## Women \＆Retirement： Improving the Pathways Forward Annual Women＇s Retirement Symposium <br> October 4， 2023 （⿴囗玉 Washington，DC

This event is made possible with support from：
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# Building Women's Financial Health At Older Ages: 

Insights on Financial Education from the U.S. and Asia


## USCDornsife

## HelpAge <br> USA

Supporting an aging world

## Approach



## USCDornsife

## HelpAge

USA

## The U.S. Landscape

Financial Education for Older Women

## Stakeholders describe limited landscape of financial education resources for older women



Characterized as either too much or too little information. Wealth of online content easily accessible, but up to individual to discern

(브)
Nonprofit programs like WISER and AARP accessible to under-served populations and well-respected but lack funding and/or capacity

in ${ }^{\circ}$
For-profit, one-on-one, and employer-sponsored programs have advantages but less accessible

$?$Some question the utility of financial education programs for older women

## What Do Women Want?

Insights from the<br>Understanding America Study

## The Understanding America Study



The Understanding America Study (UAS) is an online panel of households at USC of ~10,000 respondents recruited to represent the entire U.S.

Respondents answer surveys on a computer, tablet, or smart phone, wherever they are and whenever they wish to participate

Surveys are designed by research teams around the world; programmed and tested by our team at the Center for Economic and Social Research; translated into Spanish; and then fielded

## USCDornsife

## What did we already know about gender gaps in financial literacy in the United States?

Financial literacy matters: Overall financial literacy correlated with life satisfaction and well-being
Women are less financially literate: On average, women's financial literacy score about $25 \%$ lower than men's
Not an artifact of cognitive or other structural differences: Cognitive scores not statistically different by gender, and gap remains even after controlling for cognitive ability, educational attainment, and employment

Findings consistent with other national surveys

We then designed and fielded custom UAS survey in 2022 to elicit experiences and preferences about financial education from a sample of 421 women aged 40-65

## Older women as a group face significant issues, but within-group differences also exist

Confidence About

Money Management

While just over 60\% of women aged 40-65 feel confident about money management, significant minority (1 in 5) do not

## Feelings About <br> Money Management

About 1 in 5 reported negative feelings about money management or that talking about money made them feel ashamed

- African Americans (30\%), Native Americans (26\%), and individuals living below the poverty line (28\%) most likely to feel shame


## Views on Their <br> Financial Futures

Less than 30\% feel relaxed about their financial futures

- African Americans were least likely (19\%)
- Asian Americans most likely ( $60 \%$ ) to be relaxed


## Money management confidence may be misleading

Almost all women actively managing their budget-but many report never engaging with investments for the long term (over 30\%) or with financial professionals (almost 60\%)


## USCDornsife

College of Letters, Arts and Science

## Only 16\% of women report ever having received financial education



College-educated women (22\%) more likely to have received financial education

Likelihood of having previously attended a financial education class highest for White (20\%) and Hispanic (23\%) women

African Americans, Native Americans, and Asian Americans less likely to have received ( $8-10 \%$ )

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## More than 70\% expressed interest in receiving financial education, especially the previously underserved



> African American (85\%), Asian American $(80 \%)$, and Hispanic/Latina women ( $93 \%$ ) most likely to express interest
> Individuals from low-income households less likely to express interest although these levels remain objectively high ( $60 \%$ )
> Among those who said "very" or "somewhat" interested, over $60 \%$ wanted it now as opposed to in the next $1-5$ years or longer

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## Women prioritize life stage-specific programming with a focus on convenience and long-term planning

- Respondents most valued flexible scheduling, including online classes and shorter sessions
- Most interest was expressed in topics related to understanding the money they have, planning, and using retirement savings


Interest in gender and communityspecific needs varies

- Interest in program designed "for women" varies strongly by ethnicity—less than 20\% of Asian and White women would find this very important, compared to about $40 \%$ of Black, Native American, and Hispanic/Latina women
- Similarly, only about $20 \%$ of White women and $15 \%$ of Asian women would find programs targeted to community needs important, compared to about $40 \%$ of Black and Native American women, and $35 \%$ of Hispanic/Latina women


## USCDornsife

# Triangulating Insights from the Field: 

What Are the Takeaways for the U.S.?

## Takeaways for Older Women in the U.S.

## The Situation

## The Demand

Significant demand among women 40+ years

African American, Asian
American, and Hispanic women most likely to express interest

Interest goes beyond money management to long-term planning

Women value flexibility, shorter sessions, online access, designed for lifestage

## The Opportunity

International experience shows financial education for older women can impact longterm financial well-being but must be done well

Imperative to change harmful narrative and fund appropriate programs

Trusted community partners are key

Interactive components and tangible, actionable deliverables (e.g., financial plan) are effective pedagogical methods

## HelpAge

USA

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## LATINAS \& FINANCIAL LITERACY SUCCESS

Beth Almeida, Principal, Cove Research

WISER Annual Symposium, October 4, 2023

## WISER-MANA Latina Savings Project

- Support Latinas to:
- overcome barriers to saving
- create achievable savings goals
- establishing consistent savings habits
- Emergency savings as a stepping-stone to longer-term financial goals
- Partner with trusted community
 organizations and local banks/credit unions


## Latina Savings Project with Centro Hispano of Dane County

- Project spanned 2021-2022 - 13 sessions - in Spanish and English
- $89 \%$ of participants were Hispanic women
- Average age of $36-10 \%$ of participants were age $50+$
- Median household income of $\$ 40,000$ to $\$ 51,000$
- Two thirds (68\%) had no emergency savings at outset
- One third (32\%) used a budget in prior 3 months
- Debt, unexpected expenses and low earnings were top three obstacles to saving cited by participants
- Median self-rated financial knowledge was 4 out of 7


## How important are savings matches?

- Evidence from retirement savings and asset building domains support the effectiveness of savings matches
- Savings matches may be especially important in motivating Latinas to participate in financial education, adopt and sustain "financially healthy" habits

The course was the base, but the match was the prize, and that gave me the motivation to take the course and start saving. And it helped me to build up the habit, because before that, what I put in my savings account, I used to spend it."

My husband and I decided to start using the "match method" with our daughters, too, to help them save... we even use the method when their teeth fall out and they deposit their money in the bank.

## Financial education outcomes

- "I will use the information I learned today to plan for my financial future." $98 \%$ agreed/ $85 \%$ strongly agreed
- "I learned something useful about finances by attending this session." 95\% agreed/83\% strongly agreed
- Median response of 10 (mean of 9.5 ) when asked to rank likelihood of recommending the program to a friend/family member.
- All workshop attendees ( 100 percent) expressed an intent to adopt specific, named behaviors in the coming year, including tracking spending, budgeting and prioritizing saving.
- High confidence in ability to maintain their savings habits in the future (median response of 6 on 7 point scale).


## Gains in self-rated financial knowledge



## Savings outcomes

- Participants were offered a dollar-for-dollar match on their savings, up to $\$ 20$ each month for 6 months.
- Three quarters (76 percent) of workshop attendees accepted the offer to enroll in a "savings challenge."
- Seven in ten (70 percent) women who enrolled in the savings challenge consistently saved for six months and qualified for a full match, valued at $\$ 120$.
- Enrollment rates were similar to past iterations of the Latina Savings Project ( $76 \%$ vs $75 \%$ ), but retention rates were much higher ( $70 \%$ vs 52\%).


## "Knock-on" outcomes

- "I have learned to take advantage of the retirement benefits that my job offers. I didn't care before and now I've learned not to touch it, to be able to take advantage of it in the future." -Yari
- "I didn't know about the 401 K , then I asked at work, and they increased me one hour to have that benefit and now I use it and they also do the match." -Maria
- "In the past, I didn't know how to use a credit card and how it affected my credit score. Once I learned, it was easier to build credit. For example, if I have a $\$ 1000$ credit card and I max it out, my score will go down. So, it stuck with me to only use the $30 \%$ of the credit limit to improve my credit score." - Latina Saver
- "The first thing I did was to review all the accounts I had and the unnecessary expenses I had, and then I put that money into my savings accounts. Then I helped my son get his own savings account." - Latina Saver


## Conclusions

- Barriers to improving Latina's retirement security are complex, systemic, but financial education can help
- WISER-MANA model demonstrates effectiveness
- Knowledge/capability - actionable financial education that meets women where they are
- Access - products that fit needs, low cost, trusted source
- Matched savings and ongoing support - inspire and sustain motivation to develop new habits
- Importance of trusted messengers


## THE LATINA SAVINGS PROJECT

## IT'S YOUR FINANCIAL JOURNEY

PLAN EARLY, PLAN AHEAD, AND PACK YOUR BAGS!

## Judy Chapa

Latina Project Advisor


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## What Women Say ${ }^{\mathrm{mI}}$ : Insights for Lifelong Financial Security

October 2023

## What We Did:

1. National Online Survey of $\mathrm{N}=1,000$ Women Ages 25+

- Conducted February 10 - 21, 2023
- Confidence interval of +/- 3.5\%

2. National Online Survey of Low-Income Women Ages 25+ by Ethnicity (N=204 White Low-Income Women, N=201 Black/African American Low-Income Women, $\mathrm{N}=200$ Hispanic/Latina Low-Income Women)

- Conducted March 27 - April 5, 2023
- Confidence interval of $+/-7.9 \%$ for each ethnic segment

1. 

Half of women ages 25+ are struggling financially today, making planning for a secure retirement very difficult.

Half of women ages 25+ do not consider themselves to be financially secure. Nearly 8 in $\mathbf{1 0}$ low-income women ages $25+$ report they are not financially secure.

Thinking about your own situation, please record how much you agree or disagree with the following statement:

I consider myself to be financially secure.

All Women Ages 25+

49\%
Total Agree


Total Disagree

All Low-Income Women Ages 25+ (31\%)

## 23\%

Total Agree


Total Disagree

# Women ages 25+ talk about the following when asked why they do not feel financially secure: (verbatim summary) 

## Most Mentioned Topics:

$\times$ They do not have enough savings or are not able to save money.
$\times$ Inflation has caused a lot of pain to their wallets.
$\times$ They are living paycheck to paycheck.

## Secondary Mentioned Topics:

$\times$ They have credit card debt, large mortgages, or medical debt.
$\times$ They live on a fixed income and are struggling to survive.
$\times$ If an emergency were to occur, they would be wiped out financially.

From a list of 12 life worries, 3 in 10 women ages 25+ say the following are their top concerns

All Women Ages 25+
(Ranked by First Choice)

| (Ranked by First Choice) |  | choices |
| :--- | :---: | :---: |
| The cost of housing, rent, or mortgage | $14 \%$ | $37 \%$ |
| Social Security or Medicare benefits being cut | $13 \%$ | $35 \%$ |
| Not having enough savings to be able to retire | $13 \%$ | $33 \%$ |
| Outliving your savings | $12 \%$ | $31 \%$ |
| Not being able to pay your household bills during <br> a period of serious illness or disability | $9 \%$ | $30 \%$ |

## Women's top concerns vary by generation

| Millennials (Ages 27-42) <br> (29\% Survey Sample) | Gen X (Ages 43-58) <br> (30\% Survey Sample) | Baby Boomers (Ages 59-77) <br> (34\% Survey Sample) |
| :---: | :---: | :---: |
| Cost of Housing <br> $48 \%$ Combined | Not Saving Enough <br> to Retire <br> $44 \%$ Combined | Social Security/ <br> Medicare Cuts <br> $57 \%$ Combined |
| Not Saving Enough <br> to Retire | Cost of Housing <br> $39 \%$ Combined | Outliving Savings <br> $42 \%$ Combined |
| Not Able to Pay | Not Able to Pay Bills <br> During IIIness <br> Off Debt | Not Saving Enough |
| to Retire |  |  |
| $25 \%$ Combined | 38\% Combined | 21\% Combined |

## Women's top concerns vary by party affiliation

| Republicans <br> (35\% Survey Sample) | Independents <br> (21\% Survey Sample) | Democrats <br> (44\% Survey Sample) |
| :---: | :---: | :---: |
| Not Saving Enough <br> to Retire <br> $36 \%$ Combined | Cost of Housing <br> $48 \%$ Combined | Social Security/ <br> Medicare Cuts <br> $39 \%$ Combined |
| Outliving Savings <br> $35 \%$ Combined | Not Able to Pay Bills <br> During IIIness <br> $40 \%$ Combined | Cost of Housing <br> $36 \%$ Combined |
| Social Security/ <br> Medicare Cuts <br> $35 \%$ Combined | Not Saving Enough <br> to Retire <br> $34 \%$ Combined | Not Saving Enough |
| to Retire |  |  |
| $30 \%$ Combined |  |  |

Roughly half of women ages 25+ report they

## do not have an employer retirement plan

|  | Have Employer Retirement Plan | All Women <br> Ages $25+$ |
| :---: | :---: | :---: |
|  | Total Yes | $\mathbf{5 1 \%}$ |
|  | Yes, Current Employer | $26 \%$ |
|  | Yes, Former Employer | $19 \%$ |
|  | Yes, Both Current \& Former | $6 \%$ |
|  | No | $\mathbf{4 9 \%}$ |

Low-income women are most at risk, reporting that they lack confidence in planning for retirement.

## Majorities of low-income women say all these statements apply to them

| Ranked by \%Yes, Applies to Me - All Women Ages 25+ | All Women Ages 25+ | All Low- <br> Income <br> Women Ages <br> $25+(31 \%)$ |
| :---: | :---: | :---: |
| I worry that I will not have enough savings for retirement if my spouse/partner passes away (Asked of married/partnered Women) * | $61 \%$ | $79 \%$ |
| I do not have enough money to take care of my loved ones if they are no longer able to care for themselves | $56 \%$ | $71 \%$ |
| I am living paycheck to paycheck and have little ability to save for retirement | $51 \%$ | $79 \%$ |
| Making decisions about saving for retirement is very complicated and confusing | $51 \%$ | $77 \%$ |

## Majorities of low-income women say all these statements apply to them

| Ranked by \%Yes, Applies to Me - All Women Ages $25+$ | All Women Ages 25+ | All Low- <br> Income <br> Women Ages <br> $25+(31 \%)$ |
| :---: | :---: | :---: |
| I do not make enough money right now to save for retirement | 51\% | 61\% |
| I believe that if you have not started by age 50, then it is not possible to save enough to retire | 51\% | 57\% |
| I need to pay off my debt before I even think about preparing for my retirement | 43\% | 55\% |
| I am one unexpected major crisis, illness, or injury away from financial disaster or bankruptcy | 39\% | 57\% |
| I may never be able to retire | 36\% | 51\% |

3 in 4 low-income women ages 25+ by ethnicity report they do not have emergency savings or rainy-day funds to cover expenses if they get sick or lose their job

|  | Low-Income Women Ages 25+ |  |  |
| :---: | :---: | :---: | :---: |
|  | White <br> Women | Black <br> Women | Hispanic <br> Women |
| \% Yes, Have emergency funds to cover | $14 \%$ | $18 \%$ | $18 \%$ |
| expenses for three (3) months | $18 \%$ |  |  |
| Yes, Have some emergency fund to cover <br> expense for less than three months | $9 \%$ | $7 \%$ | $7 \%$ |
| \% No, Do not have any emergency funds to <br> cover expenses for a set amount of time in case <br> of sickness, job loss, economic downturn | $77 \%$ | $75 \%$ | $75 \%$ |

A plurality of low-income women ages $25+$ by ethnicity believe their retirement income or savings will not be enough to even pay their monthly bills and obligations

|  | Low-Income Women Ages 25+ |  |  |
| :--- | :---: | :---: | :---: |
|  | White <br> Women | Black <br> Women | Hispanic <br> Women |
| Will be enough to allow you to live comfortably | $4 \%$ | $12 \%$ | $8 \%$ |
| Will be enough to only pay your monthly <br> bills and obligations | $17 \%$ | $20 \%$ | $22 \%$ |
| Will be somewhere between living comfortably <br> and enough to pay your monthly bills | $23 \%$ | $16 \%$ | $16 \%$ |
| Will not be enough to even pay your <br> monthly bills and obligations | $40 \%$ | $30 \%$ | $36 \%$ |
| Don't Know | $16 \%$ | $22 \%$ | $18 \%$ |

Majorities of low-income women ages 25+ and by ethnicity report they are not confident that they have the information they need to be able to plan and save for retirement

|  | All WomenAges 25+ |  | Low-Income Women Ages $25+$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | White Women | Black Women | Hispanic Women |
| Total Confident | 57\% | 37\% | 35\% | 43\% | 45\% |
| Total Not Confident | 43\% | 63\% | 65\% | 57\% | 55\% |

From a list of words, "worried" and "uncertain" are selected the most when asked what are the two or three emotions that best capture how you feel when thinking about how financially prepared you are for retirement

| Positive Emotion <br> Words Shown <br> $(3 \%$ or Higher) | All Women <br> Ages $25+$ | Low-Income <br> Women Ages <br> $25+(31 \%)$ |
| :--- | :---: | :---: |
| Total selecting <br> positive words | $46 \%$ | $28 \%$ |
| Satisfied | $17 \%$ | $7 \%$ |
| Accepting | $16 \%$ | $13 \%$ |
| Confident | $15 \%$ | $6 \%$ |
| Pleased | $10 \%$ | $3 \%$ |
| Proud | $9 \%$ | $3 \%$ |
| Curious | $9 \%$ | $7 \%$ |
| Delighted | $7 \%$ | $4 \%$ |


| Negative Emotion <br> Words Shown <br> (3\% or Higher) | All Women <br> Ages 25+ | Low-Income <br> Women Ages <br> 25+ (31\%) |
| :--- | :---: | :---: |
| Total selecting <br> negative words | $67 \%$ | $80 \%$ |
| Worried | $45 \%$ | $53 \%$ |
| Uncertain | $44 \%$ | $45 \%$ |
| Terrified | $18 \%$ | $30 \%$ |
| Frustrated | $15 \%$ | $20 \%$ |
| Helpless | $13 \%$ | $20 \%$ |
| Embarrassed | $6 \%$ | $9 \%$ |



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TRANSAMERICA CENTER Experiences From the Saver's Credit to Help Inform the New Saver's Match

## History of the Saver's Credit

- The Saver's Credit represents the first major legislation focused on promoting tax-qualified retirement savings among low- to moderate-income workers.
- It was established by the Economic Growth and Tax Reconciliation Relief Act of 2001 and made permanent by the Pension Protection Act of 2006, both laws resulting from bipartisan collaborations to improve retirement security.
- Also referred to as the Retirement Savings Contributions Credit by the IRS, the Saver's Credit is a nonrefundable tax credit above and beyond the tax-favored treatment of retirement accounts.
- More than 20 years after its establishment, the Saver's Credit has enjoyed limited success. It likely could have been even more successful with more robust promotion and greater attention to implementation-related details.
- The SECURE 2.0 Act of 2022 replaces the Saver's Credit with a new Saver's Match in 2027, a government matching contribution for lower income retirement savers who meet its eligibility requirements.
- This presentation discusses the experiences of the Saver's Credit that can help inform the implementation of the Saver's Match.


## A High-Level Comparison: Saver's Credit Versus Saver's Match

|  | Saver's Credit (2002 to 2026) | Saver's Match (2027 and Beyond) |
| :---: | :---: | :---: |
| Description | - A non-refundable tax credit for low to moderateincome retirement savers for contributions of up to a maximum $\$ 2,000$ ( $\$ 4,000$ married filing jointly) <br> - Maximum credit available is $\$ 1,000$ ( $\$ 2,000$ married filing jointly) <br> - Credit amount is calculated based on tiered credit rate structure (i.e., $50 \%, 20 \%, 10 \%, 0 \%$ ) and a tax filer's AGI <br> - Credit reduces a tax filer's tax liability <br> - Tax filer must have a tax liability | - A government matching contribution for low- to moderate-income retirements savers who make contributions up to a maximum of $\$ 2,000(\$ 4,000$ married filing jointly) <br> - Maximum match available is $\$ 1,000$ ( $\$ 2,000$ married filing jointly) <br> - Match amount is a straight $50 \%$ up to a threshold MAGI and then phases out to a phaseout amount <br> - Match must generally be received in an IRA or retirement plan <br> - Tax filer is eligible regardless of tax liability |
| Eligible Contributions | - Contributions to a traditional or Roth IRA <br> - Salary reduction contributions to a 401(k), 403(b), governmental 457(b), or similar plans <br> - Contributions to an ABLE account by the designated beneficiary | - No Roth contributions <br> - Contributions to a traditional IRA <br> - Salary reduction contributions to a 401(k), 403(b), governmental 457(b), or similar plans <br> - No ABLE account contributions |
| Income Eligibility Requirements | - In 2023, the maximum AGI to be eligible is $\$ 36,500$ (single), \$73,000 (married filing jointly). To receive the full $50 \%$ credit, the maximum AGI is $\$ 21,750$ (single), \$43,500 (married filing jointly) | - Beginning in 2027, the maximum MAGI to receive the full $50 \%$ match is $\$ 41,000$ for joint filers. The MAGI then phases out to the "phaseout amount" of $\$ 30,000$ (equaling $\$ 71,000$ total MAGI). The MAGI limits for single filers are $1 / 2$ of those of married filing jointly. |
| Other Eligibility Requirements | - Must be age 18 or older <br> - Not a full-time student <br> - Cannot be claimed as a dependent on another person's tax return | - Must be age 18 or older <br> - Not a full-time student <br> - Cannot be claimed as a dependent on another person's tax return |

Historical Take-Up Rates of the Saver's Credit


## Workers' Awareness of the Saver's Credit (Yes \%)



Workers' Awareness of the Saver's Credit (Yes \%)



## $53 \%$ of workers who are offered a 401(k) or similar plan are aware of the Saver's Credit, compared with <br> $37 \%$ who are not offered such a plan.

Workers Who Are Offered a 401(k) or Similar Plan By Employer (\%)


## Workers' Total Household Retirement Savings (Estimated Medians)



## Employers' Awareness of the Saver's Credit and Efforts to Promote It (\%)



## Getting Ready for the Saver's Match

## Promoting and Raising Awareness of the Saver's Match

- Everyone must play a role in promoting the Saver's Match including policymakers, media, financial services industry, employers, and individuals. A collective effort is needed to maximize impact and ensure success.
- Produce promotional materials and educational content in multiple languages and distribute them through a variety of channels to reach the diverse U.S. population.
- Encourage employers to promote the Saver's Match among their employees.


## Critical Success Factors for Implementation of the Saver's Match

- Ensure the administrative and recordkeeping requirements are as simple and easy as possible for both retirement plan providers and workers saving for retirement.
- Relentlessly strive to expand retirement plan coverage so that all workers have the opportunity to save in the workplace. Workers who are most likely to benefit from the Saver's Match are less likely to be offered a plan.
- Address how to handle current Roth-related disconnects (e.g., state programs, messaging).
- Encourage retirement plan sponsors to amend their plans to accept the Saver's Match.
- Define, implement, and report on a robust set of metrics to measure take-up rates and overall success.


## TRANSAMERICA CENTER <br> FOR RETIREMENT STUDIES

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# Closing the Gender Savings Gap 

Sudipto Banerjee, Ph.D. , T. Rowe Price

WISER Symposium on Financial Solutions for Women
October 4, 2023

## Access to Workplace Retirement Savings Plans

## Retirement Plans are Equally Accessible

Retirement Plan Participation among 21-64 year old wage or salaried workers in the private sector


Source: Author's calculations from the Annual Social and Economic (ASEC) supplement of the Current Population Survey (CPS), 2022. IPUMS CPS, University of Minnesota.
Participation Rate $=$ Share of total private sector workforce (with or without access to a retirement plan) who participate in a retirement plan.

## Some Industries Lag in Female Retirement Plan Participation



Source: Author's calculations from the Annual Social and Economic (ASEC) supplement of the Current Population Survey (CPS), 2022. IPUMS CPS, University of Minnesota.
*PR = Participation Rate $=$ Share of total private sector workforce (with or without access to a retirement plan) who participate in a retirement plan.

## Women More Likely to Participate within any Income Group

Retirement Plan Participation among 21-64 year old wage or salaried workers in the private sector across different income groups


Source: Author's calculations from the Annual Social and Economic (ASEC) supplement of the Current Population Survey (CPS), 2022. IPUMS CPS, University of Minnesota.
*PR = Participation Rate $=$ Share of total private sector workforce (with or without access to a retirement plan) who participate in a retirement plan.

# The Savings Gap in 401(k) Plans Causes \& Consequences 

## How the Savings Gap Compounds



Source: T. Rowe Price Retirement Savings and Spending Study, 2023. See Additional Disclosures for more information.

## The Mental and Financial Toll



Carry Credit Card Balance \& Pay Interest



Source: T. Rowe Price Retirement Savings and Spending Study, 2023. Numbers represent percentage of survey respondents. See Additional Disclosures for more information.
*How would you rate your overall financial stress on a scale of 1-10 (highest stress)? (Top 3 boxes)
**How concerned are you about retirement on a scale of 1-10 (very concerned)? (Top 3 boxes)

## Contributing Factors

Income Discrepancy

Shorter Tenure
Debt - Student Loans


Source: T. Rowe Price Retirement Savings and Spending Study, 2023. See Additional Disclosures for more information.

Moving the Needle

## Women are Less Comfortable Making Investment \& Planning Decisions

Share of participants who are "Very Comfortable" making different financial decisions


[^0]
## Financial Education \& Coaching



Financial Education Can Instill Retirement Confidence Among Pre-retirees


Participants above 50

Source: T. Rowe Price Retirement Savings and Spending Study, 2023. Numbers represent percentage of survey respondents. See Additional Disclosures for more information.

## Some Additional Thoughts

- Age-appropriate default contribution rates
- Financial wellness offerings (in-plan or out-of-plan) - debt management
- Collecting and sharing demographic data for plan participants
- Utilize business resource groups (BRG)


## Thank You

## Additional Disclosures

## Retirement Savings and Spending Study (RSS)

The Retirement Savings and Spending Study is a nationally representative online survey of $401(\mathrm{k})$ plan participants and retirees. The survey has been fielded annually since 2014.

The 2022 survey was conducted between June 24 and July 22, 2022. It included 3,895 401(k) participants, full-time or part-time workers who never retired, currently age 18 or older, and either contributing to a $401(\mathrm{k})$ plan or eligible to contribute and have a balance of $\$ 1,000+$. The survey also included 1,136 retirees who have retired with a Rollover IRA or left-in-plan $401(\mathrm{k})$ balance.

The 2023 survey was conducted between July 24 and August 13, 2023. It included 3,041 401 (k) participants, full-time or part-time workers who never retired, currently age 18 or older, and either contributing to a $401(\mathrm{k})$ plan or eligible to contribute and have a balance of $\$ 1,000+$. The survey also included 1,176 retirees who have retired with a Rollover IRA or left-in-plan $401(\mathrm{k})$ balance.

NMG Consulting conducts RSS on behalf of T. Rowe Price.
Note: Participants in the survey self-identified their gender. For the purposes of this research, we use the term woman to refer to an adult who lives and identifies as a female and the term man to refer to an adult who lives and identifies as a male.

## Important Information

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## Women \＆Retirement： Improving the Pathways Forward Annual Women＇s Retirement Symposium <br> October 4， 2023 （⿴囗玉 Washington，DC

This event is made possible with support from：
ACLI
Nelson Mullins
WISER＇s Advisory Council
WISER acknowledges the U．S．Administration on Aging for its support of the National Resource Center on Women \＆Retirement．


## October 4, 2023

## Panel II: Research Why are women worried?

Michael Kreps

OLDER WORKERS
Retirement Account Disparities Have Increased by Income and Persisted by Race Over Time

1. How the distribution of retirement account balances among older households by income changed over time
2. Factors associated with the distribution of retirement account balances among older households by income
3. How selected strategies meant to increase retirement savings affect high-, middle-, and low-income workers

## Estimated Retirement Account Balances for Households Age 51-64 with a Balance, by Income

```
|lowest \
MMiddle M 2007 \
Highest 2007 品 333;000--
income quintile 2019 605;000-_, &
    O 100,000 200,000 300,000 400,000 500,000 600,000
    Median retirement account balance (in 2022 dollars)
Source: GAO analysis of Survey of Consumer Finances data. | GAO-23-105342
```

Racial Disparities in the Percentage of Households with Retirement Account Balances and Median Balances Persisted from 2007 through 2019

The share of older White households with a retirement account balance was significantly greater than the share of households of all other races from 2007 through 2019. ${ }^{26}$ For example, about 63 percent of White households had a retirement account balance in 2019 compared to about 41 percent of households of all other races than White. For Black or African American households in particular, there was a significant decline from 50 percent with a retirement account balance in 2007 to 35 percent in 2016 (see fig. 5). ${ }^{27}$

Racial Differences in Rates of Defined Contribution Retirement Account Ownership


Racial Differences in Median Values of Defined Contribution Retirement Account Wealth


## What Affects Retirement Savings?

- Higher incomes
- $10 \%$ higher income, $7 \%$ larger account
- Longer job tenures
- $10+$ years, $37 \%$ larger account
- More education
- "Some college" or more, 63\% larger accounts
- Access to a retirement plan
- $86 \%$ participation rate (vs $15 \%$ with IRA)
- Employer match
- $22 \%$ increase in participation
- $3.5 \%$ increase in contributions

Kids
2+ kids, 40\% smaller accounts
Divorce

- Time out of workforce
- Black workers 2x more likely to be unemployed
- Spousal, other caregiving

Cash-outs

- More common for lower income workers
- Suboptimal investments (allocation and fees)


## But is this telling the whole story?

- Do income differences explain racial, gender inequity or do cultural, societal factors play a role?
- Answer critically important for policy solutions
- Collaborative for Equitable Retirement Savings (Aspen FSP, DCIIA, Morningstar)


## GRCOM LAW GROUP

## Policy Options

What's the right tool for the job?

Plan Changes
Automatic Enrollment
Automatic Escalation
More Effective Matches

Systemic Changes
Expanding Access
Automatic Portability

Financial Incentives
Tax Incentives
Savers Credit, Match
Plan Sponsorship

Other Programs
Social Security
Medicare/Medicaid
Paid Leave

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## About the survey

The BlackRock Read on Retirement™ survey provides insights from aresearch study of large defined contribution plan sponsors, workplace savers, independent savers and retirees in the U.S. executed by Escalent, Inc., an independent research company. All respondents were interviewed using an online survey fielded March 21-May 24, 2023.

BlackRock.com/ReadonRetirement


## 465

## Plan sponsors

Plans had at least \$300 million in assets, with $26 \%$ of respondents serving in benefits or HR roles, and the rest in finance, investment or business management for their organizations.

## 1,319 Independent savers

Independent savers were employed full-time with at least $\$ 5,000$ in assets set aside for retirementand no access to aworkplace retirement plan. 53\% use an IRA, and $26 \%$ use afullservice taxable brokerage accountto save.

## 1,339

Workplace savers
Workplace savers
(participants) wereemployed full-time and participating in their employer's 401 (k) or 403(b) plan, with atleast $\$ 5,000$ in assets in their current account. The gender breakdown of the sample is $53 \%$ male and $47 \%$ female.

## 304

Retirees

Retirees were retired at least 10 years. Many previously enrolled in a 401 (k) or $403(\mathrm{~b})$ plan, and some have stayed in plan after retirement. $45 \%$ also had access to a defined benefit/pension plan through anemployer.

## Confidence at record lows

Workplace savers on track toretire with the lifestyle theywant

## 68\%

2021
2022


## Gen $\mathbf{Z}$ and women hit hardest

| $13 \%$ | $12 \%$ |
| :---: | :---: |
| $10 \%$ | $10 \%$ |
| 2022 | 2023 |

## A brightspot

## What's driving the confidence gap?

## Top concerns

1 Not saving enough
2 Don't know how much retirement income they'll need / how to make it last

The gender retirement savings gap

Hypothetical 401 (k) balance bygender


## Aneed for retirement income

Only about 1 in 5 workplace savers are very confident they will have enough money to last through retirement.


## Top 3 things

Workplace savers wantto know...

1 What their nest egg will be
2 How much they can spend eachyear in retirement

3 How long their savings will last

## A holistic approach to retirement income

## 3 levers

The average 65-year-old American can pull

1 Adding guaranteed income
2 Adjusting assetallocation
3 Changing Social Security strategy

## Important information

Investing involves risk, including possible loss of principal.

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## Defined Contribution

Institutional Investment Association

WISER's Annual Women's Retirement Symposium
Lightning Round:
Identifying Pathways Forward \&
Finding Solutions

## Two Solutions in Progress

1) ACCESS: State Auto-IRA Programs
2) PARTICIPATION: Collaborative for Equitable Retirement Savings (CFERS)

## State of the State Programs



Auto-IRA,
Active (7)
Auto-IRA, Pre-launch (8)
$\square$ Other Model,
Active (2)
$\square$ Other Model, Pre-launch (2)

## Design: Largely Consistent in Auto-IRA States

- Employer Mandate
- Size threshold typically 5+ employees (varies from 1 to 25)
- Non-compliance penalty structure varies
- Automatic Enrollment
- Default contribution rate typically $5 \%$
- Default Auto-escalation typically 1 pp/year to 8-10\%
- Simple Investment Option Menu (3-5 options)
- Default: Target Date Funds
- Governance
- Typically governed by public board chaired by State Treasurer
- Public Private Partnerships


## Impact: The First 6* States

- In-Programs
- Employers registered: 175,000
- Employee participation rates avg. ~65\%
- Avg. monthly contribution: \$150-180
- Avg. salary of participants: \$30-40k
- Assets: \$1B
- Savers: 750,000
- $98 \%+$ of participants accept annual automatic escalation
- Market-wide
- Mandates are driving growth in new 401(k) plan formation
- Provider leveraging mandates for marketing and product innovation
- In CA alone: 113,000 employers exempted AFTER known 5500 filers screened out
- Compared to 118,000 registered employers
- Studies (Pew) of 5500's show significant jumps in new plans with State deadlines


## Women a Majority of Uncovered Pool, But Data Lacking on Participants

- Women over represented in the dominant mandated industries (hospitality, food service, retail)
- California Case: pre-program market study showed $58 \%$ of workers expected to gain access were women
- Programs currently lack gender \& race data on participants;
- Efforts in development to obtain voluntarily self-reported data but methodology issues arise
- Questions to explore:
- Access: Are women and people of color disproportionately affected by non-compliant employers?
- Participation: Do women and people of color exhibit different participation patterns (opt-out, contribution rates, withdrawals, multiple jobs, etc.)?


## Looking Ahead / Success Drivers

- More Enforcement Action $\rightarrow$ faster growth expected following improved employer compliance
- Multi-state partnerships (all eyes on Colorado!)
- Will partnerships yield savings? Accruing to whom? Accelerate small state legislative action?
- Enhanced Savers Match from SECURE 2.0: planning for implementation
- Efforts to gather meaningful gender and race information
- Opportunity for more competition among private sector partners, driven by:
- Next wave of states; Original states with upcoming contract decisions; scale established
- Technology enhancements; payroll APIs v2
- Evolving fees / payment structures
- States' responses next time a federal mandate is introduced


## Collaborative for Equitable Retirement Savings (CFERS)

- Common assumption: Income disparities drive differences in account balances across gender \& race
- Is that true? Insufficient data; data on gender/race is housed separately from retirement data
- Answer could affect plan design and engagement strategies
- CFERS is focused on measuring the gaps and exploring solutions to help make the system more equitable
- Collecting anonymized data from plan sponsors
- In return, employers get in-depth analytics on their workforce at no cost
- Aggregated results to be released publicly


## Collaborative for Equitable Retirement Savings (CFERS)

Preliminary findings: There are significant differences by gender and race, even when controlling for income, age, and tenure

- Half million people in dataset so far
- First report forthcoming Q1 2024 (ongoing phases)


## Our call to action

- Plan sponsors: Add your de-identified information to the universal dataset and receive your own private, customized and detailed comparative plan analysis on your own workforce.
- Recordkeepers, advisers, consultants and other service providers: Introduce your clients to this opportunity. Consider how you can use this forthcoming data to build recommendations to strengthen benefit offerings and support dynamic workforces.



## Defined Contribution

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## What Women Say ${ }^{\text {™ }}$ : Insights and Policy Solutions for Lifelong Financial Security

October 2023

Support for government programs designed to help women achieve a secure retirement is very strong across demographic and party lines.

Next, we are going to review some things the federal government ${ }^{\text {© }}$ could do to help people with planning and saving for retirement.

These proposed items would be new programs or offerings, would likely have a cost associated with them and may require new federal government spending or reductions in spending on other federal programs in order to pay for them.

## Of 13 proposed policies tested, 8 received over $90 \%$ total support

| Ranked by \% Total Support | \% Strongly Support | \% Total Support |
| :---: | :---: | :---: |
| Make the cost-of-living adjustment for Social Security benefits more accurately reflect the costs of housing and health care | $67 \%$ | $94 \%$ |
| Provide a tax break to family caregivers to help cover the out-of-pocket costs of providing care to a seriously ill, disabled, or elderly loved one | $57 \%$ | $94 \%$ |
| Raise the minimum benefit provided by Social Security to above the federal poverty level | $59 \%$ | $92 \%$ |
| Improve access to the federal Supplemental Security Income (SSI) program that pays monthly benefits to people with limited income and resources who are disabled, blind, or age 65 or older | 55\% | $920$ |
| Provide free educational programs to middle-aged and older adults on how to save for retirement and make the most of their Social Security benefits | $54 \%$ | $91 \%$ |
| Create a new government provided retirement plan that would allow workers whose employers do not currently provide a retirement plan to set aside their savings tax-free until they retire and start withdrawing funds from the account | $52 \%$ | $910$ |
| Provide government assistance to lower income older adults to help pay for basic needs, such as food, housing, and transportation | $57 \%$ | $90 \%$ |
| Create a new government program that provides up to 12 weeks of paid leave to workers who need to leave work to care for a seriously ill family member | $52 \%$ | $90 \%$ |

# Majorities of women ages 25+ across party affiliation support the 6 Social Security policies tested 

| Ranked by \% Total Support - All Women Ages 25+ | All Women Ages 25+ | Republicans (35\%) | Independents (21\%) | Democrats (44\%) |
| :---: | :---: | :---: | :---: | :---: |
| Make the cost-of-living adjustment for Social Security benefits more accurately reflect the costs of housing and health care | $94 \%$ | 95\% | $92 \%$ | $95 \%$ |
| Raise the minimum benefit provided by Social Security to above the federal poverty level | $92 \%$ | $90 \%$ | $910$ | $94 \%$ |
| Provide free educational programs to middle-aged and older adults on how to save for retirement and make the most of their Social Security benefits | $91 \%$ | $87 \%$ | $91 \%$ | $95 \%$ |
| Provide an increase in Social Security benefits to lower income individuals ages 85 and older | $88 \%$ | $84 \%$ | $87 \%$ | $910$ |
| Allow people to continue earning Social Security credit if they are stay at home parents, raising children, or unable to work while caring for a seriously ill, disabled, or elderly loved one | $84 \%$ | $79 \%$ | $80 \%$ | $910 / 0$ |
| Lower the current 10-year marriage requirement to be eligible for spouse and survivor Social Security benefits | $75 \%$ | $6 \% \%$ | $75 \%$ | $82 \%$ |

Significant majorities of women ages 25+ across party affiliation support the 7 non-Social Security policies tested.

| Ranked by \% Total Support - All Women Ages 25+ | All Women Ages 25+ | Republicans (35\%) | $\begin{array}{\|c\|} \hline \text { Independents } \\ (21 \%) \\ \hline \end{array}$ | $\begin{gathered} \text { Democrats } \\ (44 \%) \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Provide a tax break to family caregivers to help cover the out-ofpocket costs of providing care to a seriously ill, disabled, or elderly loved one | 94\% | 94\% | $93 \%$ | 94\% |
| Improve access to the federal Supplemental Security Income (SSI) program that pays monthly benefits to people with limited income and resources who are disabled, blind, or age 65 or older | $92 \%$ | 89\% | 92\% | 94\% |
| Create a new government provided retirement plan that would allow workers whose employers do not currently provide a retirement plan to set aside their savings tax-free until they retire and start withdrawing funds from the account | $91 \%$ | $88 \%$ | 91\% | 93\% |
| Provide government assistance to lower income older adults to help pay for basic needs, such as food, housing, and transportation | $90 \%$ | 87\% | 88\% | 93\% |
| Create a new government program that provides up to 12 weeks of paid leave to workers who need to leave work to care for a seriously ill family member | $90 \%$ | $86 \%$ | 92\% | 93\% |
| Create a new government program to pay for some long-term care costs, including for nursing home and home care | $89 \%$ | 84\% | 89\% | 93\% |
| Reduce or eliminate the requirements that limit the amount of savings or assets that older adults are allowed to have in order to qualify for government low-income benefits | $86 \%$ | $83 \%$ | $84 \%$ | $89 \%$ |

## Contact

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## Retirement Bill of Rights

- TIAA



Almost half of private-sector workers lack access to an employer-sponsored retirement plan, including:

- $64 \%$ of Hispanic workers
- 53\% of Black workers
- $78 \%$ of workers at firms with fewer than 10 employees


Social Security beneficiaries
are projected to face a $20 \%$ across-the-board benefit cut by $2033 .{ }^{3}$


Women retire with $30 \%$ less income than men. ${ }^{\text { }}$


Traditional defined benefit plans, which provide retirees an income stream for life, are disappearing fast - 70\% of retirement plan participants had one in 1975 compared to only $12 \%$ today.

## Retirement Bill of Rights

It's time for a Retirement Bill of Rights because every American worker should have the ability to retire with dignity.

## 1

Every worker in America has the right to save for and achieve a financially secure retirement.

## 3

Every worker deserves clear information that allows them to compare saving and income options, make informed choices, and meet their retirement goals.

## 2

Every worker should have access to low-cost investment options that help provide ample income for a dignified retirement.

4
The public and private sectors share responsibility for helping every worker access retirement income that will last the rest of their lives.

## We're making progress. <br> But the way forward demands bold, urgent change.

THE PATH FORWARD:

A coalition of champions

Workers, employers and policymakers must join forces to help everyone achieve a financially secure retirement.

Workers must prepare for their own futures

Workers should enroll in their employer's plan and make sure they're contributing enough to get their matching contribution or save through an IRA if they don't have a workplace option.

Employers should help their workers save forand thrive-in retirement

Employers should make it easy for employees to enrol and increase their savings and offer in-plan options to provide retirement income for life.

Policy makers should help close the access and lifetime income gaps

Policymakers should help people who don't have access
to a workplace plan save for
retirement and help improve
everyone's ability to convert savings into guaranteed
lifetime income

## Thank you

- TIAA


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# Financial Fraud: Finding Pathways and Policy Solutions 

WISER Symposium<br>October 4,2023<br>Bob Blancato<br>Bob@elderjusticecoalition.com



- Nonpartisan coalition with 3,000 members
- The national voice advocating for the prevention of elder abuse, neglect and exploitation


## Who We Are

- We are observing our 20th anniversary. The Elder Justice Coalition was founded to coincide with the introduction of the original Elder Justice Act in Congress in February 2003.
- WISER has been a long time and important member of EJC.


## Elder Abuse Facts

The Justice Department estimates that one in ten persons over age 60 are victims of elder abuse.

In a 2020 report, 70\% of APS victims and clients are age 60 or older.

In 2022, adults 60 and over reported 88,000 complaints to the FBl's Internet Crime Complaint Center, with a total loss of $\$ 3.1$ billion-an $84 \%$ increase in losses from 2021.

| APS Reports by Age | Percentage of Financial <br> Exploitation Cases (2020) |
| :--- | :--- |
| $60-69$ | $19.7 \%$ |
| $70-74$ | $16.5 \%$ |
| $75-84$ | $31 \%$ |
| 85 and older | $19.4 \%$ |

Women make up at least $65 \%$ of total elder abuse victims.

Older women are more likely to be the victims of all categories of abuse.

The average victim of elder abuse are women ages $75-80$ who live alone. The Census Bureau states 46 percent of women 75 and older live alone.

## There are more older women than men

## Why Women Are More Likely to Be Victims of Financial Fraud

- In 2020, the population of adults $65+$ was 30.8 million women and 24.8 million men or 124 women for every 100 men.


## Older women are more likely than men to live alone

- People who live alone are more likely to be victims of financial scammers.
- Widows accounted for $30 \%$ of all older women in 2021.
- In 2021, 10.1 million women lived alone compared to 5.2 million men.


## Older women are more likely to live in poverty

- Older Americans in poverty are more likely to be victims of financial fraud and scams because they often do not have the safeguard around their money that more wealthy individuals do.
- In 2022, over 8 million older Americans were living in poverty.
- In 2020, older men had a median income overall of $\$ 35,808$ compared to \$21, 245 for women.

Sources:
WISER Women and Financial Fraud \& Abuse Fact Sheet
2021 Profile of Older Americans

One of the most harmful retirement decisions a person can make even totally inadvertently is to fall victim for a scam giving away valuable personal and financial information and then lose one's life savings for retirement.

84-year-old woman who lost life savings to scammer thought she was 'helping the government'

Calgary woman swindled out of nearly $\$ 500 \mathrm{~K}$ in online dating scam
'I feel so stupid': senior scammed out of half her life savings through government impersonation

[^1]
## Our Current Work

- Advocating to avoid cuts to the Victims of Crime Act (VOCA) grant, which are essential in providing services to victims of elder abuse.
- VOCA grants are facing an alarming $40 \%$ reduction compared to FY23.
- EJC sent a funding request to prevent cuts and advocate for $\$ 1.9$ billion for FY24
- Advocating for \$15 million for APS formula grants for FY24 to combat abuse, neglect, and exploitation of older adults.
- We've partnered with NAPSA to create a messaging campaign that connects you with your members of


## Youre =ssentid bo APS Funding

## Scan our QR code to connect with your Senators

 and Representatives to help secure funding for APS

## Progress in Elder Justice Legislation

- Rep. Wagner's (R-MO) Financial Exploitation Prevention Act of 2023 (H.R. 500)
- passed the House and has 13 cosponsors.
- Addresses new but concerning issue in elder financial abuse-the redemption of securities and the provisions in this bill can prevent financial abuse in this area.
- The Elder Justice Reauthorization and Modernization of 2023 (H.R.2718/S.1198)
- Introduced by Sens. Wyden (D-OR) and Casey (D-PA) and Reps. Neal (DMA) and Bonamici (D-OR)
- The House bill has 17 cosponsors and the Senate bill has 1
- Rep. Sanchez's (D-CA) Protecting Our Widows and Widowers in Retirement Act of 2023 (H.R.3926)
- has 6 cosponsors.
- Amends Title II of the SSA to improve social security benefits for widows and widowers in two income households.
- Rep. Cartwright's (D-PA) Senior Legal Hotline Act of 2023 (H.R.4153)
- has 20 bipartisan cosponsors.
- This would create a grant to support organizations that operate senior legal hotlines for older adults facing scams.


## Progress in Elder Justice

- The work of the Elder Justice Coordinating Council (EJCC) continues now with 14 different federal agencies involved.
- The Department of Health and Human Services and the Administration for Community Living are proposing regulations for Adult Protective Services and the EJA.
- These proposals aim to improve the response to APS cases ensuring consistent standards across states.
- The Senate Special Committee on Aging has an Aging Fraud Hotline open on weekdays from 9am-5pm ET.
- The Social Security Administration has ongoing training for its 64,000 staffers in the field to protect against financial abuse.
- The Consumer Financial Protection Bureau (CFPB) helps state and local organizations develop Elder Fraud Prevention and Response Networks and provides resources for older adults and caregivers.
- The Department of Justice and the Federal Trade Commission have elder justice coordinators.


## The Road Ahead

- Significant roadblock to elder justice is the challenge of funding for the Elder Justice Act, which was established as part of the ACA in 2010
- Pandemic shed urgency of the issue that highlighted crucial need for funding
- This funding isn't just an expenditure, but an investment in the safety and dignity for older population.
- We must urge Congress to pass the Elder Justice Reauthorization Modernization Act (EJRMA)


## Resources

- Elder Justice Coalition: https://elderjusticecoalition.com/
- Sign up for our updates!
- Women's Institute for a Secure Retirement: https://wiserwomen.org/
- Eldercare Locator: https://eldercare.acl.gov/Public/Index.aspx
- Aging Fraud Hotline: 1-855-303-9470
or https://www.aging.senate.gov/fraud-hotline
- Request APS FY24 funding: https://bit.ly/fundAPS2024


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[^0]:    Source: T. Rowe Price Retirement Savings and Spending Study, 2022. See Additional Disclosures for more information.

[^1]:    The 70 -year-old woman said a man, pretending to be with the FBI, called her and convinced her to wire him half her life savings

