

Our benchmark is the investor.[™]

The Future of Advice

Education and longevity are raising the expectations for advice

© 2020 by Hartford Funds For use only with CPAs, attorneys and financial services professionals. Only for continuing education purposes

Our benchmark is the investor."

All information provided is for informational and educational purposes only and is not intended to provide investment, tax, accounting or legal advice. As with all matters of an investment, tax, or legal nature, investors should consult with a qualified professional regarding their specific legal or tax situation.

The views expressed herein are as of the course date and are subject to change based on subsequent events.

Continuing Education Requirements

- Complete the Sign In/Out sheet and Request for Certificate of Completion
- Sign in at the beginning of the session
- Sign out at the end of the session
- Turn off cell phones
- In order to receive credit, you must remain in the room for the entire session
- Please place photo ID on desk for ID verification
- Continuing education credit certificates will be received at the course location
- CFP Board and NASBA require that an evaluation form be distributed

Our benchmark is the investor."



- Based within MIT's School of Engineering's Engineering Systems Division
- Challenges and opportunities of longevity
- Consumer behavior and decision making
- Trends in demographics, technology, and lifestyles

For use only with CPAs, attorneys and financial services professionals. Only for continuing education purposes

Phii

AGELAB

Life Tomorrow

Agenda

HARTFORDFUNDS

Our benchmark is the investor."

Trends in Aging

A New Business Model

Navigating Longevity

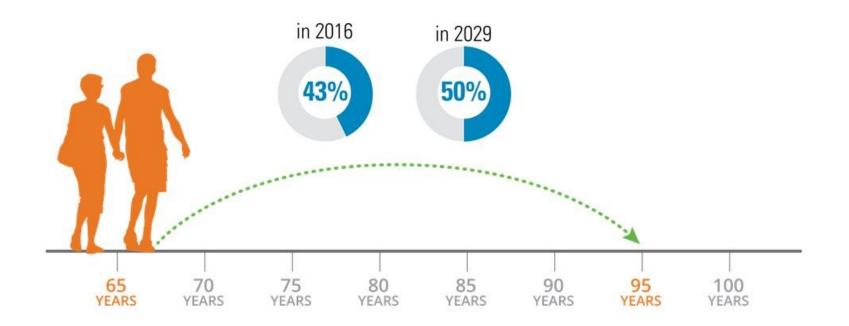
Our benchmark is the investor."

Trends in Aging

1. Life Expectancy

Living to Age 95 Is a Reasonable Assumption

% chance one or both partners, age 65, in an upper-middle-class couple, will survive until at least age 95¹

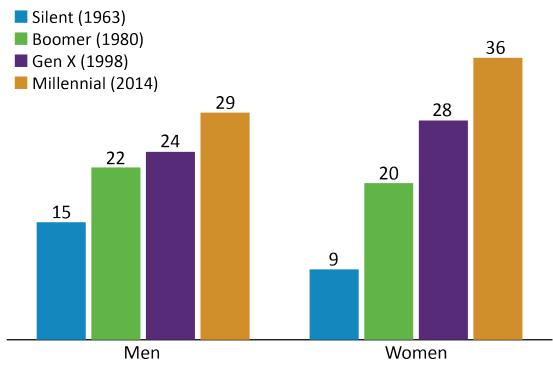


¹You May Live Longer Than You Think. Here's How to Afford It, time.com/money, 2/17/17

2. Educated & Smart

Educational Attainment Is on an Upward Trajectory

% of those ages 21 to 36 who've completed at least a bachelor's degree, by gender¹



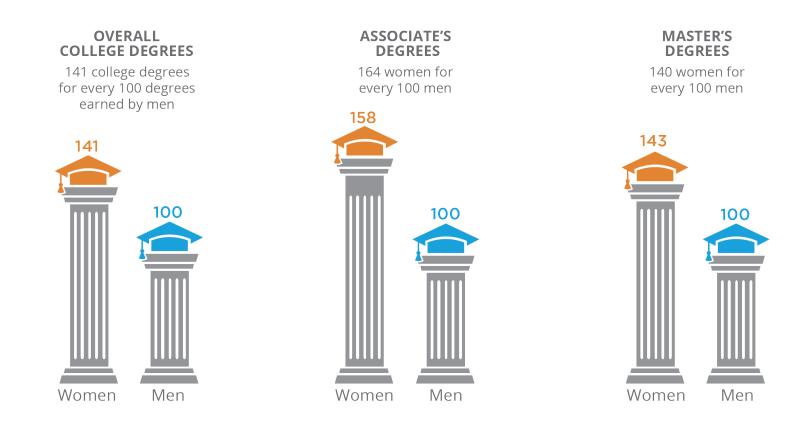
¹How Millennials today compare with their grandparents 50 years ago, pewresearch.org, 3/16/18. Most recent data available.

The educational attainment question was changed in 1992. So for Boomers and Silents, this refers to those who completed at least four years of college (regardless of degree status). Educational attainment was not available for the 1963 Current Population Survey. The education of Silents was approximated using 18-33 year-olds from the 1962 Current Population Survey. Silent are those born between 1928-45, Boomers 1946-64, Xers 1965-80, and Millennials 1981-96.

For use only with CPAs, attorneys and financial services professionals. Only for continuing education purposes

2. Educated & Smart

Women Continue Surpassing Men in College Degrees¹



¹Prediction: No college graduation speaker will mention the 29% 'gender college degree gap' for the Class of 2018, aei.org, May 2018 3. Women

Working Women Still Assume More Household Responsibilities¹

Responsibility	Millennial women	Millennial men	Generation X women	Generation X men	Baby Boomer women	Baby Boomer men
Buying groceries	91%	69%	91%	70%	87%	63%
Cooking/ preparing meals	82%	54%	88%	49%	82%	53%
Household cleaning	85%	62%	89%	48%	90%	48%
Planning social activities	59%	30%	58%	25%	53%	22%
Caring for loved ones	52%	41%	65%	49%	51%	38%

¹Women Are Working More Than Ever—Inside The Home And Out, huffingtonpost.com, 5/10/16, most recent data available

Our benchmark is the investor.[™]

4. Working Longer

Many Older Workers Don't Plan to Give up Their Day Jobs

Non-retirees who plan to keep working past retirement age¹ 740⁄0 Older workers who made a successful career

¹Most U.S. Employed Adults Plan to Work Past Retirement Age, gallup.com, 5/8/17 ²Working Beyond 65 -- Will You Want To Or Need To?, forbes.com, 6/28/17

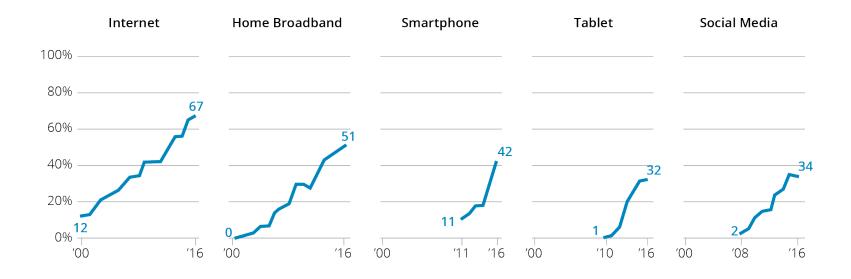
change after age 45²

82%

5. Technology Savvy

Adults Age 65+ Are Getting More Comfortable with Tech¹

% of U.S. adults age 65 and older who say they use the following



¹Tech Adoption Climbs Among Older Adults, pewinternet.org, 5/17/17

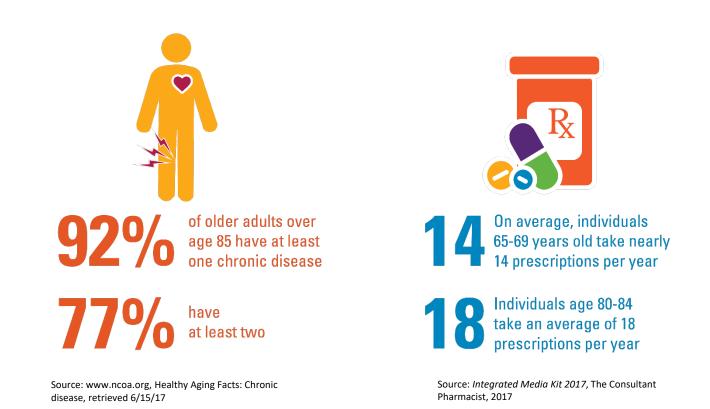
Trends in Aging

HARTFORDFUNDS

Our benchmark is the investor."

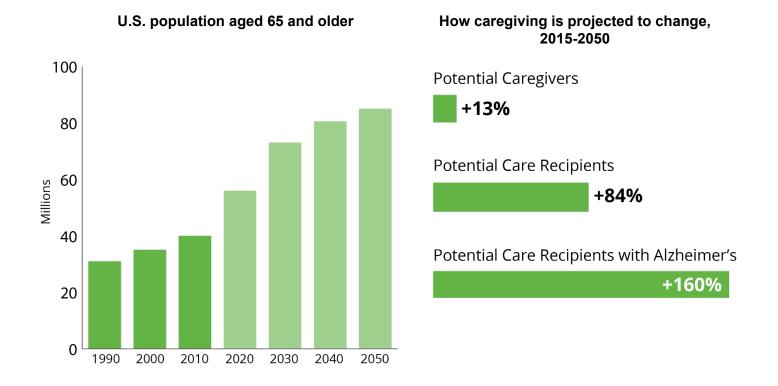
6. Managing Health & Wellbeing

Healthcare Keeps Getting More Complex



7. Changing Family Dynamics

More Older Americans Will Be in Need of Care, yet There Are Fewer Caregivers



¹America Is Running Out of Family Caregivers, Just When It Needs Them Most, wsj.com, 7/20/18

Trends in Aging

HARTFORDFUNDS

Our benchmark is the investor.[™]

8. Providing Care

Caregiving is Rewarding, But Hard Work

- The average caregiver age is 49¹
- 69% of working caregivers report having to change their schedules, decrease hours, or take unpaid leave²
- 40% of Americans caring for a loved one are male³



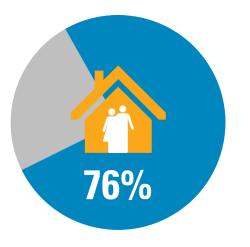
Caregivers spend on average \$7,400 out-of-pocket annually on caregiving-related expenses⁴

¹Caregiver Statistics: Demographics, caregiver.org, 4/17/19 ²Working Family Caregivers: Managing a Delicate Balance, firstlighthomecare.com, 1/19/17 ³The Hidden Male Caregiver, aarp.org, retrieved 9/12/17

⁴Surprising Out-of-Pocket Costs for Caregivers, aarp.org, 10/1/19

9. Housing

Home: Where Comfort, Independence, and Familiarity Are



- 76% of Americans age 50+ want to stay in their current residence as long as possible¹
- Even if they need day-to-day assistance or ongoing health care is needed, 82% would still prefer to stay in their homes²

¹A Stats and Facts From the 2018 AARP Home and Community Preferences Survey, aarp.org, 9/18 ²Aging in place' tech helps seniors live in their home longer, usatoday.com, 6/24/17

Our benchmark is the investor.[™]

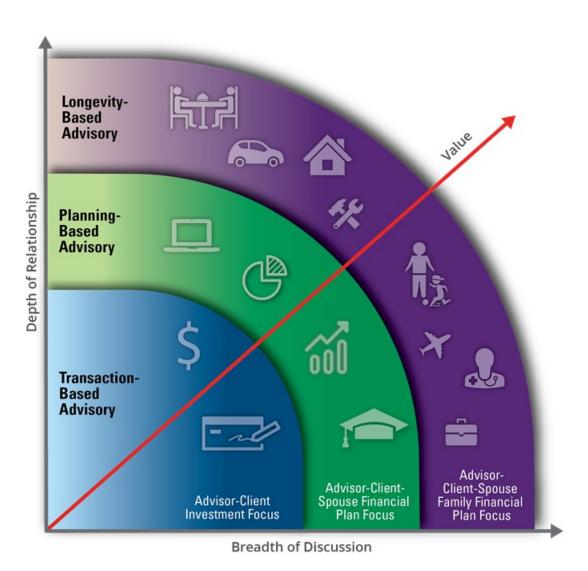
A New Business Model

For use only with CPAs, attorneys and financial services professionals. Only for continuing education purposes

Our benchmark is the investor.[™]

The Evolving Value of Advisors





Our benchmark is the investor.[™]





Our benchmark is the investor.[™]

A Longevity-Based Advisor will...

- 1. Educate clients
 - Share personal insights
 - Share experiences of others in similar life stages
- 2. Connect clients to various resources
 - Think beyond traditional referral sources
- 3. Introduce and demonstrate technology solutions
 - Know the apps and devices making life easier in older age
- 4. Address issues that will matter personally to aging clients
 - Housing
 - Transportation
 - Healthcare
 - Social Connections

Our benchmark is the investor."

Navigating Longevity

For use only with CPAs, attorneys and financial services professionals. Only for continuing education purposes

Our benchmark is the investor.[™]



Our benchmark is the investor.[™]

- Keep skills current and even learn new ones
- Know resources to help with the transition to a new position or profession
- Explore encore careers and the gig economy*

ENCORE.org



Our benchmark is the investor.[™]



Aging in Place

- Create a network of aging-in-place professionals
- Identify trusted home-maintenance providers
- Establish contacts at various facilities to help explain alternative living situations





Certified Aging-in-Place Specialist

For use only with CPAs, attorneys and financial services professionals. Only for continuing education purposes

Our benchmark is the investor.[™]



Managing Health & Wellbeing

- Apps can fill prescriptions in a timely manner
- Other devices can track and manage health issues
- New health monitors can provide peace of mind

Dexcom[®] InTouch[®] Health

Our benchmark is the investor.[™]



- Sophisticated technology helps provide support at a distance
- Respite services may be available in their area
- Caregiver support groups can meet in person or online







Maintaining Social Connections

- Strong and meaningful social networks are crucial
- Online social networks and other communication tools are plentiful
- Certain recreational organizations might resonate with your clients

facebook. OurTime Stitch



Staying Mobile

- Transportation is the second largest cost in retirement¹
- Transportation alternatives to driving are increasing
- A variety of services that come to straight to your door



¹The Big Surprising Cost In Retirement No One Plans For, But Should, forbes.com, 1/30/19

Our benchmark is the investor."

Trends in aging

The context of old age is changing

A new business model

Three distinct value propositions

Navigating Longevity

Synchronize your services with new expectations

Our benchmark is the investor.





"Financial advisors now stand at a frontier: the new business of longevity. That business will provide them with opportunities to engage with their clients over a lifetime, on more topics, more often, and with greater intimacy. Ultimately, providing such highly valued service will be compensated."

-Dr. Joe Coughlin, MIT AgeLab

Our benchmark is the investor."

Hartford Funds Distributors, LLC, Member FINRA, is the provider of CE services.

Hartford Mutual Funds may or may not be invested in the companies referenced in this presentation. No particular endorsement or recommendation of any product or service is being made.

MIT AgeLab and Dr. Joe Coughlin are not affiliates or subsidiaries of Hartford Funds.

CFP-FUTUREADVICEHFD 1219 214584