

# Retirement Confidence Survey: Iowa and the Nation, 1999

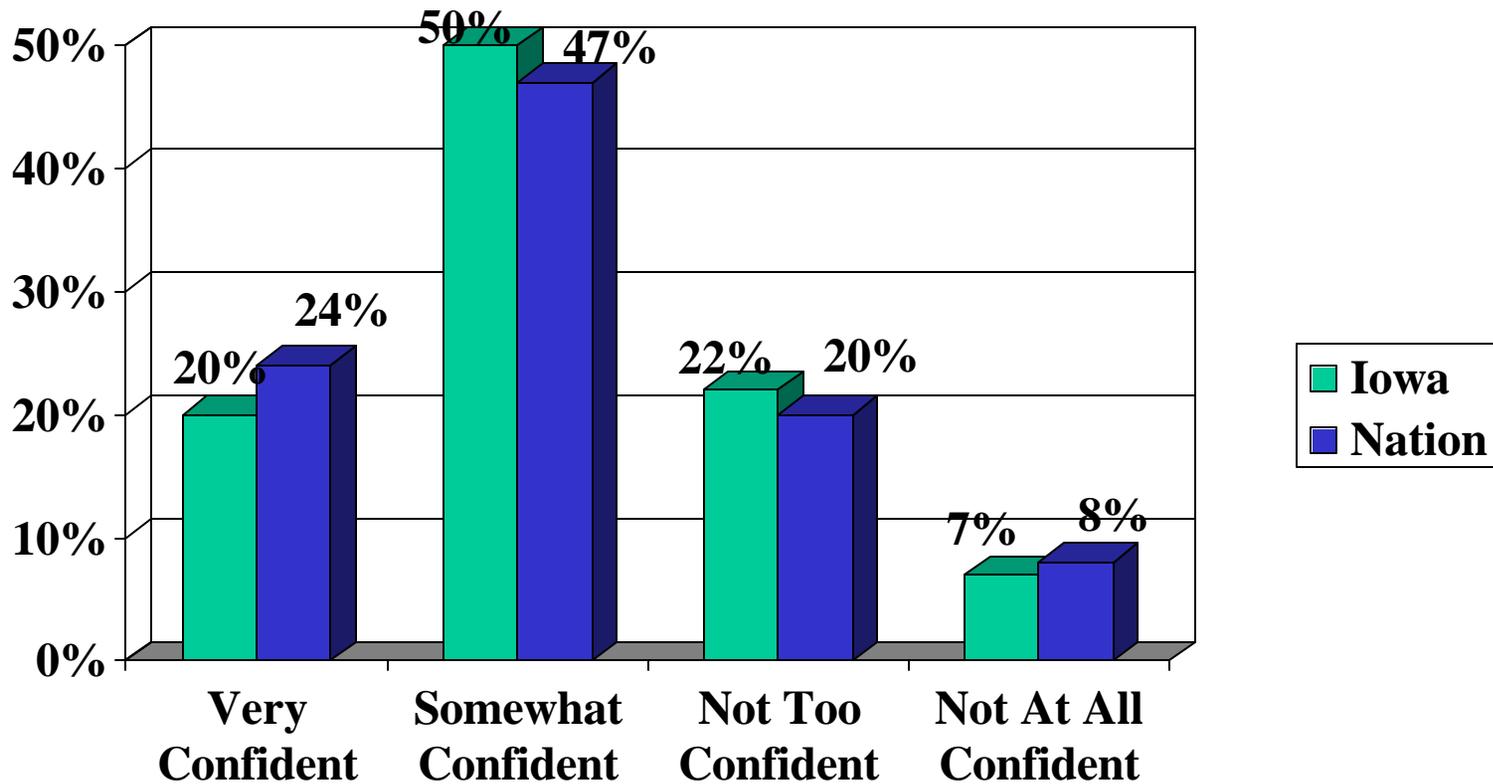
Dallas Salisbury

President, Employee Benefit Research Institute  
Chairman, American Savings Education Council

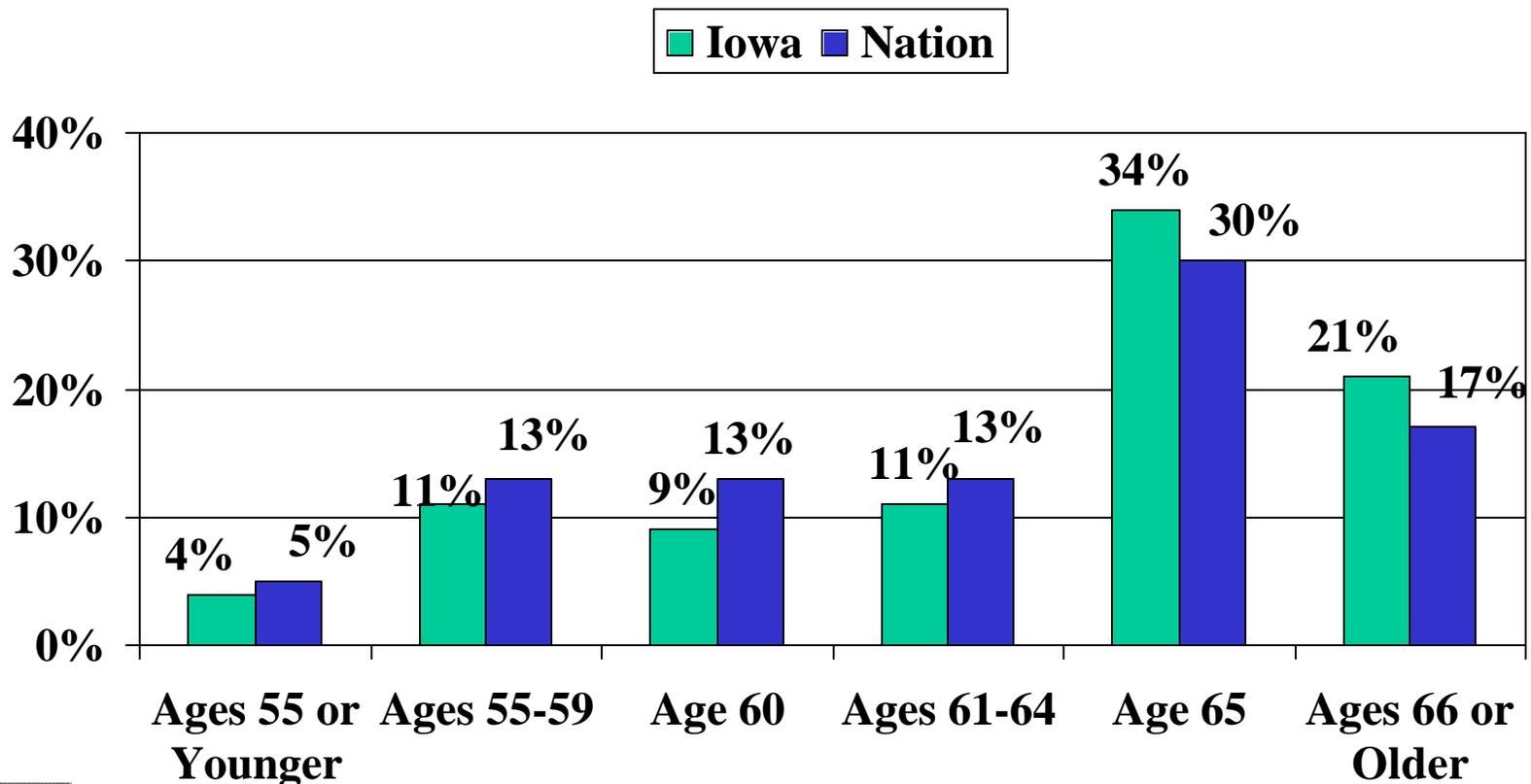
December 20, 1999



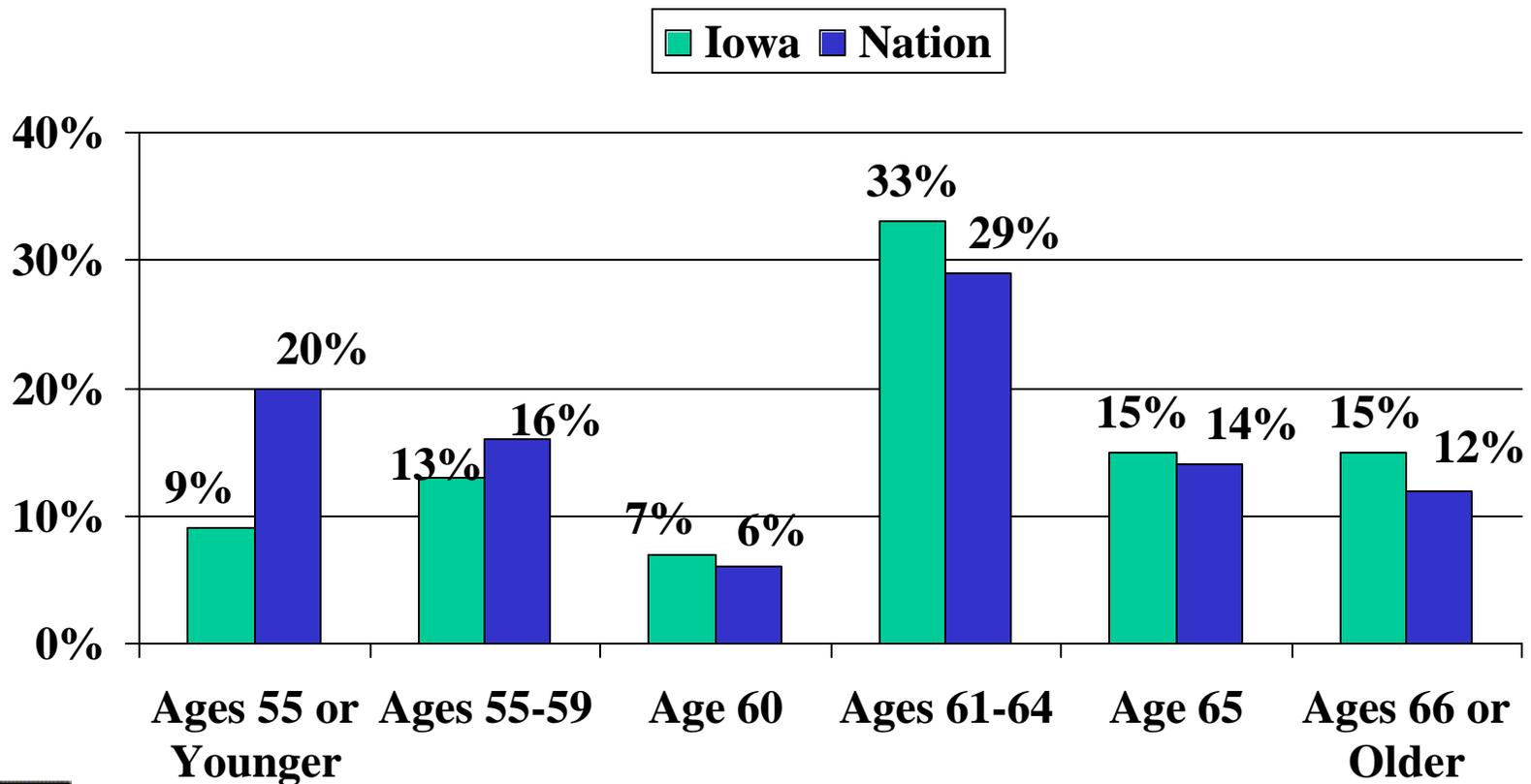
# Overall Confidence Among Workers



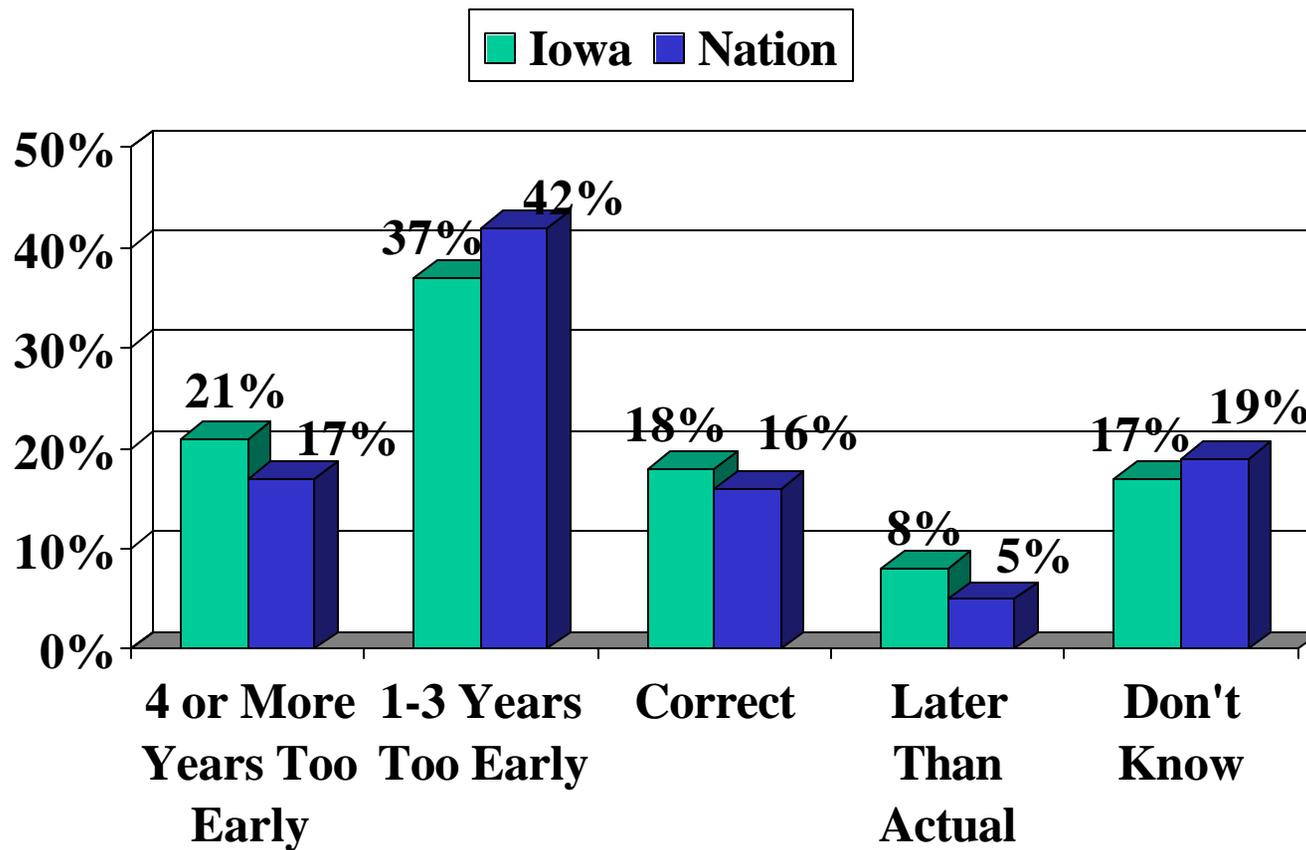
# Workers' Expected Retirement Ages



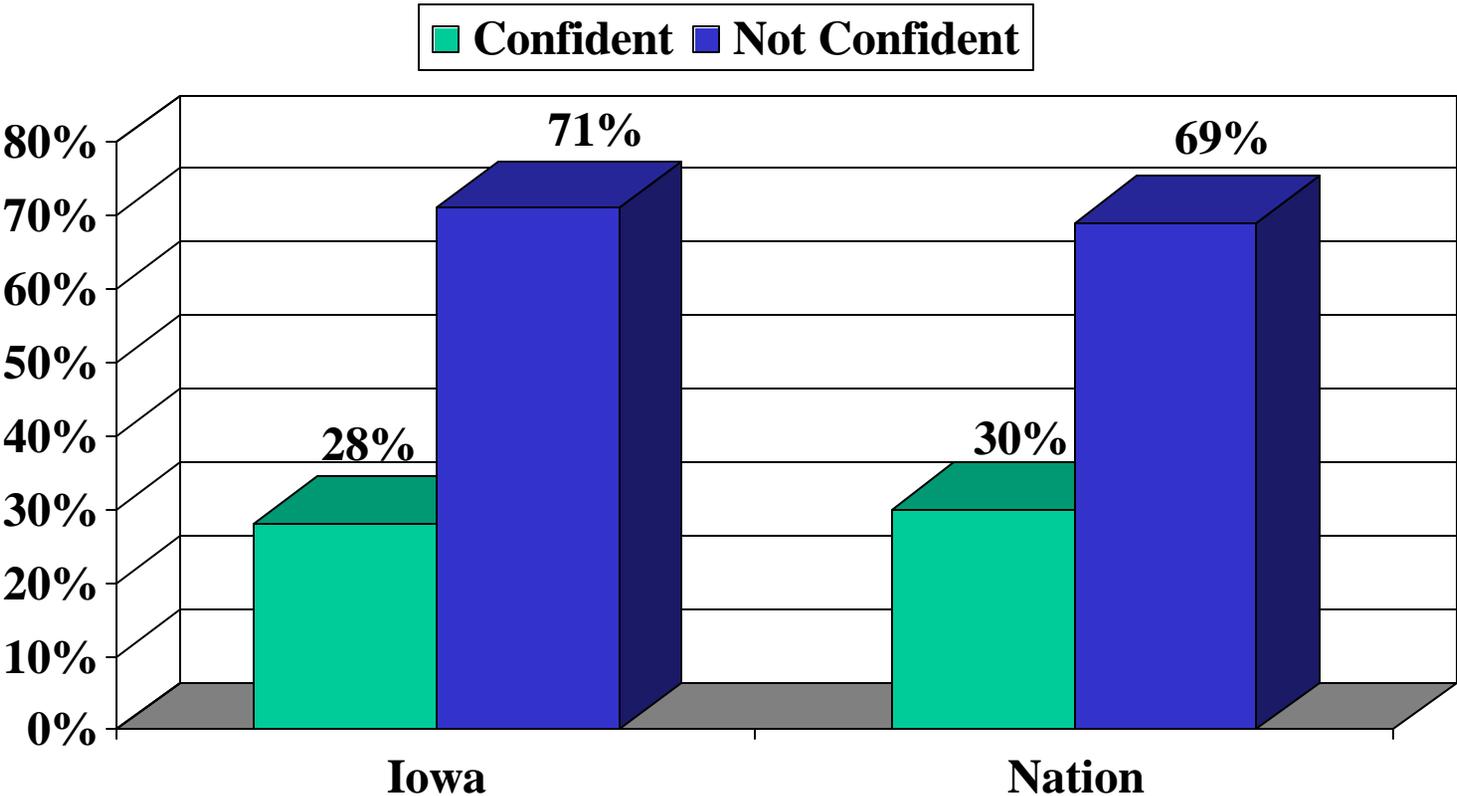
# Retirees' Actual Retirement Ages



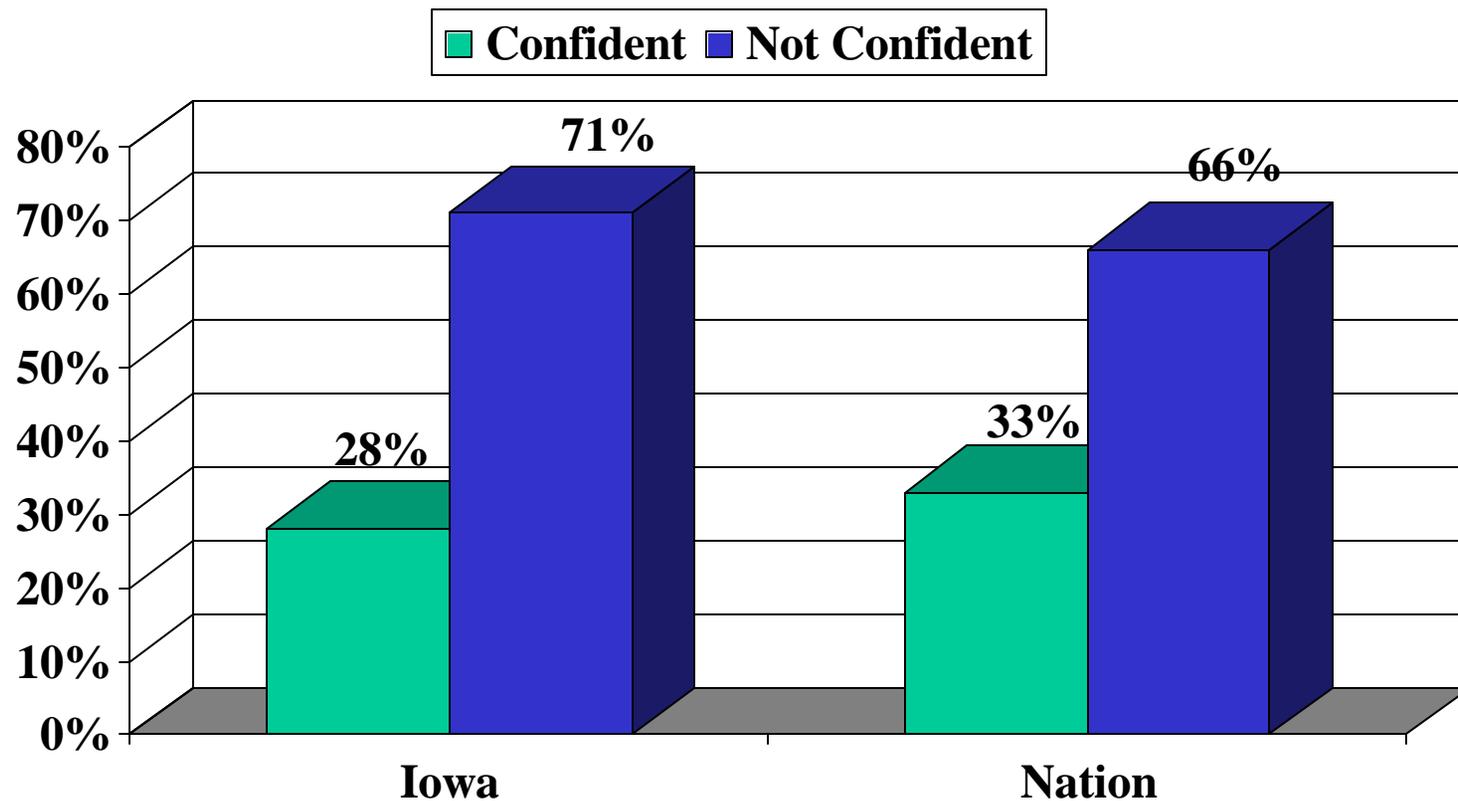
# Workers' Knowledge of their Social Security Eligibility Age



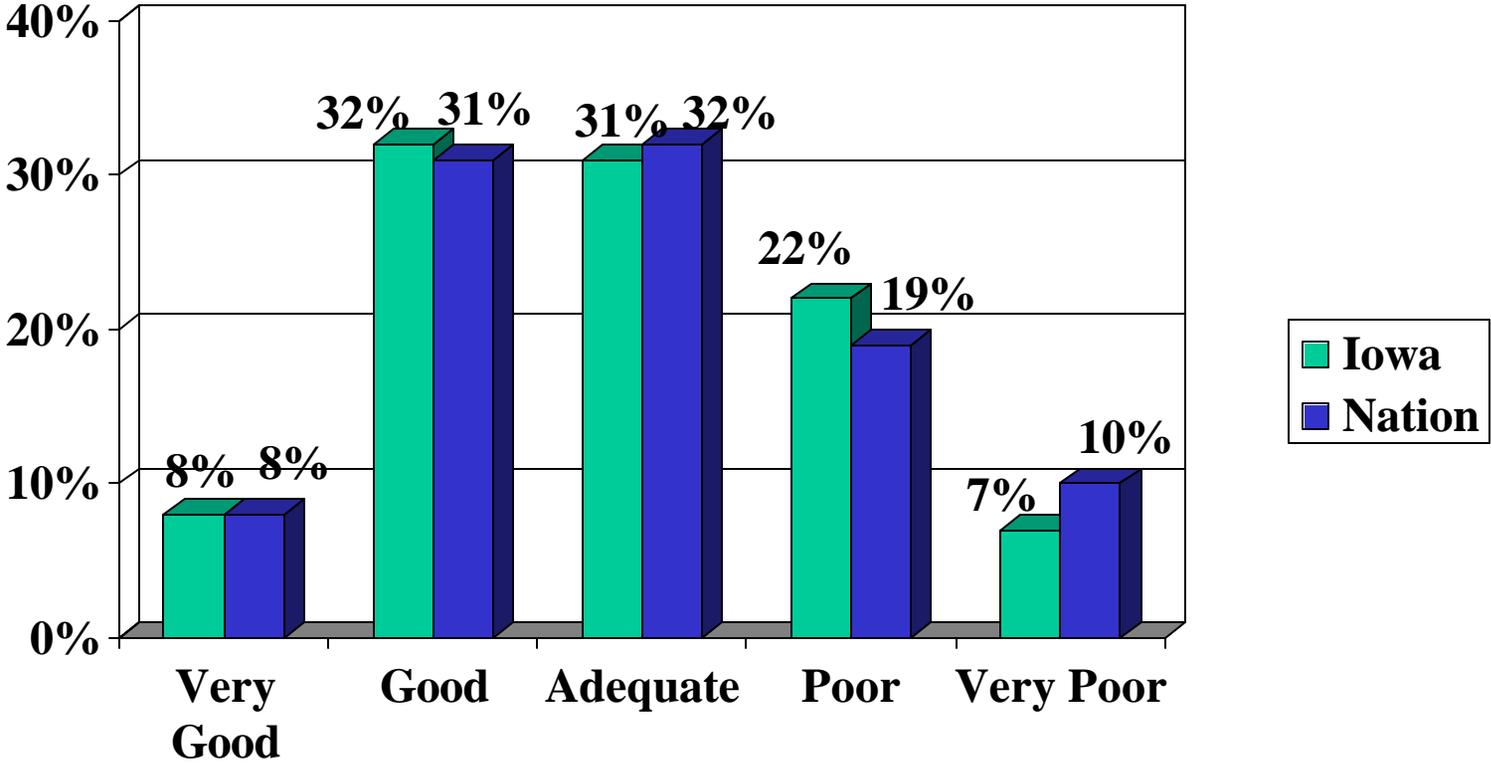
# Workers' Confidence that Social Security Will Continue to Provide Equal Value



# Workers' Confidence that Medicare Will Continue to Provide Equal Value



# Retirement Readiness Rating Among Workers



# Expected and Actual Most Important Sources of Retirement Income

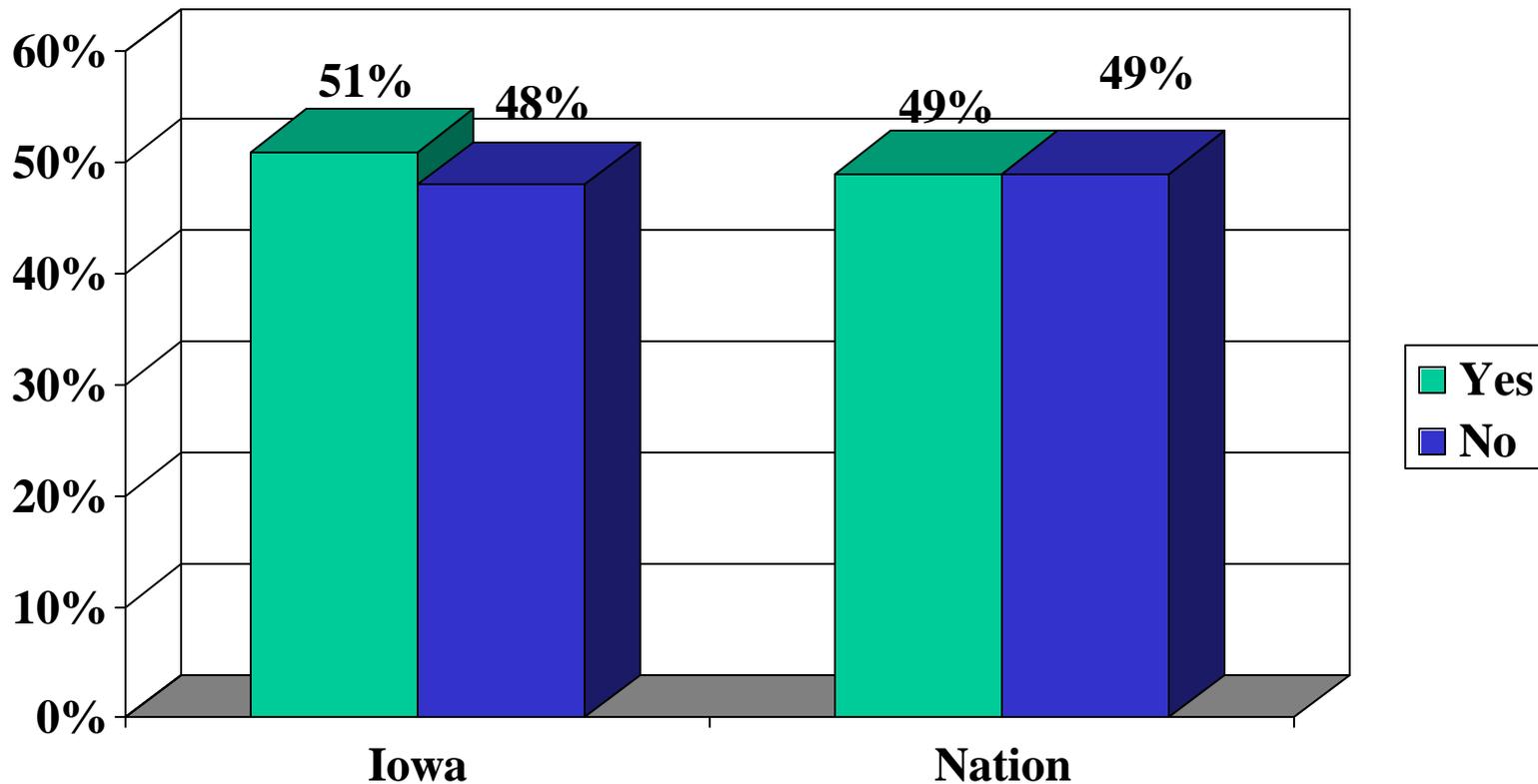
	Workers		Retirees	
	Iowa	Nation	Iowa	Nation
Personal savings (net)	47%	49%	16%	18%
Money respondent put into a retirement plan at work	32	32	5	8
Other personal savings, not including work-related retirement plans	15	17	11	10
Employer-funded plans	23	20	23	30
Social Security	10	12	43	39
Employment	9	11	2	3
Sale of home or business	5	5	5	2
Other government programs	2	1	3	4



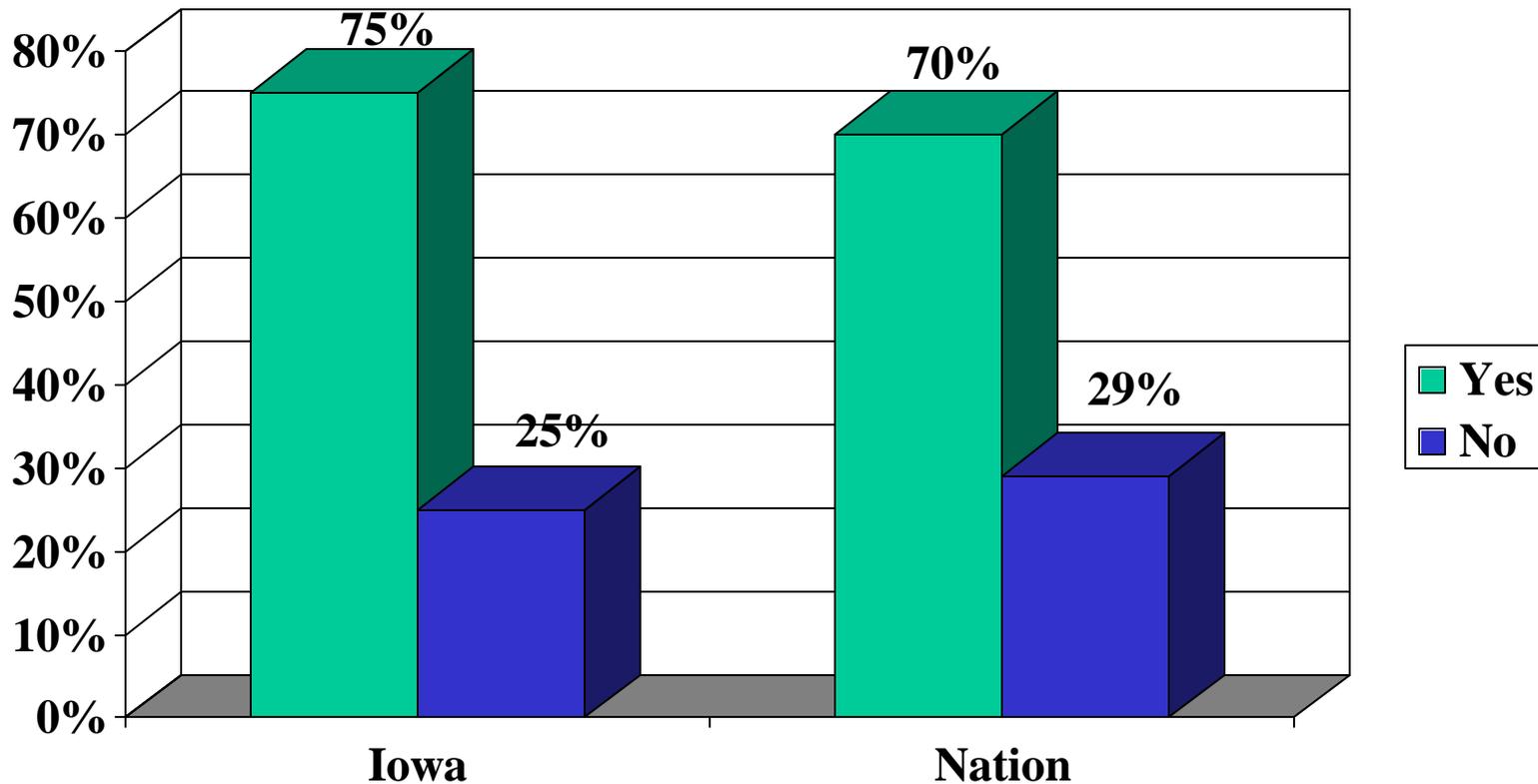
# Expected and Actual Reasons for Working in Retirement

	Workers		Retirees	
	Iowa	Nation	Iowa	Nation
Enjoy work and want to stay involved	67%	64%	65%	62%
To have money to make ends meet	34	37	17	26
To have money to buy extras	38	36	23	26
To keep health insurance or other benefits	41	37	15	16
To help support children or other household members	14	18	8	5
To try a different career	11	16	7	5

# Retirement Needs Calculation Among Workers

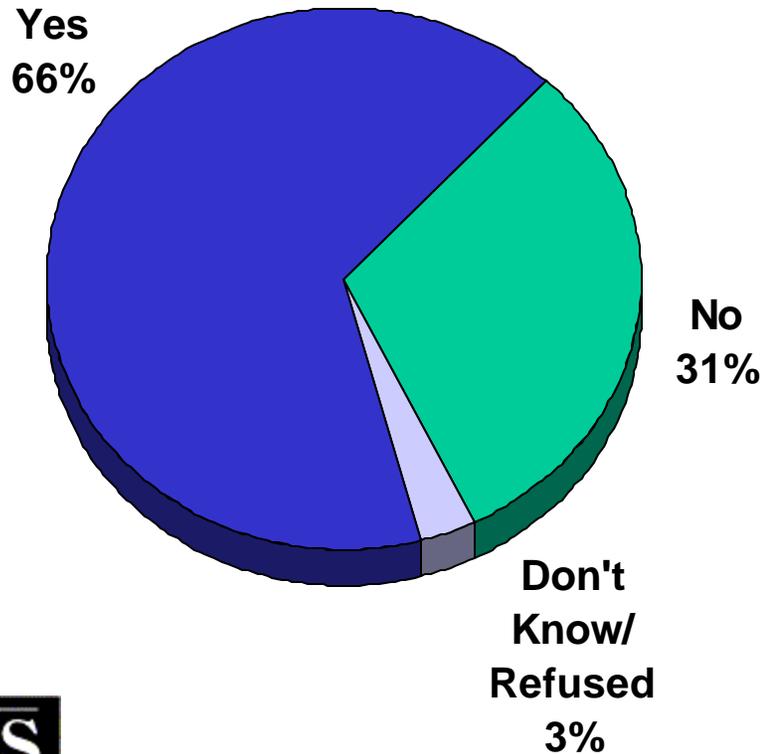


# Saving Money for Retirement Among Workers

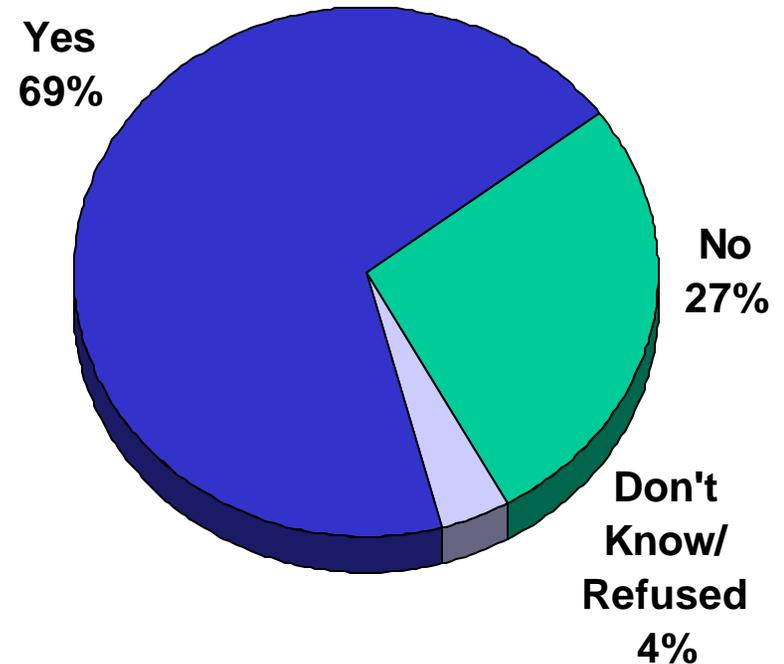


# Savers, Could You Save \$20 More Per Week for Retirement?

Among Workers in Iowa Who Have Saved for Retirement

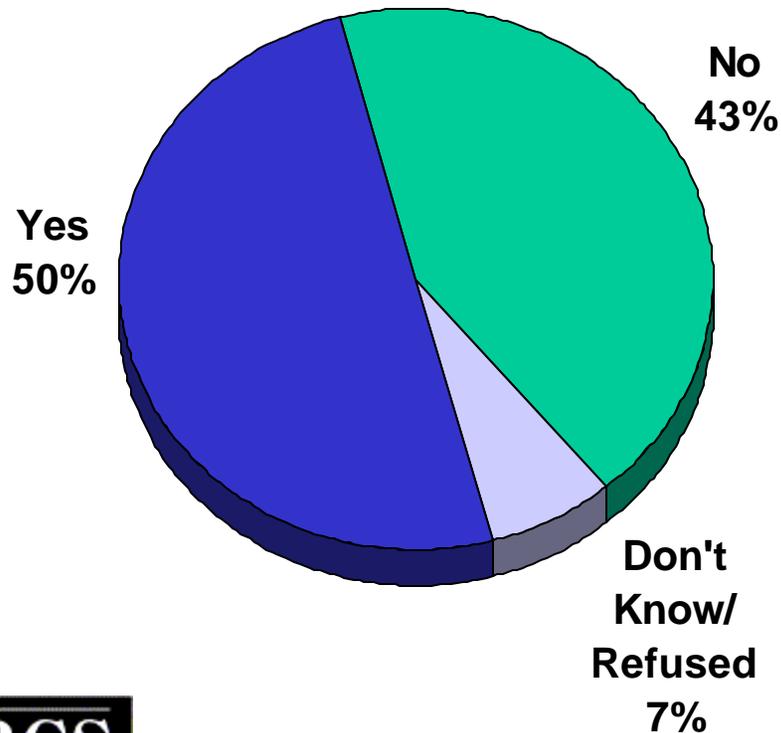


Among Workers in the Nation Who Have Saved for Retirement

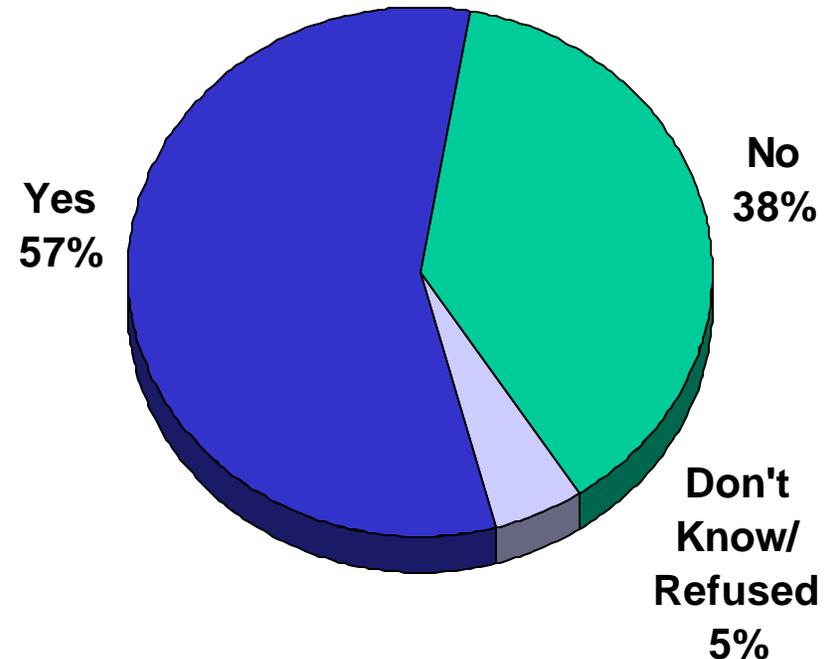


# Nonsavers, Could You Save \$20 Per Week for Retirement?

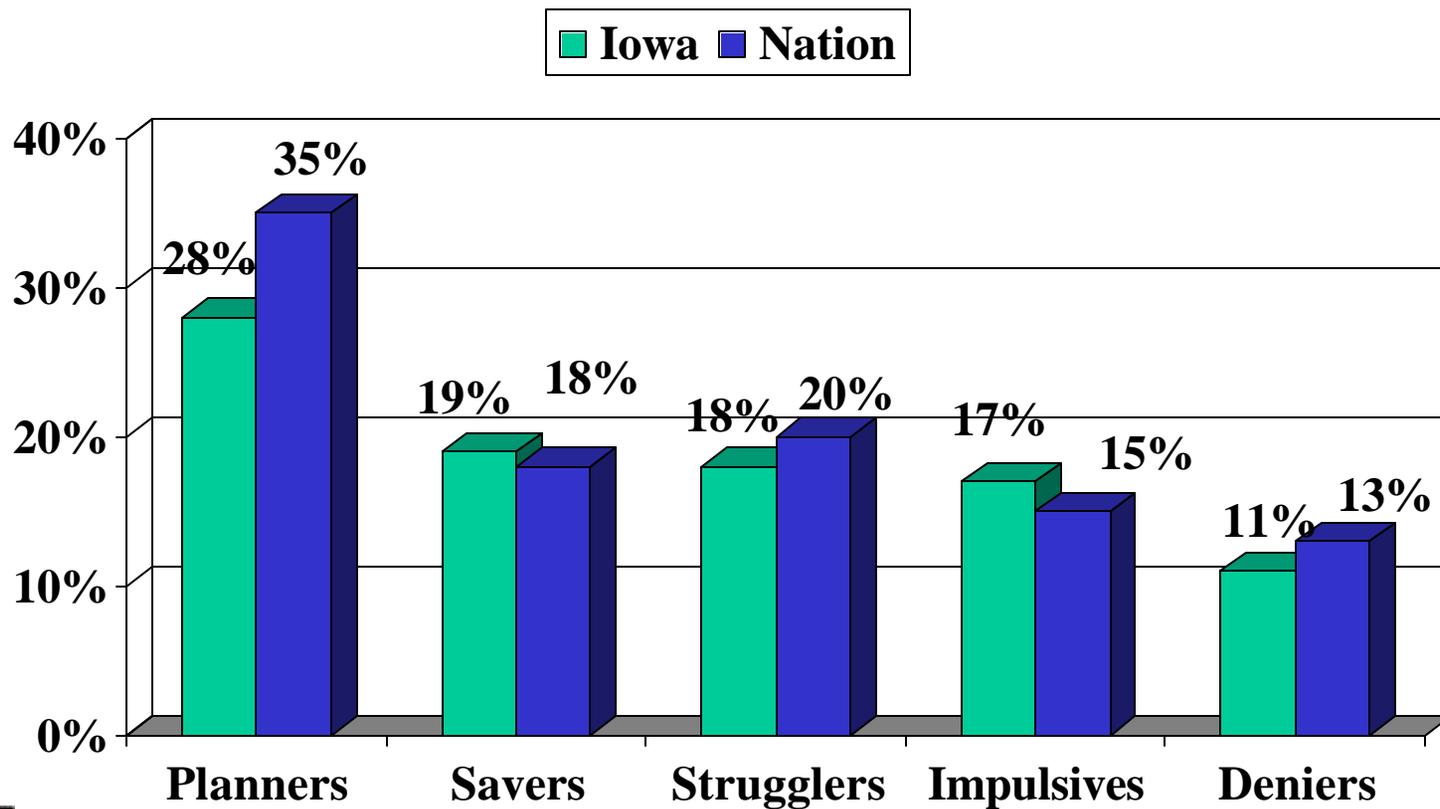
Among Workers in Iowa Who Have NOT Saved for Retirement



Among Workers in the Nation Who Have NOT Saved for Retirement



# Personality Segmentation



The Retirement Confidence Survey is co-sponsored by the Employee Benefit Research Institute (EBRI), a nonpartisan, nonadvocacy public policy research organization; the American Savings Education Council (ASEC), a partnership of more than 250 private- and public-sector institutions dedicated to raising the public awareness of what is needed to ensure long-term personal financial independence, and a part of the EBRI Education and Research Fund; and Mathew Greenwald & Associates, Inc. (MGA), a Washington, DC-based market research firm.

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