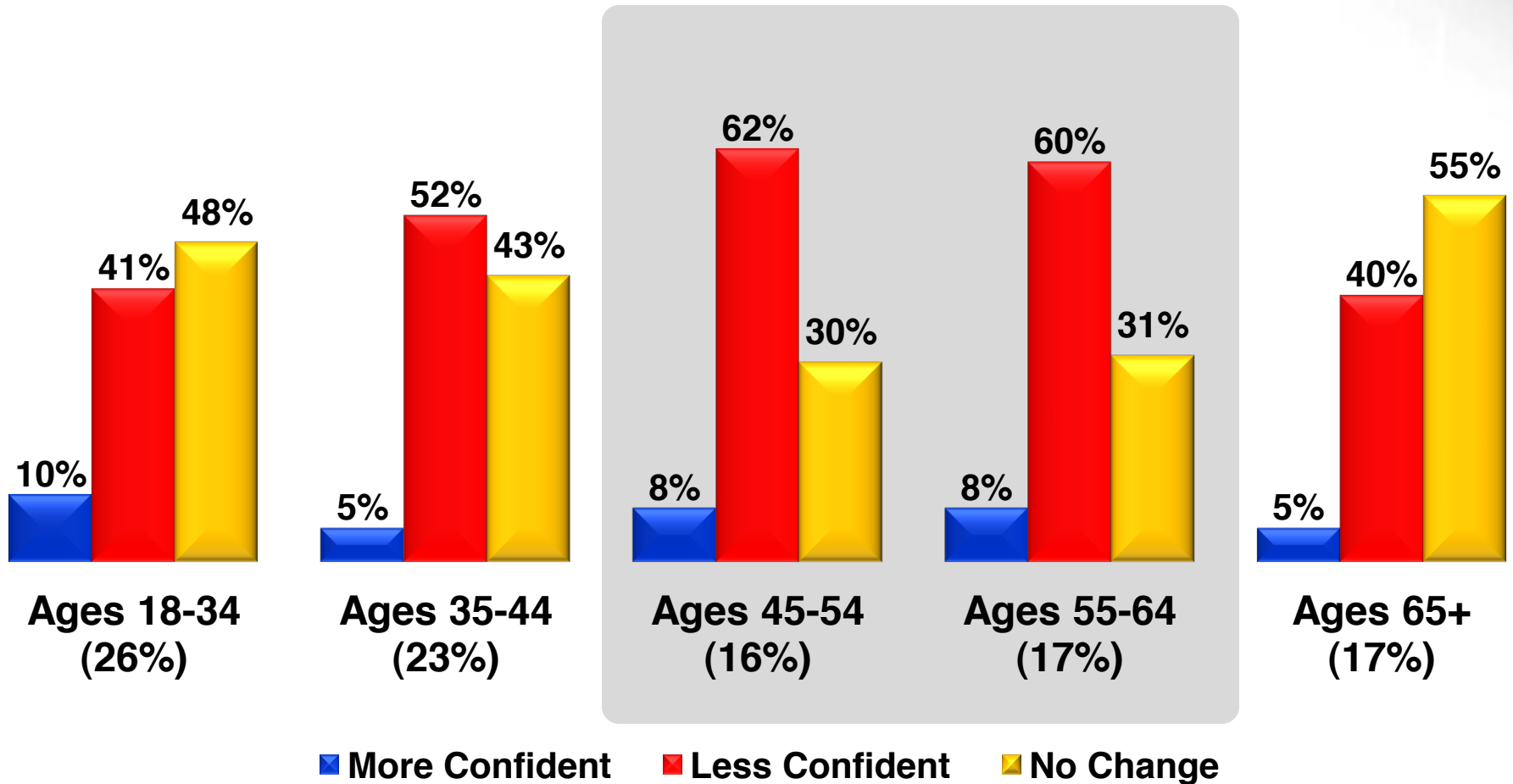
*“Over the past year, are you more confident or less confident about your retirement outlook, or has there been no change one way or the other?”*

	%
Much More Confident	3%
Somewhat More Confident	4%
Somewhat Less Confident	20%
Much Less Confident	30%
No Change	42%



# And, you can very clearly see the spike in pessimism among those nearing retirement age.

*Confidence in Retirement Outlook By Age*



# We find a plurality of non-investors and high-end investors saying they are similarly less confident.

*Confidence in Retirement Outlook By Investment/Savings Sub-Groups*

	More Confident	Less Confident	No Change
Those with no investments or savings	4%	52%	44%
Those with \$100,000 or less in investments or savings	8%	50%	41%
Those with over \$100,000 in investments or savings	7%	49%	43%
Financial Elites*	8%	48%	45%

\* See slide 15 for a definition of "Financial Elites"

# The future of Social Security and ability to maintain their standard of living are what retirees and non-retirees say worries them the most about retirement.

*“Which ONE of the following items do you worry about MOST when you think about saving for retirement?”*

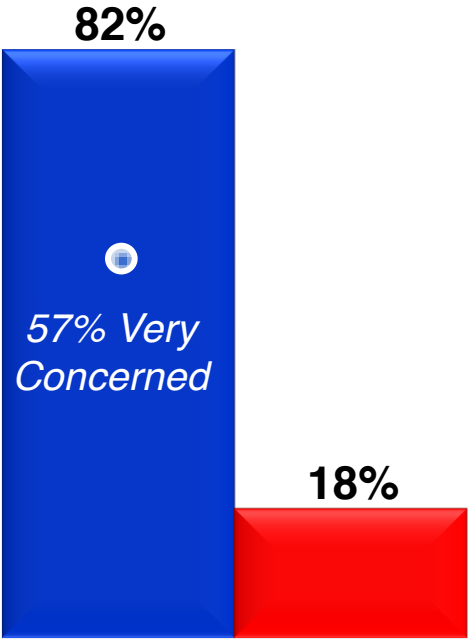
*“Which ONE of the following items do you MOST worry about during retirement?”*

<b>Among Non-Retirees (N=636)</b>	<b>%</b>	<b>Among Retirees (N=164)</b>	<b>%</b>
<b>Social Security will not be there</b>	<b>34%</b>	<b>Social Security benefits will be cut back</b>	<b>26%</b>
<b>Maintaining my standard of living throughout retirement</b>	<b>25%</b>	<b>Maintaining my standard of living throughout retirement</b>	<b>22%</b>
<b>Health care expenses for a major illness or injury</b>	<b>22%</b>	<b>Health care expenses for a major illness or injury</b>	<b>20%</b>
<b>The ups and downs of the stock market and investments</b>	<b>9%</b>	<b>Long term care expenses</b>	<b>17%</b>
<b>Long term care expenses</b>	<b>8%</b>	<b>The ups and downs of the stock market and investments</b>	<b>11%</b>

# There has been a noticeable uptick in concern about maintaining standard of living over the past year.

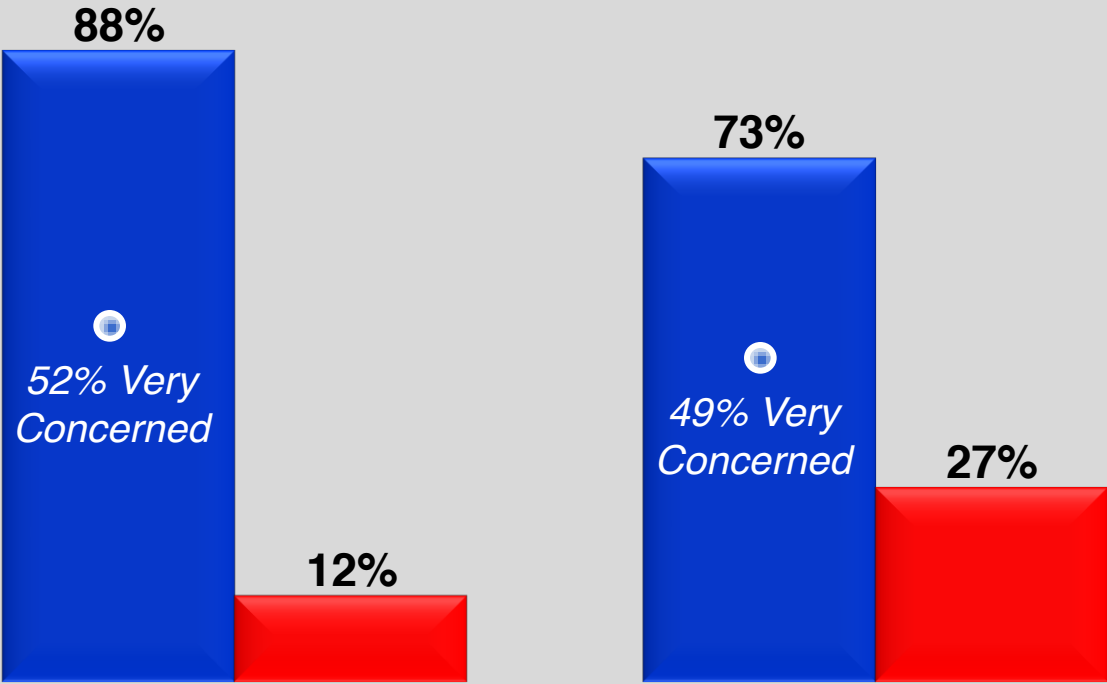
*“Looking ahead, please tell me how concerned, if at all, you are about each of the following?”*

***“That Social Security may not be able to provide your retirement benefits as intended”***



September 2011

***“Being able to maintain a comfortable standard of living throughout your retirement”***



September 2011

September 2010

■ Concerned ■ Not Concerned




# Concerns about these two factors are extremely high across all major demographic groups.

*Total Percentage Concerned By Key Sub-Groups*

	Maintain standard of living	Social Security won't provide your benefits
White	86%	81%
African American	88%	82%
Hispanic	96%	90%
Those with no investments or savings	93%	92%
Those with over \$100,000 in investments or savings	84%	74%
Financial elites	81%	66%
Retired	81%	70%
Not Retired	89%	85%

# Half the country believes that lawmakers should not cut Medicare and Social Security.

*“As you may know, there is a lot of talk in Washington, DC about needing to reduce the country's debt and what lawmakers should do about entitlement spending for programs like Medicare and Social Security. Which ONE of the following views is closer to your own?”*

		%
	<b>Cuts to Medicare and Social Security are necessary to get the country's spending and debt under control.</b>	<b>17%</b>
	<b>If cuts to Medicare and Social Security are going to be considered, lawmakers must also look for other ways to help people better plan for retirement.</b>	<b>31%</b>
	<b>No matter what, lawmakers cannot cut Medicare and Social Security because it will have too significant of an impact on those in or near retirement.</b>	<b>50%</b>

# There is little difference of opinion on this issue between retirees and non-retirees.

*Future Of Medicare And Social Security By Ethnicity and Retirement Status*

	Cuts to these programs are necessary	If cuts, other ways to help for retirement	Cannot cut these programs no matter what
White	18%	32%	47%
African Americans	8%	26%	65%
Hispanics	21%	29%	48%
Retired	16%	25%	54%
Not Retired	18%	32%	49%

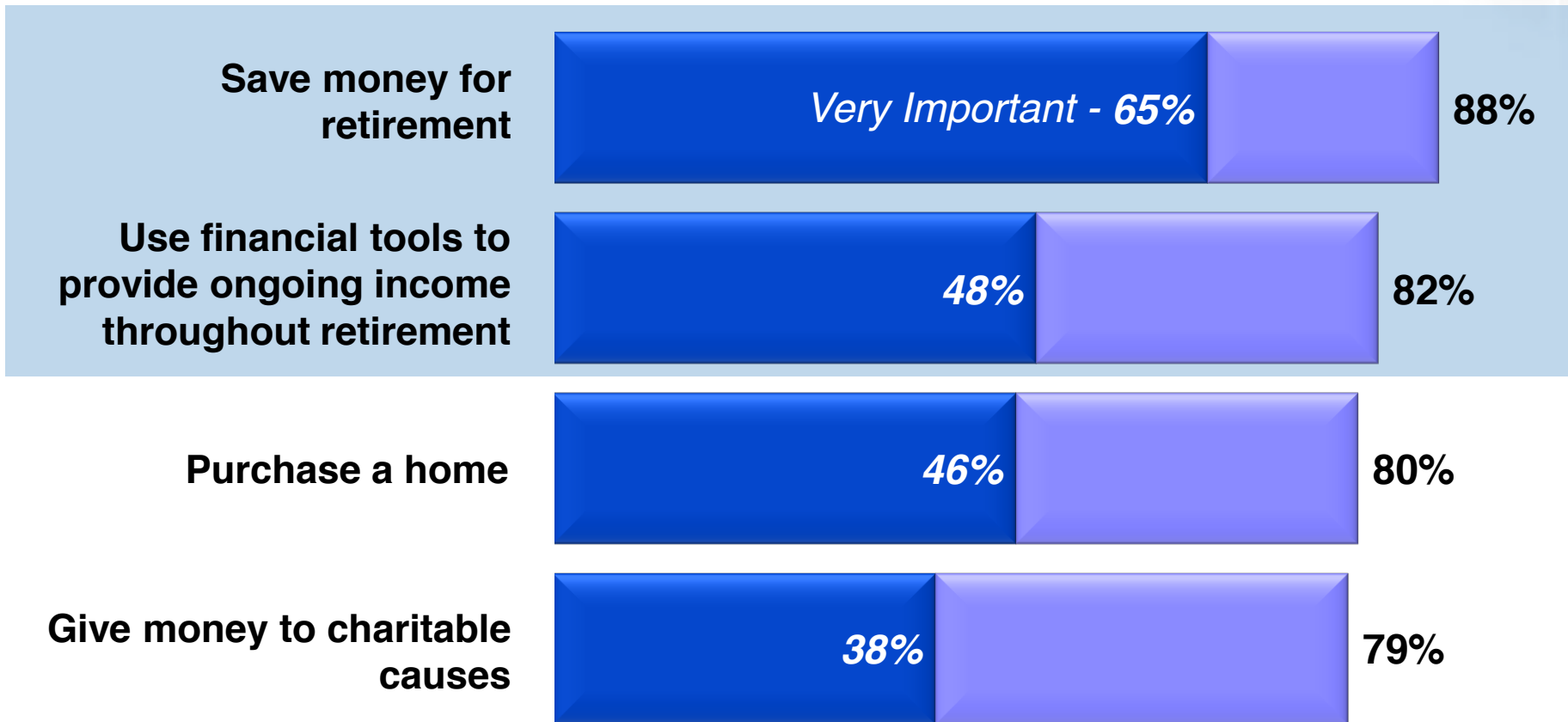
# Voters across party lines are conflicted about what to do to these important programs.

## *Future Of Medicare And Social Security By Party*

	Cuts to these programs are necessary	If cuts, other ways to help for retirement	Cannot cut these programs no matter what
Democrats	11%	26%	62%
Independents	22%	26%	49%
Republicans	22%	38%	39%
Tea Party Supporters	32%	30%	34%

# While all of these are seen as important, Americans are especially supportive of tax incentives for retirement savings.

*“How important do you think it is for the government to offer tax advantages to individuals in order to encourage them to do each of the following? Would you say it is very important, somewhat important, not too important, or not at all important for the government to offer tax advantages to encourage people to...?”*



# These ideas enjoy solid bipartisan backing, from Democrats to Tea Party supporters.

*Top Two Actions By Party By % Total Important*

	Save money for retirement	Use financial tools to provide ongoing income throughout retirement
Tea Party Supporters	81%	74%
Republicans	83%	76%
Independents	86%	80%
Democrats	94%	89%

# Research Methodology

- **On behalf of Americans for Secure Retirement, Public Opinion Strategies and Lake Research Partners are pleased to present the key findings from a series of questions added onto a national omnibus voter survey.**
- **The survey was completed September 10-13, 2011 among 800 voters nationwide and has a margin of error of  $\pm 3.46\%$ .**
- **The study consists of 680 landline interviews and 120 cell phone interviews.**

# Research Methodology

- **Fully 20% of our sample are what we call “financial elites” – these are voters who could correctly cite the Dow Jones Industrial Average within 500 points of the actual average on that day.**



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