



EQUITABLE

# Benefits of working with a financial advisor

## Results of Equitable's Value of the Advisor Study

Employer-sponsored retirement savings plans, such as a 403(b), continue to play a vital role in helping individuals reach their financial goals. Independent research, commissioned by Equitable, highlights the benefits, which may be gained by working with a financial professional. These include achieving retirement readiness and long-term financial well-being.<sup>1</sup>

### Financial outcomes — higher balances and more confidence

**Worked** with a financial professional



**\$48k**

Median account balance

Did **not** work with a financial professional

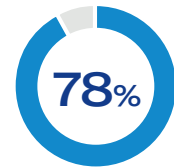


**\$39k**

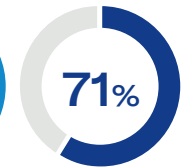
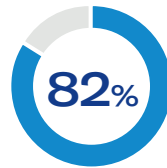
Median account balance

Those who worked with a financial professional are more confident in meeting retirement goals and leaving something to their heirs than those who did not.

Confidence in meeting retirement goals



Confidence heirs will receive a payout



● **Worked** with a financial professional

● **Did not** work with a financial professional

### Investing behaviors — contribute more and earlier

**Worked** with a financial professional



**\$9.0k**

Mean annual contribution

Did **not** work with a financial professional



**\$5.3k**

Mean annual contribution

More than 7 in 10 believe they contribute more and started earlier because of a financial professional.



**Because of my financial professional (% agree)...**



### Emotional benefits — greater satisfaction

Satisfaction with 403(b) plan



84%

59%

Satisfaction with plan performance



75%

46%

Knowledge about investment choices



61%

25%

● **Worked** with a financial professional

● **Did not** work with a financial professional

For more information, visit [equitable.com](https://equitable.com).

#### 1 Equitable Value of the Advisor Study, 2022.

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Equitable believes education is a key step toward addressing your financial goals, and we've designed this white paper to serve simply as an informational

and educational resource. Accordingly, this document does not offer or constitute investment advice, and makes no direct or indirect recommendation of any particular product or of the appropriateness of any particular investment-related option. Your needs, goals and circumstances are unique, and they require the individualized attention of your financial professional.

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