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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.[1]

Financial outcomes — higher balances and more confidence

Worked with a financial professional

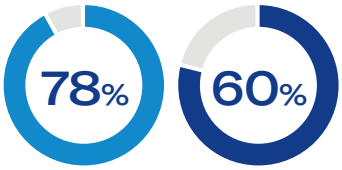
$48k Median account balance

Did **not** work with a financial professional

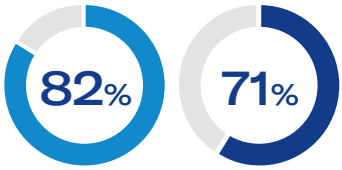
$39k Median account balance

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

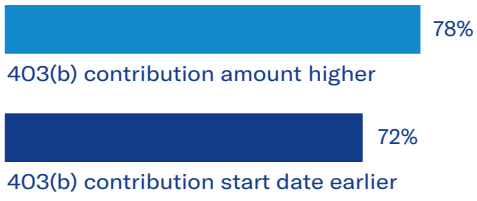
$9.0k Mean annual contribution

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

Satisfaction with plan performance

Knowledge about investment choices

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

For more information, visit equitable.com.

1 Equitable Value of the Advisor Study, 2022.

The information and opinions in this report were prepared by Zeldis Research and Equitable, and are based on an online survey of 1,001 U.S. K-12 educators who participate in a 403(b) plan. Their responses reflect anonymous individual opinions from the survey and are not intended as predictions of any product/investment performance, may not represent the experience of any other plan participant, and should not be relied upon as basis for any purchase decision. Equitable and its affiliates do not guarantee the accuracy or applicability of the information included in these responses. This report is not investment advice and should not be relied on for such advice or as a substitute for consultation with professional accountants, tax, legal or financial advisors. Zeldis Research and Equitable have made every effort to use reliable, up-to-date and comprehensive information and analysis, but all information is provided without warranty of any kind, express or implied. Zeldis Research and Equitable accept no liability for any loss arising from any action taken or refrained from as a result of information contained in this report or any reports for sources of information referred to herein, or for any consequential, special or similar damages even if advised of the possibility of such damages. The report is not an offer to buy or sell securities or a solicitation of an offer to buy or sell securities.

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