

2026 Study of Wealthy Americans

This year's study offers new insights on key wealth trends and a closer look at younger and ultra-high-net-worth investors



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Investment products:

Are Not FDIC Insured	Are Not Bank Guaranteed	May Lose Value
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Executive summary

Despite geopolitical tensions, recurring bouts of market volatility and uncertainty about the path of interest rates, equity markets have delivered strong returns over the past year and economic growth has been relatively stable. While just 28% of wealthy Americans believe the outlook for the U.S. economy is very good or excellent, nearly 80% report feeling financially secure today. Against this backdrop, the 2026 survey results tell thematic stories shaped by key findings about generations, wealth segments and asset classes.

Throughout the report, we organize the survey data by participants' age and wealth level to identify key trends. For the purposes of the study, younger investors aged 21-45 are referred to as Generation Z/Millennials; investors aged 46-61 are Generation X; and investors aged 62 and up are identified as the Boomer/Silent Generation.

Younger investors take center stage

As the great wealth transfer sees assets pass to younger generations, Generation Z and Millennials are better represented in the 2026 study than ever before. Wealthy individuals in this age group are pursuing their own legacies and focusing on innovation in their wealth strategies. From investment choices to philanthropic priorities, this generation is making its mark.

The expansion of alternatives

Traditional stocks and bonds remain the foundation of wealthy Americans' portfolios, accounting for 73% of assets on average, but certain alternative investments—particularly real estate—are cited as top growth opportunities. Younger and wealthier investors continue to drive interest in alternatives, and cryptocurrencies are well represented in the portfolios of Generation Z/Millennials and growing among Generation X investors.



Executive Summary

The profile of ultra-high-net-worth investors

Investors with at least \$25 million in assets take a structurally different approach to wealth management, leaning more heavily than other wealth segments on private markets, multi-advisor teams and private banks. They also have a stronger presence in the art-collecting community and are actively acquiring valuable works.

The strategic use of credit

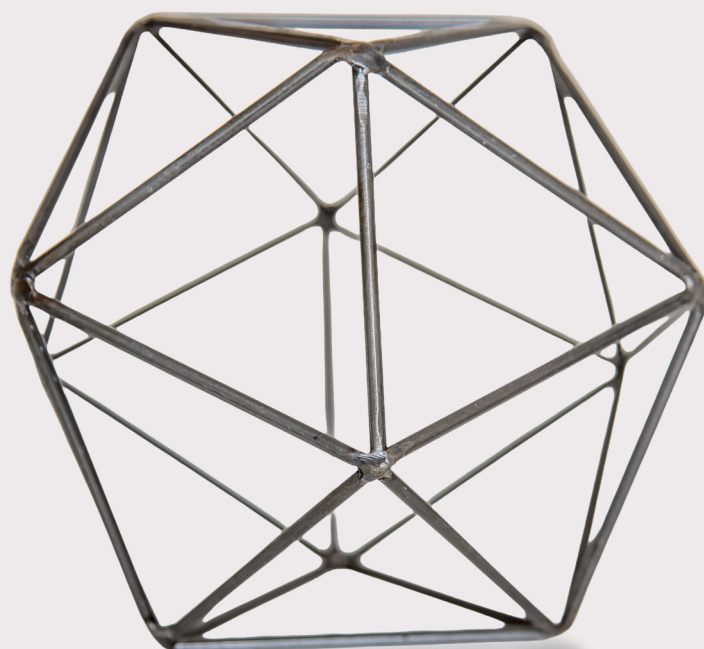
Most wealthy Americans rarely use credit, with 80% avoiding it or using it only when necessary. UHNW investors are an exception, with more than half taking on debt to capitalize on opportunities. If interest rates stabilize and potentially decline, UHNW investors are more likely to take action than other wealth segments.

Business owners and legacies

One-third of wealthy individuals own or have owned a business, and most regard these companies as instrumental to their personal financial success. The percentage of inherited businesses has nearly doubled since 2024, and we examine the attitudes unique to this group of business owners. Looking ahead, half of business owners plan to exit their company in the next 10 years while approximately one-quarter have no plans to exit at any point—a percentage that is higher among owners of inherited businesses.

Building longevity into the wealth plan

Longevity is emerging as a key focus in financial planning today, particularly among wealthy individuals nearing retirement. In its first appearance in the study, longevity planning already ranks as a leading topic of discussion with advisors, and there is an appetite among investors for more of these conversations.



About this research

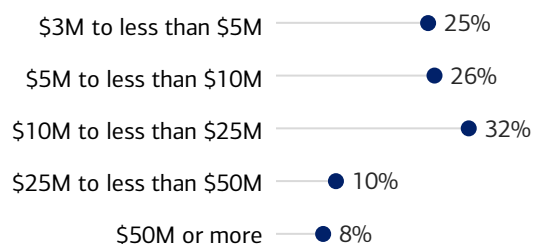
The 2026 *Study of Wealthy Americans* research surveyed 1,431 individuals with at least \$3 million in investable assets and at least 21 years of age. The survey was fielded online between January 8 and February 5, 2026, and is designed to reflect a representative sample of the U.S. population who meet those criteria.

1,431
Respondents

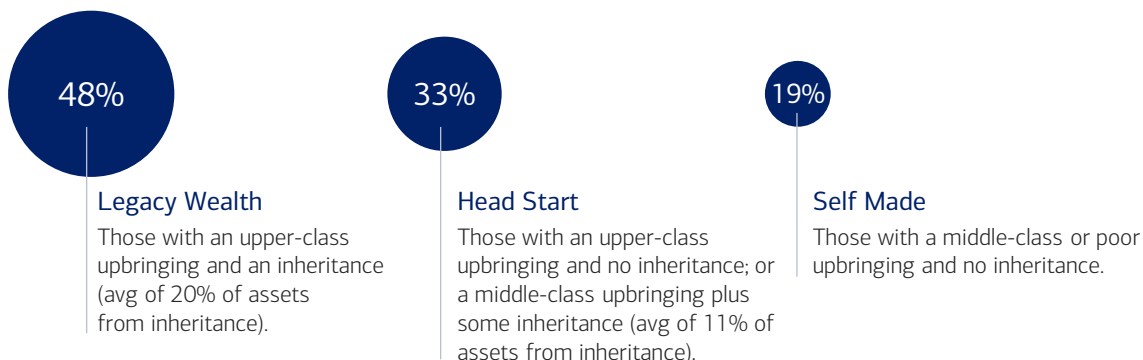
Generation



Household investable assets



Journey to wealth





Younger investors take center stage

As more wealth passes into the hands of Generation Z and Millennials, their unique perspective is reshaping the wealth landscape.

The great wealth transfer is helping drive asset growth among younger generations of Americans who are also in or approaching their peak earning years. This year, the study's population of wealthy Americans includes more Generation Z/Millennial investors than previous iterations, providing insight into these younger age groups. As this younger cohort assumes control of significant assets, their priorities and outlook are shaping their approach to investing and wealth management.

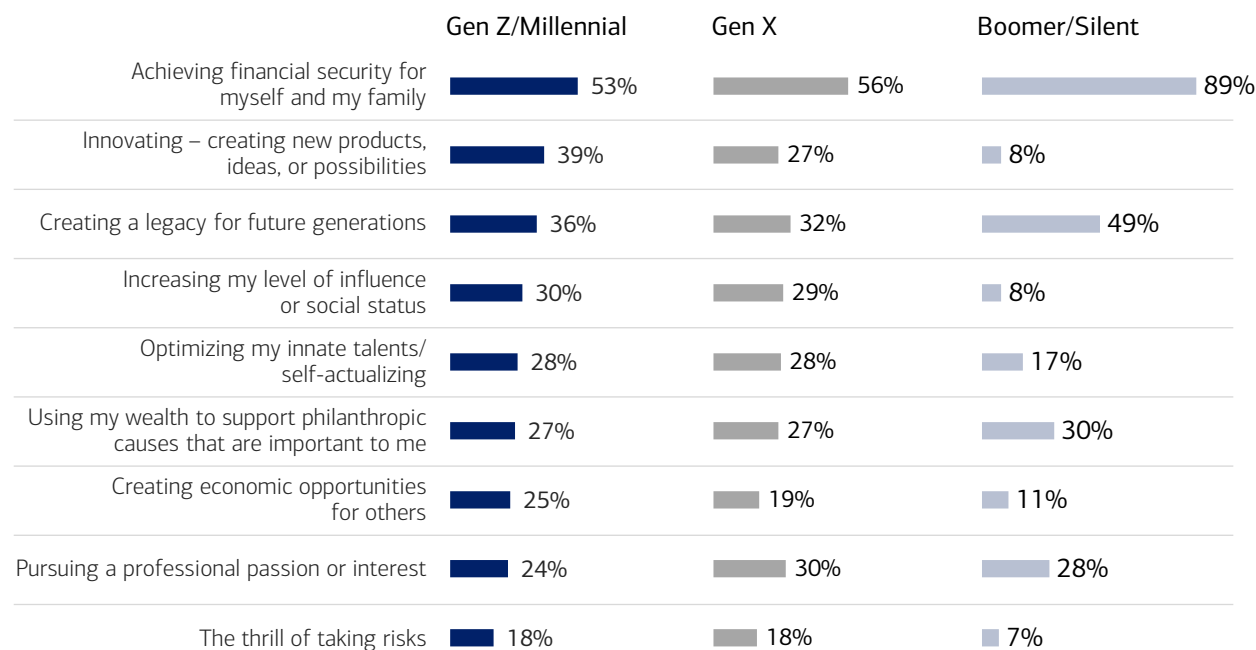
When it comes to their wealth journey, 64% of Generation Z/Millennial investors come from a legacy wealth background, defined as an upper-class upbringing and an average of 20% of assets received through inheritance. Seventy-four percent of this age group receive regular distributions from a trust. In contrast, Generation X and Boomer/Silent Generation investors typically earned a greater percentage of their wealth through income and investments. Younger generations are leveraging their relative advantages, with more than three-quarters self-identifying as wealth creators—individuals who generate significant wealth for themselves and others through innovative, strategic or entrepreneurial activities.

The majority of wealthy Generation Z and Millennial investors come from legacy wealth



Achieving financial security is the top wealth motivation across all generations, including just over half of Generation Z/Millennial investors. They also show clear signs of ambition, finding inspiration in innovation through new products, ideas and possibilities, particularly compared with Generation X and Boomer/Silent Generation investors.

Financial security comes first, but innovation also inspires younger investors



While the majority of Generation Z/Millennial investors report having a moderate-to-conservative risk tolerance, this contrasts with their investment priorities: 70% of this audience prefers higher-return-potential investments, up from 60% in 2024. In their portfolios, younger investors are more likely than older investors to allocate to alternative investments and cryptocurrencies, holding on average nearly as much in these two asset categories (28%) as in stocks (32%). The contrast with the oldest cohort is striking: Boomer/Silent Generation investors hold nearly 58% in stocks and only 3% in alternatives and cryptocurrencies on average.

Younger investors are less risk-averse than they report

Generation Z / Millennial investors:

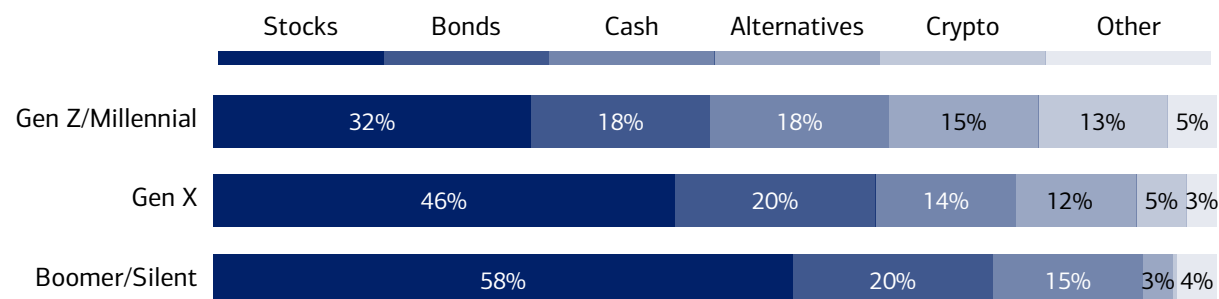
62%

Report a moderate or conservative investment risk tolerance

70%

Prioritize pursuing higher investment returns with higher risk

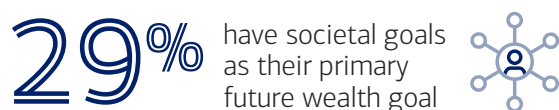
Investment portfolio allocations



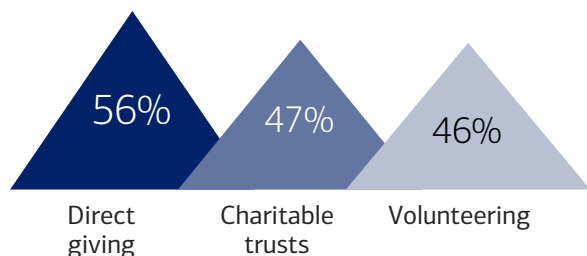
The foundation of generational wealth influences the philanthropic attitudes of Generation Z/Millennial investors as well. This audience prioritizes philanthropic engagement and legacy planning, and a notable portion report that having a positive societal impact is a top wealth goal for their future. This is evident in their active engagement in philanthropic activities, including direct giving, charitable trusts and volunteering. As they mature, however, this age group is still exploring how best to express their philanthropic values, with 87% saying it is important to honor their family's philanthropic legacy and a similar share (86%) saying it is important to establish their own philanthropic identity. Generation Z/Millennials make charitable donations to 12 different causes on average, most often in the areas of basic needs, health care/medical research, disaster relief, K-12 education, and youth or family services. As their philanthropic identity develops further, they may focus more on making fewer, more substantial gifts.

Coming into their own as philanthropists

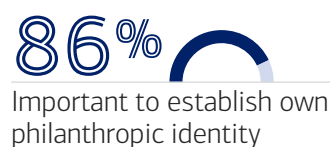
Future wealth goals



Philanthropic activities



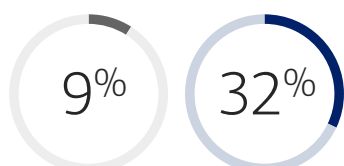
Philanthropic identity



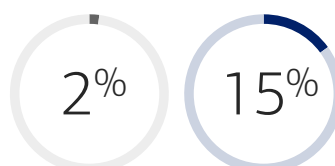
When it comes to wealth planning, Generation Z/Millennial investors are using prenuptial agreements at a significantly higher rate than other generational cohorts, perhaps in response to cultural shifts and the high percentage of this age group with inherited wealth. Among younger investors, 32% already have a prenuptial agreement in place—more than triple the rate of wealthy individuals overall. Another 15% of already-married Generation Z/Millennials plan to implement a postnuptial within the next two years. Typically, younger investors establish prenuptial agreements to protect shared or future assets or protect their own assets, with approximately 21% reporting that they were done at the behest of their parents.

Prenuptial agreements are more common among younger investors

Prenuptial already established among married individuals



Plans to establish prenuptial/postnuptial in next two years among married individuals



■ Total ■ Gen Z/Millennial

Another distinguishing characteristic of younger investors is their comfort level with artificial intelligence (AI). Eighty-six percent of Generation Z/Millennial investors use AI regularly compared with approximately 42% of all wealthy individuals. Despite concerns that AI may provide inaccurate information and contribute to a loss of privacy, approximately nine in 10 younger investors believe it is being used to create good in the world and that it will improve their quality of life. When it comes to wealth management, the majority of people think that AI can improve investment returns and 85% or more of Generation Z/Millennials are comfortable with their advisors leveraging AI for portfolio management and relationship servicing tasks.

Generation Z and Millennial investors support the use artificial intelligence

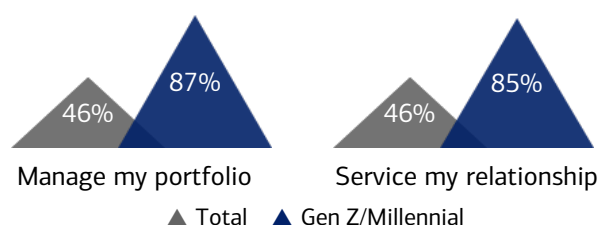
Regular AI use (any purpose)

Top 2 Box – Somewhat/Strongly Agree



Comfort with advisor usage of AI

Top 2 Box – Somewhat/Very Comfortable



General perceptions of AI

Top 2 Box – Somewhat/Strongly Agree

	Total	Gen Z/Millennial
I worry that AI provides incorrect information	81%	71%
AI results in a loss of personal privacy and data protection	74%	75%
AI has the potential to improve my investment returns	60%	88%
AI is being used to create good in the world	59%	91%
I am optimistic that AI will improve my quality of life	54%	88%
It's important that my financial institution uses advanced technology	47%	87%
I am comfortable using AI solutions for my wealth strategy	40%	86%
AI impacts the way I invest or manage my wealth	30%	81%

What is your greatest wealth-planning challenge today?

“Many investment options promise high returns, but it’s hard to separate realistic opportunities from risky ones.”

— Millennial, \$10 million-\$25 million

“Balancing legacy-driven generosity with strategic asset discipline.”

— Millennial, \$25 million+



The expansion of alternative investments

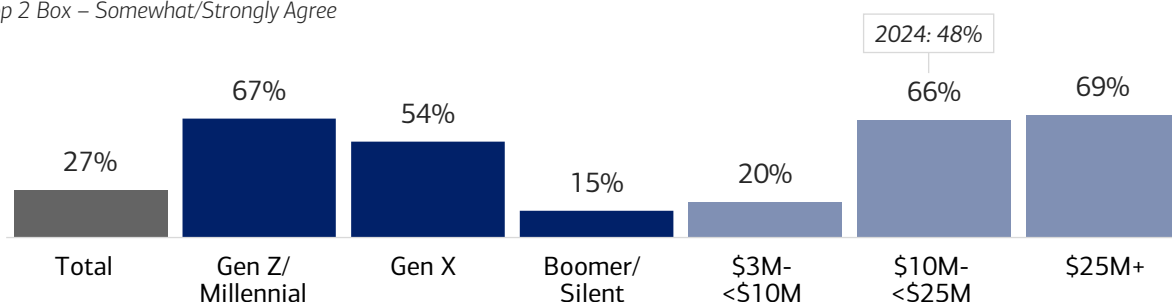
Younger and wealthier investors are maintaining strong engagement with alternatives

Traditional stocks and bonds remain the foundation of wealthy Americans' portfolios, accounting for 73% of assets on average, with domestic and international equities considered top growth opportunities. However, two-thirds of Generation Z/Millennial investors, and more than half of Generation X investors, believe it is not possible to achieve above-average returns by investing solely in traditional assets. The same holds true for investors with \$10 million or more in assets. This perspective is contributing to continued interest in alternative investments.

Wealthy investors are looking outside traditional assets for returns

Investing perception: traditional stocks and bonds alone no longer generate above-average returns

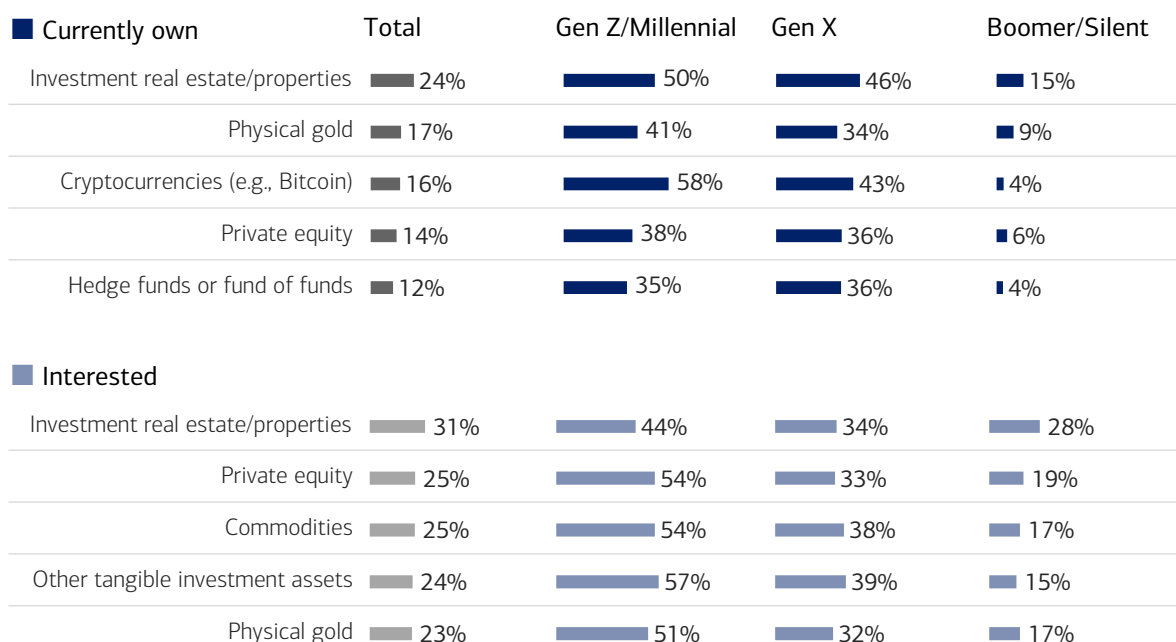
Top 2 Box – Somewhat/Strongly Agree



Total allocations to alternatives, such as real estate, gold, private investments and hedge funds, have remained stable since 2022. However, 88% of Generation Z/Millennials, and more than half of Generation X, say they plan to increase their exposure over the next few years. Younger investors already hold 15% of their portfolios in alternatives on average, while Generation X is at 12%. At the other end of the spectrum, older investors allocate only 3% of their portfolios to alternatives on average, and since 2022 have become less engaged with investment real estate, private equity and private debt. Across generations, real estate is consistently ranked highly in both ownership and interest. Sports teams, franchises and related industries are owned by 18% of investors with \$25 million or more in assets, driven by interest among younger generations.

Despite their relatively brief history, cryptocurrencies have evolved into a mainstream alternative investment, with deep penetration into the portfolios of Generation Z and Millennials. A slightly larger share of investors overall hold cryptocurrency than hold private equity or hedge funds, with Generation Z/Millennials, Generation X and UHNW investors leading the way. Generation Z/Millennial investors view cryptocurrency as the top wealth-creation opportunity today and 58% have already invested in it, with another 34% interested. Generation X, however, is the fastest-growing generation of cryptocurrency investors, with 43% allocating to it today, up from 26% two years ago. Another 18% are interested.

Alternative investment interests



Across generations, portfolio diversification and return potential are the top drivers of interest in alternatives, followed by frequent conversations with advisors about these investments. While older generations are most interested in alternatives for their diversification potential (32%), Generation Z/Millennial investors primarily seek them out to explore investments they are passionate about (45%), an impulse that aligns with this cohort's conviction-led approach to investing. Drivers of cryptocurrency interest are similar to other alternatives, but Generation X investors prioritize cryptocurrency's return potential (47%) while Generation Z/Millennial investors seek it out to pursue their passions (47%) and have fun with their investments (31%).

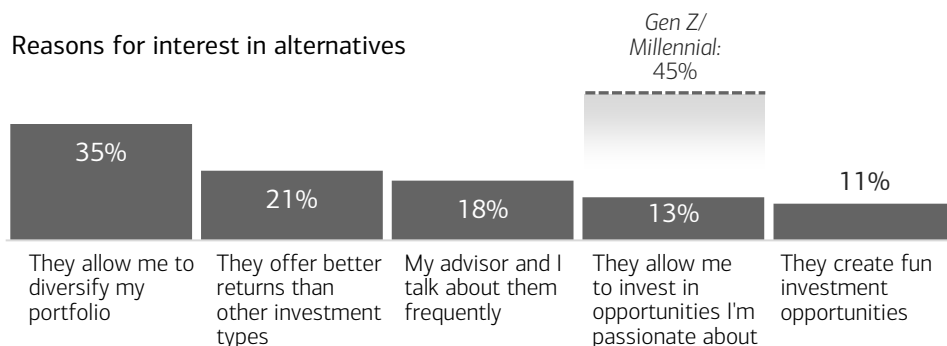
What is your greatest wealth-planning challenge today?

"Maintaining the same high level of returns I've experienced during the past several years, and finding nontraditional investment options to meet these goals."

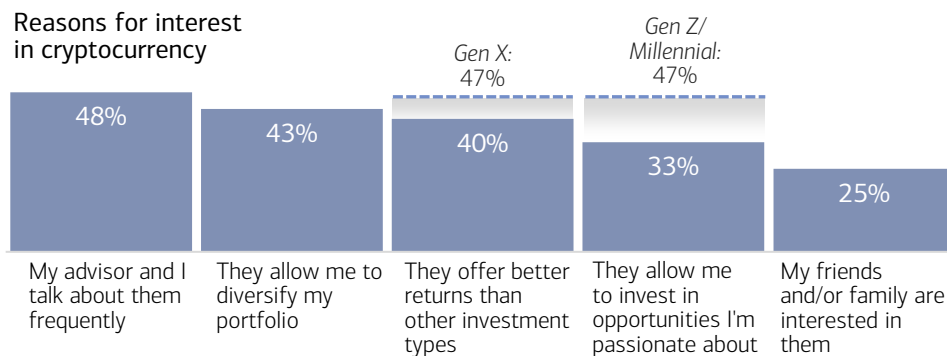
— Generation X, \$10 million-\$25 million

Diversification and performance drive interest in alternatives

Reasons for interest in alternatives



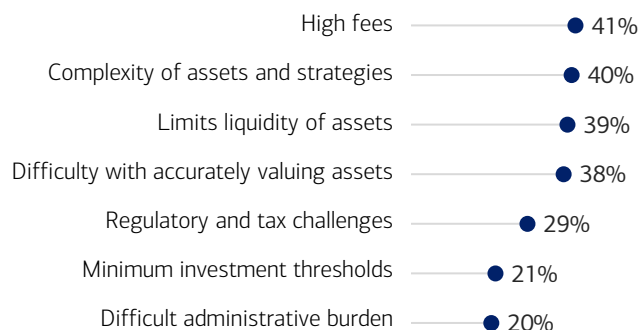
Reasons for interest in cryptocurrency



Despite continued strong interest in alternatives, allocations have remained largely static, with modest gains among Generation X and wealthier investors. Wealthy individuals associate alternatives with notable challenges, including high fees, complexity, illiquidity and valuation difficulties. Generation Z/Millennial investors are less concerned about fees, but are more likely than older investors to cite minimum investment thresholds as a pain point. Older and less affluent investors focus more on liquidity limitations, complexity and fees. Investors with \$50 million or more in assets note the administrative burden of alternatives as a challenge. Twenty-two percent of these investors currently work with a family office, perhaps in part to gain access to administrative support for portfolios holding complex assets such as alternatives.

Fees and complexity lead alternative investment challenges

Alternative investment challenges





Profile of ultra-high-net-worth investors

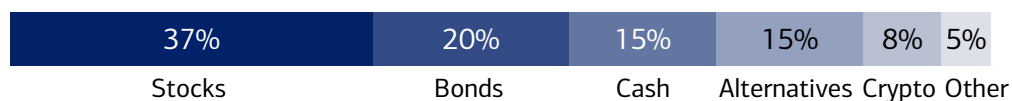
Individuals with \$25 million or more in assets exhibit unique investing behaviors and concerns

Ultra-high-net-worth (UHNW) investors in the study, defined as those with at least \$25 million in investable assets, take a distinct approach to investing and managing wealth. With higher allocations to private-market investments than other wealthy investors and supported by multi-disciplinary advisory teams, UHNW investors often adopt wealth management practices that resemble those of institutional investors.

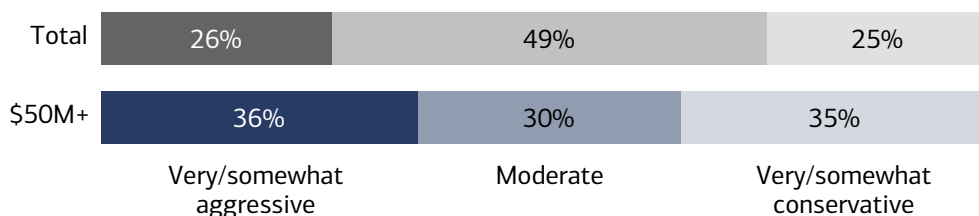
UHNW portfolios look structurally different than those of other high-net-worth individuals, with fewer stocks and more alternative investments on average than the general study population. Cryptocurrency allocations average 8%, down from 13% in 2022. At the \$50 million-plus level, UHNW investors appear to have more pronounced risk preferences, with higher percentages at both ends of the risk tolerance spectrum.

UHNW investors allocate less to stocks than other wealthy investors

\$25M+ portfolio allocation



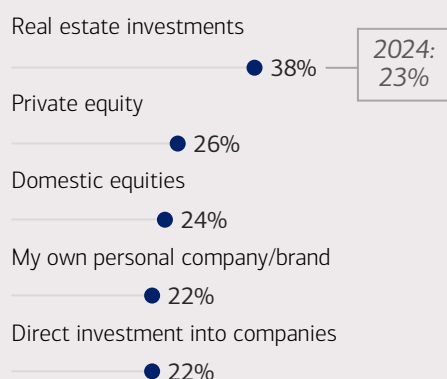
Investment risk tolerance



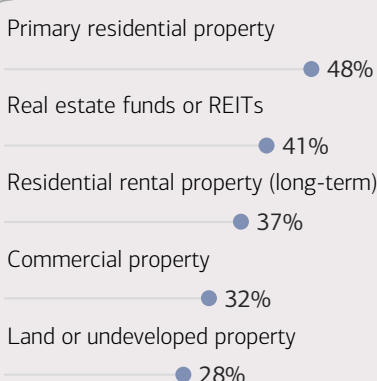
By a healthy margin, UHNW investors identify investment real estate as their top growth opportunity (38%), up sharply from 2024 (23%). Private equity (26%) and domestic equities (24%) follow. UHNW investors aged 46 or older favor domestic equities more, with 33% identifying them as a top investment opportunity. UHNW individuals invest broadly across real estate categories and half participate in private equity compared with 8% of investors with \$3 million-\$10 million, likely due to greater access to investment opportunities and a higher tolerance for illiquidity. UHNW investors are also more likely to increase alternative investment allocations (73%) than wealthy individuals overall (29%).

UHNW see the most opportunity in real estate

Top growth opportunities



Top real estate investments owned

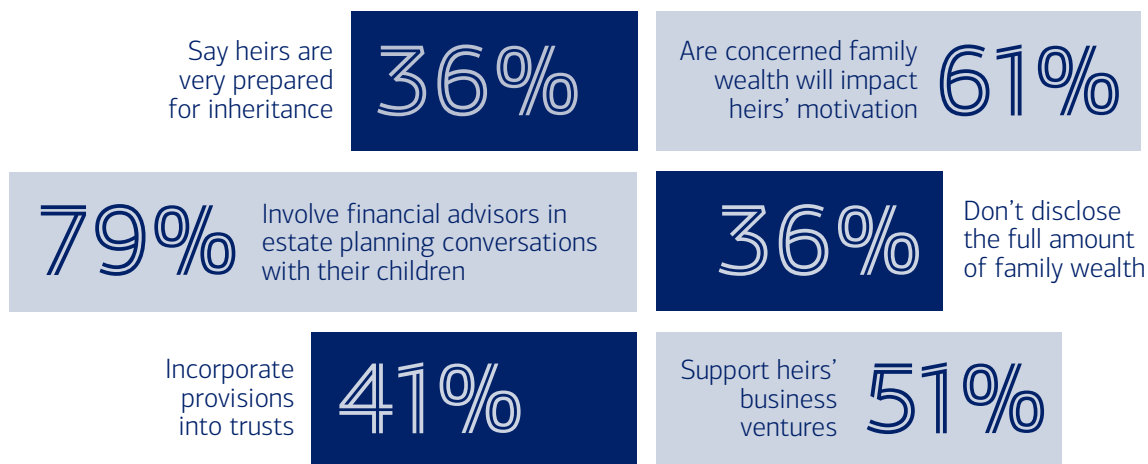


UHNW investors lean on a broad support system to manage their wealth. Ninety-six percent work with an advisor, and 77% use multiple advisors, with many individuals in this segment building teams of experts around their needs that can include attorneys, accountants and specialized asset advisors. Fifty-seven percent of UHNW individuals are currently working with a private bank, and 19% use a family office, with another 21% having explored using one.

This wealth segment is focused on preparing the next generation to manage significant assets. Just over one-third believe their heirs are very prepared to handle an inheritance today and 61% are at least somewhat concerned that family wealth will negatively impact their heirs' motivation. Actions taken to mitigate this risk include not disclosing the full extent of the family wealth, incorporating provisions into trusts to encourage positive behaviors, and actively supporting heirs' business ventures to foster motivation. Advisors play an important role in educating the next generation: 79% of UHNW investors report that financial advisors are at least moderately involved in estate planning conversations with their children. Still, 40% of UHNW investors have experienced or anticipate family tension related to inheritance, most often driven by a lack of documentation (48%) and communication (44%).



UHNW individuals worry about the next generation



What is your greatest wealth-planning challenge today?

"Leaving a legacy for my children while still instilling in them the drive and desire to work and be productive."

— Boomer, \$25 million+

Collecting art is common among ultra-high-net-worth investors

Art collecting is another defining characteristic of ultra-high-net-worth investors. While 18% of wealthy individuals overall own art, that number rises to 42% among investors with at least \$25 million in assets, making collecting far more common at higher wealth levels.



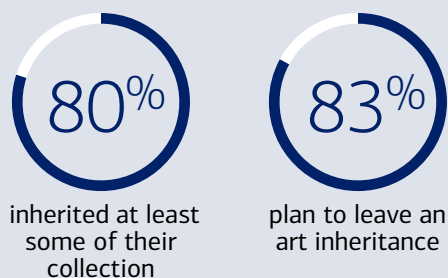
These collectors' motivations transcend financial return. Among owners of collections valued at \$100,000 or more, 61% cite aesthetic enjoyment as a primary reason for collecting, 40% value supporting artists directly and another 27% enjoy being a part of the collecting community—a percentage that rises to 44% for those with collections valued at \$1 million or more. The investment case for art is not absent but it has declined to 36% in 2026 from 50% in 2024.

Owners of high-value collections worth \$1 million or more show sustained engagement in collecting. Nearly half say they are very likely to loan works to a museum or gallery in the next 12 months and nearly one-third are likely to gift a significant piece. Nearly half of these collectors (46%) plan to purchase a new work in the next 12 months and 64% leverage professional expertise to make acquisitions.

Legacy can be a key factor in collecting. The majority of owners of high-value collections (80%) inherited at least some of their art and believe it is important to leave an art inheritance (83%). Among investors across wealth tiers who inherited art, most plan to keep the collection for personal use (67%).

Legacy collectors plan to leave an art inheritance

Among high-value collectors



Art collectors rate aesthetics over the investment value

Reasons for interest in art

Among those who own or are interested in owning \$100K+ in art



What is your greatest wealth-planning challenge today?

"Managing the security risk associated with valuable collections requires constant attention."

— Generation X, \$10 million-\$25 million



The strategic use of credit

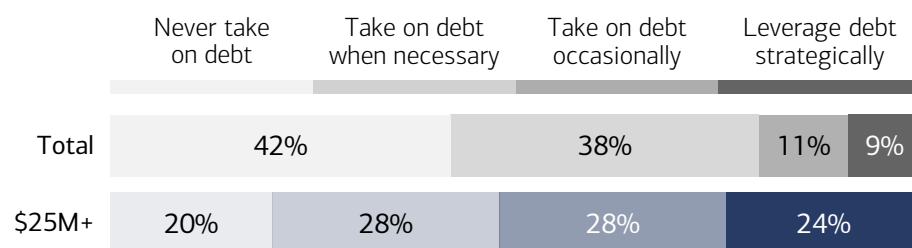
Wealthy Americans underuse credit, while UHNW investors view it as a strategic tool

When used strategically, credit can be an important tool for building and protecting wealth, yet it tends to be underused by wealthy investors today. Eighty percent of wealthy individuals said they avoid using credit entirely or use it only when needed. Eleven percent said they take on debt occasionally, and only 9% said they use it strategically.

Many UHNW investors with \$25 million or more in assets take a more institutional approach to credit use and are more likely to use it opportunistically. Forty-eight percent of UHNW investors never take on debt or use it only when necessary, 24% use it strategically and 28% take on debt occasionally.

UHNW investors are significantly more likely to leverage debt strategically

Credit use

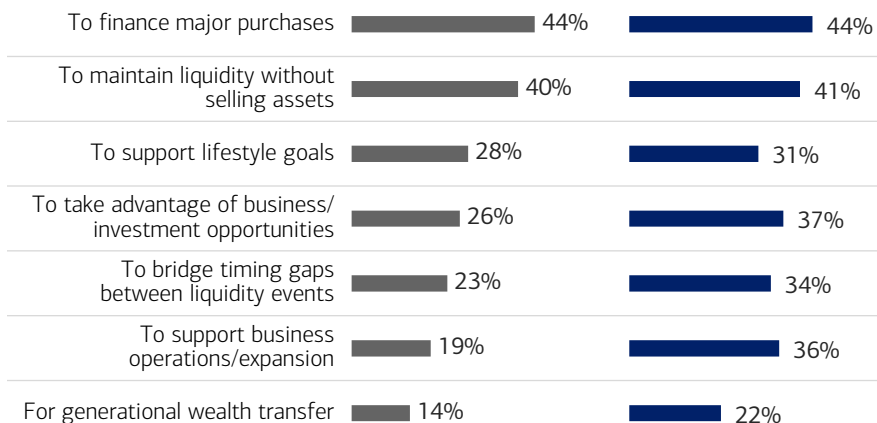


Across wealth levels, wealthy individuals are most likely to use credit to finance major purchases and maintain liquidity without selling assets. UHNW investors tend to take a more diversified approach, using credit to capitalize on financial opportunities, support business expansions and bridge gaps between liquidity events. The most commonly used credit products include mortgages and private lines of credit, while investors with \$10 million or more in assets are also likely to use security-based and custom lending.

Nearly half of wealthy individuals expect interest rates to decline over the next year, with individuals with \$3 million to \$10 million being the most likely to anticipate cuts. Yet if the Federal Reserve lowers rates, UHNW investors are the most likely segment to take action with their money: 38% said they would likely increase borrowing to make new investments or purchases, compared with 12% of wealthy individuals. Further, 30% of UHNW investors would use other assets, such as real estate, a business or art, as collateral to access additional liquidity, versus 12% of wealthy individuals.

Credit is most often used for major purchases or to avoid selling assets

Reasons for using credit



UHNW investors are more likely to increase credit use if rates decline

Interest rate expectations

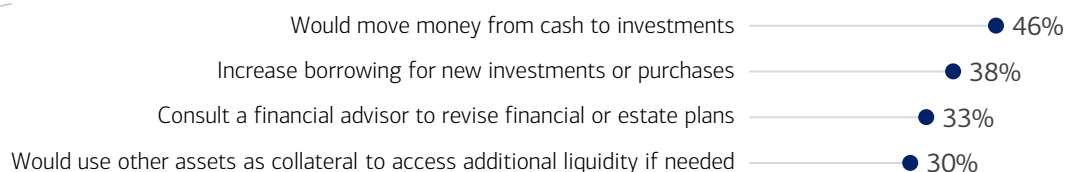


If interest rates declined...



Reactions to declining rates

Among those with \$25M+



With additional guidance and education about best practices, wealthy individuals with a more reserved approach to credit could shift their perspective from viewing it as a last resort to seeing it as a strategic tool to support wealth goals.

What is your greatest wealth-planning challenge today?

“Balancing long-term investment growth and short-term liquidity needs.”

— Millennial, \$25 million+

The higher share of ultra-high-net-worth investors using credit strategically is one way their behavior more closely resembles institutions like family offices. Learn more in the Bank of America Family Office Study, available at privatebank.bankofamerica.com



Business owners and legacies

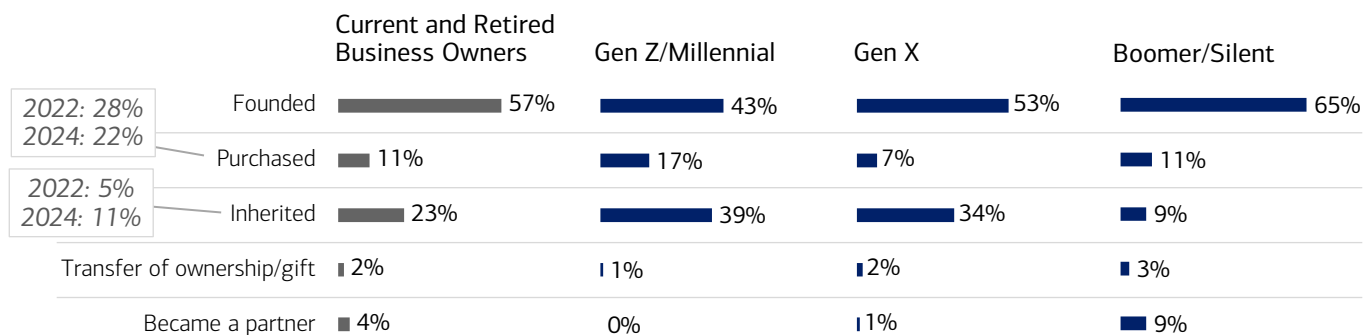
Owning a business can be a wealth engine and a family affair

Owning a business is a key driver of wealth creation and can help establish a legacy. Approximately one-third of wealthy individuals are current or retired business owners, and 90% feel their businesses are at least somewhat important to their personal wealth, with just over half saying they are very important.

There has been a shift in how wealthy individuals acquire their businesses: While 57% of business owners founded their companies, 23% inherited them, a sharp increase from 5% in 2022. Generation Z/Millennials are more likely than other generations to have inherited a business, while Boomer/Silent Generation individuals are more likely to have founded theirs. Meanwhile, the percentage of wealthy individuals who purchased their businesses declined from 28% in 2022 to 11% in 2026. The increased share of inherited businesses offers further evidence of progress in the great wealth transfer.

Inheriting a business has become more common

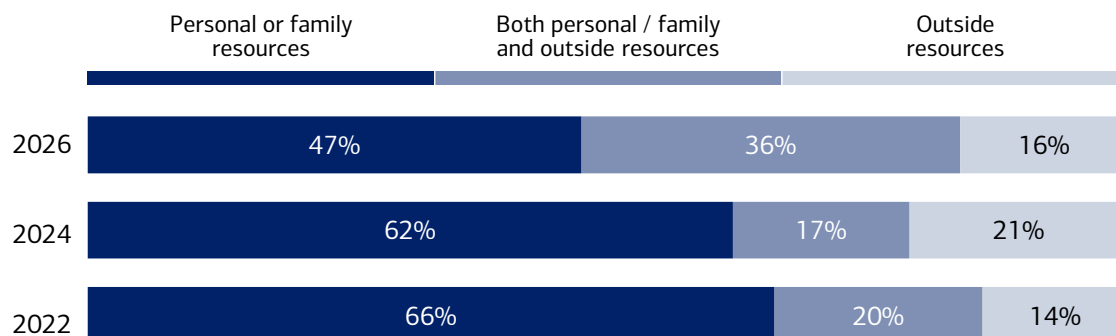
Gaining business ownership



For owners of start-ups, there has also been a move away from full reliance on family funding sources when launching a business, with 36% of founders relying on a blend of personal/family and external resources, up from 17% in 2024 and 20% in 2022. This suggests that while an inheritance or family resources can offer a foundation for a new business, they are not a complete funding solution.

Fewer start-ups are relying on family funding alone

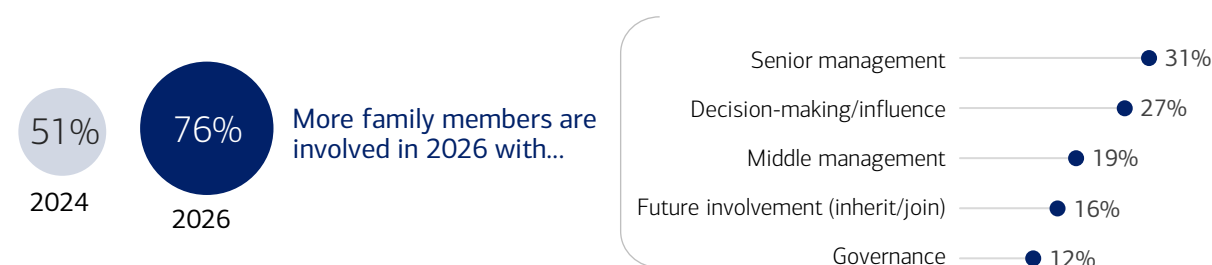
Startup resources



Three-quarters of business owners report family member involvement in the company—up from approximately 51% in 2024. With this increase, family member decision-making or influencer roles jumped from 7% in 2024 to 27% in 2026.

Family involvement in businesses has increased

Family involvement in business

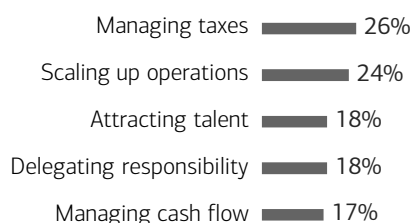


Wealthy business owners face a range of challenges, including managing taxes and cash flow, scaling operations, attracting talent and delegating responsibility. While succession planning did not make the list of top business challenges, it is widely acknowledged as important. Sixty-four percent of business owners say they have established some type of succession plan, but it tends to be informal rather than a robust, well-documented strategy. Additionally, only one in four business owners has the basic elements of an estate plan in place, a deficit that is significantly higher among business owners than wealthy individuals overall. The complexity created by business succession planning may be a factor. This group cites setting up legal documents, managing the tax burden, knowing when to plan and involving family in conversations as top estate-planning challenges.

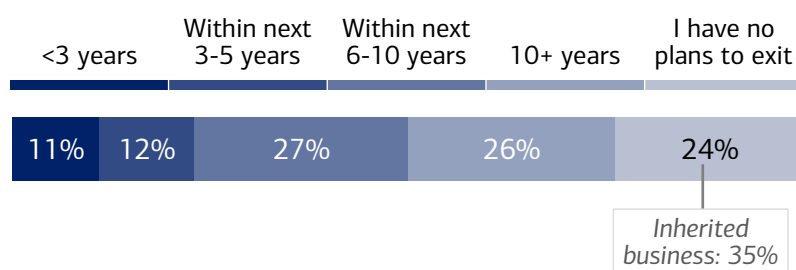
Half of business owners plan to exit their businesses in the next 10 years. Thirty-four percent intend to sell or transfer ownership of the company to another family member. That percentage rises to 61% among owners who inherited their companies. Meanwhile, approximately one-quarter of business owners say they will never leave their companies, a figure that rises to 35% among those who inherited them. These numbers underscore the role of family businesses in maintaining family legacies and sustaining wealth across generations.

Succession planning may pose a future challenge

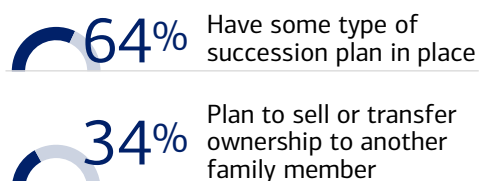
Top business challenges



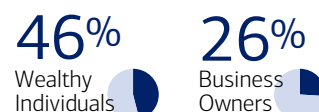
Succession timeline



Business succession planning



Have basic estate planning documents in place



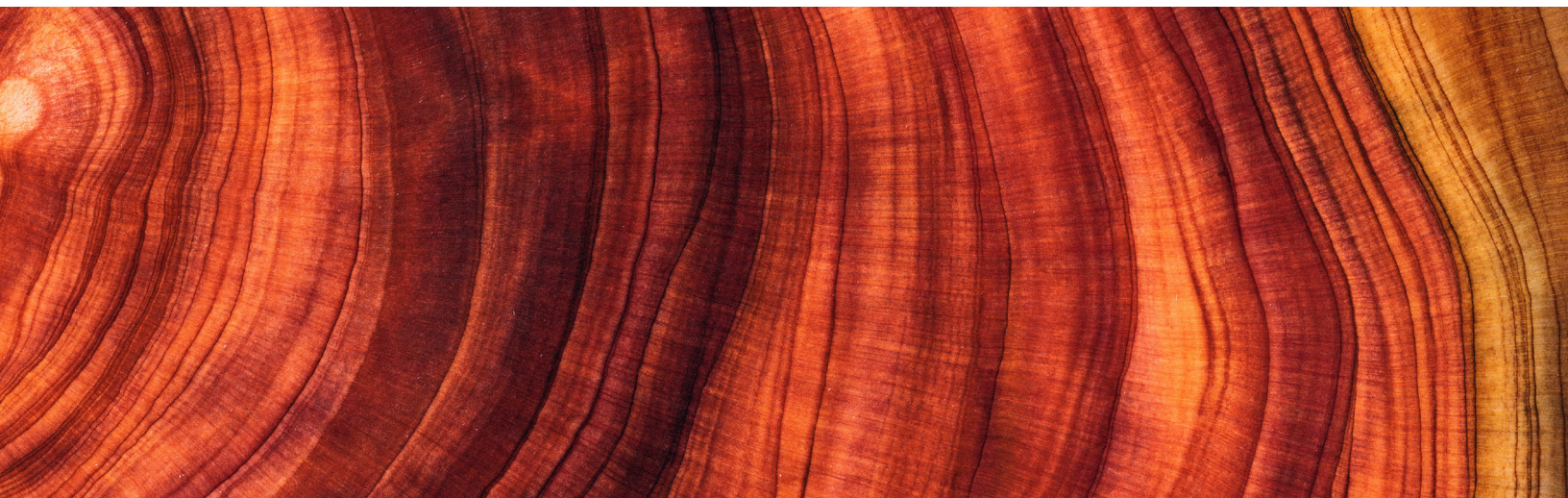
What is your greatest wealth-planning challenge today?

“My business keeps growing and it’s getting harder to balance reinvestment and personal wealth planning.”

— Generation X, Business Owner,
\$20 million–\$50 million annual revenue

“I know business succession planning is important but it’s difficult to finalize.”

— Generation X, Business Owner,
\$20 million–\$50 million annual revenue



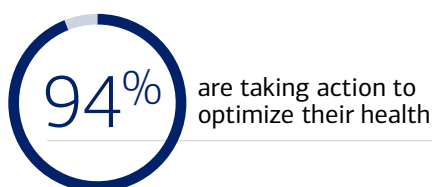
Building longevity into the wealth plan

Holistic planning may help mitigate concerns about outliving assets

Concern about the financial implications of living longer is emerging as a key focus in wealth planning, as extended lifespans and the rapidly rising costs of aging can affect every dimension of a wealth strategy.

While retirement and estate planning are longstanding discussion topics for clients and advisors, longevity is a newer one that drew considerable interest across generations. Ninety-four percent of wealthy individuals are taking steps to optimize their health and increase longevity, with stronger action among younger investors. Further, 92% of wealthy individuals agree that longevity is an important consideration in financial and wealth planning. Despite these high numbers, the planning infrastructure to support longer lives is often insufficient, creating an opportunity for advisors to provide holistic planning.

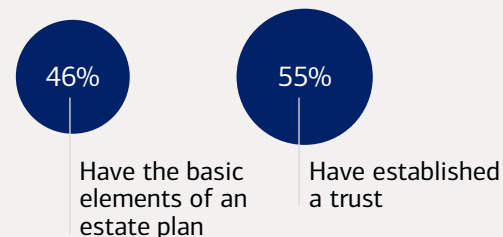
Longevity is a focus for wealthy Americans



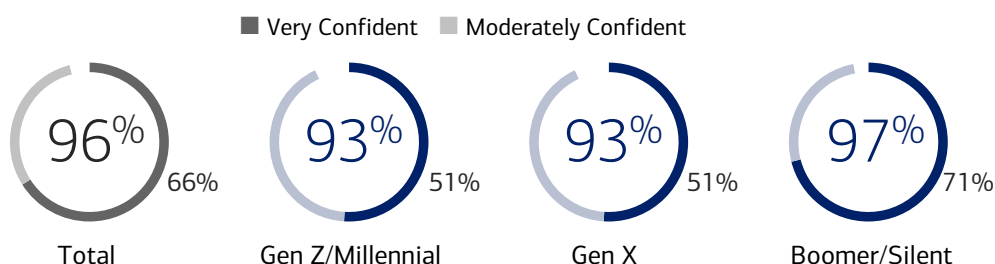
Longevity planning touches many areas of wealth strategy, including retirement and trust and estate planning. Fewer than half of wealthy individuals overall (46%) have the basic elements of an estate plan in place. While trust usage is higher (55%), only one-third of wealthy individuals understand them well—a sizable gap that suggests more education may be needed. For self-directed investors, trust and estate planning is the area where they are most likely to see value in working with an advisor. Additionally, a generational divide exists in retirement confidence, with Boomer/Silent Generation investors feeling very confident about maintaining their lifestyle, compared with younger investors, who feel less secure regardless of wealth level.

Amid market volatility and rising healthcare costs, investors are considering whether unexpected health challenges could erode their assets. If required to adjust their financial plans, most wealthy individuals would draw on the principal of their assets or reduce philanthropic giving. Younger and wealthier investors report a greater willingness to adjust their quality of life or delay transferring wealth to the next generation. Despite greater confidence in maintaining their lifestyle through retirement, older investors report having fewer options to extend their financial lifespan should the need arise.

Future-proofing a financial plan includes retirement income and estate planning



Confidence in retirement preparedness



In its first appearance among a broader list of topics explored in previous years, incorporating longevity into financial planning ranked fourth among all topics currently discussed with advisors, likely reflecting both growing client awareness and advisors proactively raising the topic. These conversations are seen as an opportunity for advisors to add tangible value, and they are occurring across generations, including with more than half of Generation Z/Millennial investors.

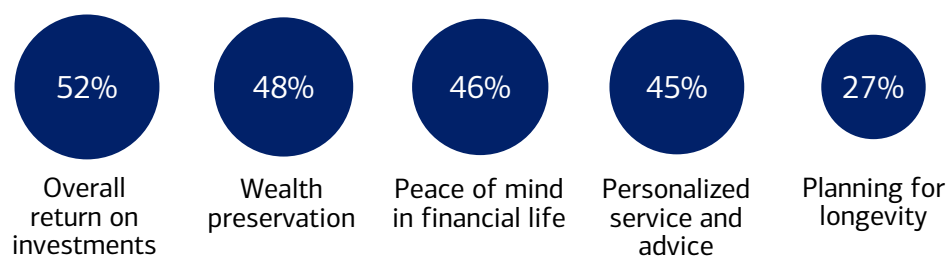
Advisors can add tangible value across generations

Top topics in advisor conversations

% of individuals currently discussing with their advisor



Top areas where advisors provide value

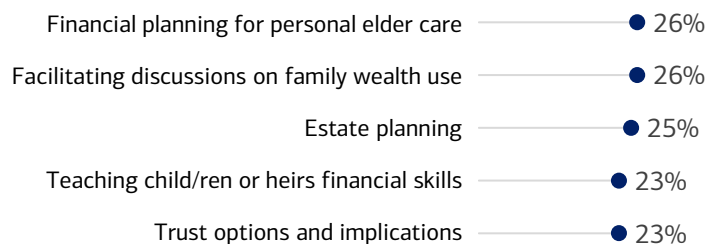


Despite conversations with advisors about financial longevity, there are gaps between what wealthy investors currently discuss and what they would like to discuss more often. The most significant gaps are in conversations about planning for their own elder care and how to use family wealth. Estate planning, teaching children financial skills, and trust options and implications follow closely behind. This underscores the important role advisors can play in helping clients consider and plan for a long life.

Opportunities exist for intentional conversations about longevity planning

Top gaps in advisor conversations

% of individuals looking to discuss or discuss more with their advisor



What is your greatest wealth-planning challenge today?

“I expect to hit 100 and worry about having enough wealth to provide for myself during my later years.”

— Boomer, \$3 million–\$10 million

“I don’t know how my health might deteriorate as I age and whether the cost of long-term care will erode my wealth.”

— Boomer, \$10 million–\$25 million

Acknowledgment

We want to thank the individuals that took part in our study. Research is only as good as the data behind it, and we value the time and effort you dedicated to the survey and your insightful comments. With a significant wealth transfer underway, it is important to understand how investors are navigating investment markets and an evolving technology landscape. This research continues to inform how advisors and institutions can best serve individuals across a comprehensive wealth plan.

Investing involves risk, including the possible loss of principal. Past performance is no guarantee of future results.

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