

Savvy seniors see value of advisers for a secure retirement



ABOUT THE NATIONAL SENIORS AUSTRALIA SURVEY

A TOTAL OF 5,770
SENIOR AUSTRALIANS
SURVEYED

AVERAGE
AGE 68

55%
FEMALE

KEY RETIREMENT PRIORITIES¹

84%
WANT
REGULAR
INCOME

77%
WANT SAVINGS TO
LAST A LIFETIME

71%
WANT TO BE
ABLE TO AFFORD
AGED CARE AND
MEDICAL COSTS

1/3
WILL ACCEPT
LESS GROWTH
IF INCOME IS
RELIABLE

RETIREMENT READY?

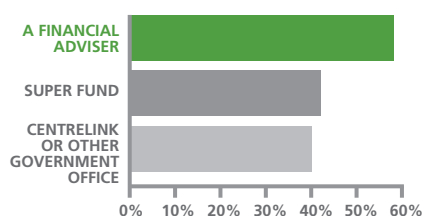
MEDIAN SUPER
BALANCES
OF HOUSEHOLDS
JUST OVER
\$300,000



BELOW THE \$500,000
INDUSTRY STANDARD
OF WHAT IS NEEDED FOR A
COMFORTABLE
RETIREMENT²



A ROLE FOR ADVISERS



59%
RELY ON
ADVISERS

ADVISERS
NUMBER ONE
SOURCE OF
INFORMATION



¹ National Seniors Australia, 'Seniors more savvy about retirement income', September 2017
² Association of Superannuation Funds of Australia (ASFA) Retirement Standard, June quarter 2017

challenger



For the full research paper, *National Seniors Australia Report, Seniors more savvy about retirement*, visit www.challenger.com.au/savvyseniors