



# Benefits of working with a financial advisor

Results of AXA's Value of the Advisor Study

## Financial Outcomes - Higher Balances

WORKED with a financial professional



### \$40k

Median Account Balance

DID NOT WORK with a financial professional



### \$21k

Median Account Balance

Confidence Meeting Retirement Goals



Confidence in Investment Choices



Those who worked with a financial professional are more confident in meeting their retirement goals and in their investment choices than those who did not.

## Investing Behaviors - Contribute More & Earlier

WORKED with a financial professional



### \$5,016

Mean Annual Contribution

DID NOT WORK with a financial professional



### \$3,372

Mean Annual Contribution

## 24%

Those who worked with a financial professional **increased their contributions 24% more frequently** than those who did not.

Because of my financial professional...

Agree their account balance is higher

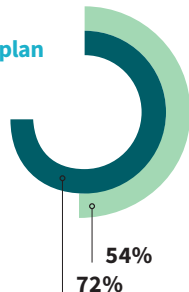


Agree they started contributing sooner



## Emotional Benefits - Greater Satisfaction

Satisfaction with 403(b) plan



Satisfaction with account performance



Financial professional helps make investment decisions that are best for you



● Worked with a financial professional ● Did not work with a financial professional

## IMPORTANT NOTE

AXA believes that education is a key step toward addressing your financial goals, and we've designed this white paper to serve simply as an informational and educational resource. Accordingly, this document does not offer or constitute investment advice, and makes no direct or indirect recommendation of any particular product or of the appropriateness of any particular investment-related option. Your needs, goals and circumstances are unique, and they require the individualized attention of your financial professional.

The information and opinions in this report were prepared by Zeldis Research and AXA Equitable. This report is not investment advice and should not be relied on for such advice or as a substitute for consultation with professional accountants, tax, legal or financial advisors. Zeldis Research and AXA Equitable have made every effort to use reliable, up-to-date and comprehensive information and analysis, but all information is provided without warranty of any kind, express or implied. Zeldis Research and AXA Equitable accept no liability for any loss arising from any action taken or refrained from as a result of information contained in this report or any reports for sources of information referred to herein, or for any consequential, special or similar damages even if advised of the possibility of such damages. The report is not an offer to buy or sell securities or a solicitation of an offer to buy or sell securities.

The use of the term of "financial advisor" or "advisor" for purposes of the survey questions and responses by both the consumers and the financial advisors queried does not necessarily imply that the individual is a registered investment advisor (RIA). The use of these two terms is meant in a general

sense of the word or phrase to describe working with an investment advisor, a licensed insurance agent or other financial professionals who may sell annuity products.

Before investing, investors should carefully consider the investment objectives, risks, charges and expenses of a group variable annuity and its underlying investment options. The current contract prospectus and underlying fund prospectuses, which are contained in the same document, provide this and other important information. Please contact the issuing company to obtain the prospectuses. Please read the prospectuses carefully before investing or sending money.

Group variable annuities are long-term, tax-deferred investments designed for retirement, involve investment risks and may lose value. Earnings are taxable as ordinary income when distributed and may be subject to a 10% additional tax if withdrawn before age 59½. Optional benefits are available for an extra charge in addition to the ongoing fees and expenses of the group variable annuity. Guarantees are backed by the claims-paying ability of the issuing insurance company.

"AXA" is the brand name of AXA Equitable Financial Services, LLC and its family of companies, including AXA Equitable Life Insurance Company (NY, NY); AXA Advisors, LLC; and AXA Distributors, LLC. AXA S.A. is a French holding company for a group of international insurance and financial services companies, including AXA Equitable Financial Services, LLC. The obligations of AXA Equitable Life Insurance Company are backed solely by its claims-paying ability.

© 2018 AXA Equitable Life Insurance Company. All rights reserved.  
1290 Avenue of the Americas, New York, NY 10104, (212) 554-1234

GE-141816 (12/18)(Exp. 12/20)

G314881  
Cat. #154844 (12/18)

