

**NAGDCA**  
2025 ANNUAL CONFERENCE

# The Century Club

## Redefining Longer Retirement



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## Panelists



**Ramsey Alwin**

*President and CEO*  
National Council of Aging (NCOA)



**George Nichols III, CAP®**

*President and CEO*  
The American College of Financial Services



**Kristi Rodriguez**

*Senior Vice President*  
Nationwide Financial Marketing

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**How many people in the audience have a family member that has lived to be 100 years old?**

① The [Slido app](#) must be installed on every computer you're presenting from

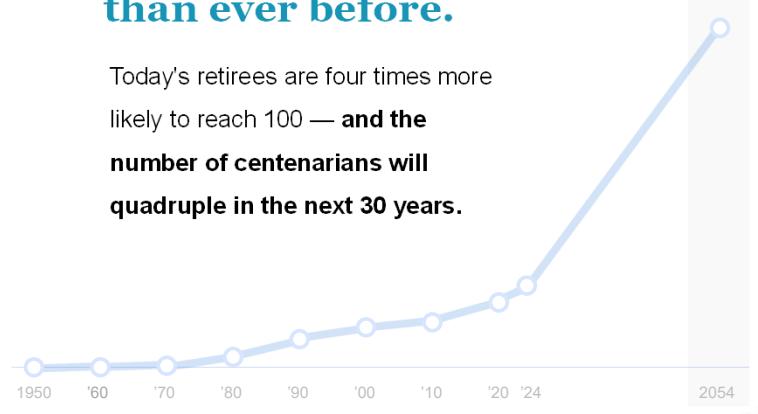
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**People are living longer than ever before.**

Today's retirees are four times more likely to reach 100 — and the number of centenarians will quadruple in the next 30 years.



Source: "U.S. centenarian population is projected to quadruple over the next 30 years," Pew Research Center, January 2024

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**Of the participants you serve, which generations are you most concerned about when it comes to retirement?**

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**We're living longer,  
but not planning like it.**

- **Only 26%** correctly estimate the longevity of a 65-year-old man<sup>1</sup>
- **Fewer than half** factor longevity into savings and investment decisions<sup>2</sup>
- **67% would pay more attention to finances** if they knew they'd live that long<sup>2</sup>
- This disconnect is fueling a growing **gap between reality and readiness**<sup>2</sup>

1 Century Club. Findings from The American College of Financial Services, Michael Finke PhD, CFP® Kaylee Ranck, PhD  
2 Century Club Report by the Nationwide Retirement Institute, March 2025

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## The science of optimism

Research indicates **optimists** are:



**11%** more likely to **live to age 85 or older**<sup>1</sup>

**67%** more likely to **estimate savings** needed for retirement<sup>2</sup>

**75%** more likely to **save at least 10%** of income for retirement<sup>2</sup>

**118%** more likely to feel financially **prepared to live to 100**<sup>2</sup>

<sup>1</sup>“Optimism is associated with exceptional longevity in 2 epidemiologic cohorts of men and women,” Lewina O. Lee, Peter James, Emily S. Zevon, Laura D. Kubzansky, 2019.

<sup>2</sup>ThinkAdvisor.com, “A Surprisingly Powerful Motivator to Plan for Retirement,” Michael Fink, PhD, CFP®, 2025.

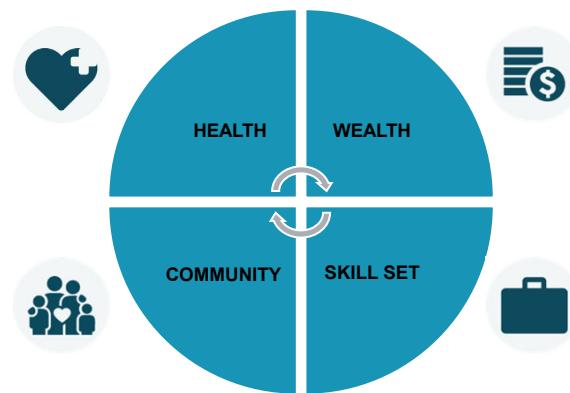
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## Portfolio of longevity assets

A **holistic** approach to what it takes to **age well**



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## The ripple effect of living longer

**56%** of Gen X investors currently provide financial support to their parents or children.

**24%** To meet these financial commitments of Gen X investors are taking on credit card debt.

**67%** Of women who are caregivers feel their career has been impacted.

SOURCE: Nationwide Retirement Institute® [Advisor Authority Survey, Dec 2024](#)

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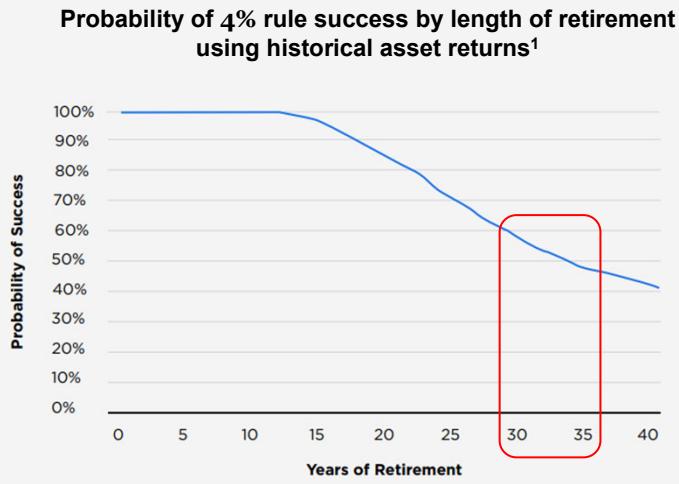
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## The Longevity Challenge: Planning for income to last longer

**Longevity risk** alone (just a five-year difference — living to 95 vs. living to 100) can increase failure rates by **41%**

**Market risk**, when factored in, pushes failure rates up to **300%**



<sup>1</sup> Century Club, Findings from The American College of Financial Services, Michael Fink PhD, CFP® Kaylee Ranck, PhD

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## Wealth

### What we hear ...

*"I have saved for retirement, but my husband has been ill, and we have **depleted all of our savings** and don't have any more money left."*

### What we know ...

- **80%** of 60+ households cannot pay for long-term care or financial emergencies
- **56%** of women say they are not financially secure, including **79%** of low-income women and **67%** of rural women

Sources:  
[Addressing the Nation's Retirement Crisis: The 80%](#), NCOA, 2024  
[What Women Say](#), NCOA, 2024

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## Health

### What we hear ...

*"Health security represents the **peace of mind** that comes from knowing that health crises will not derail my life's plans or **financial stability**."*

### What we know ...

- **39%** of Black and Hispanic older adults lost wages due to chronic disease vs. **17%** of Whites
- **47%** of women say they are worried about their ability to afford health costs later in life

Sources:  
[Chronic Inequities](#), NCOA, 2022  
[What Women Say](#), NCOA, 2024

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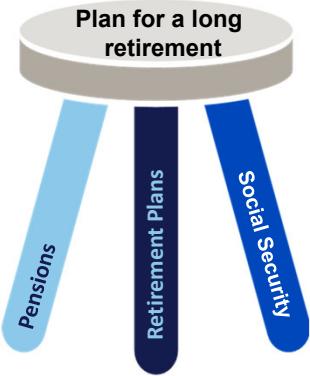


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## We're living longer, but not planning like it

Government programs and policies aren't built for extended lifespans, either.



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## Plan sponsors may not be on the same page as their participants



### Employer belief:

Employees think about their retirement accounts as a savings vehicle.<sup>1</sup>



### Employee reality:

Employees think about their plan as a comprehensive tool to help prepare for *and live in* retirement.<sup>1</sup>

<sup>1</sup> "Protected Retirement Survey" Nationwide, August 2024.

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## Learn & share

### NCOA.org

Articles and resources on:

- Budgeting on a fixed income
- Avoiding scams
- Managing chronic conditions
- Preventing falls
- Staying connected

### BenefitsCheckUp.org

Find programs that help pay for:

- Food
- Medicine
- Doctor visits
- Housing and utilities
- And more

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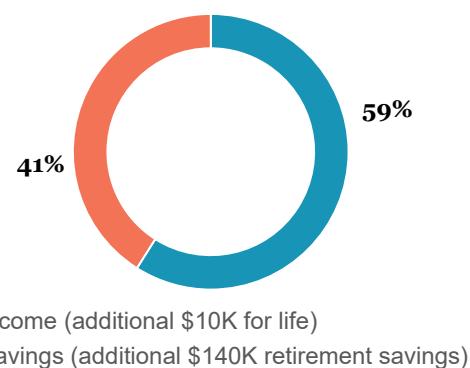
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## Guaranteed income: License to spend



Participants would feel more comfortable spending on **nonessential activities** — such as going out to eat or taking vacation — from **guaranteed income** rather than equivalent savings.

How to spend comfortably on nonessential activities?



Source: David Blanchett, PhD, MSFS, CFA, CLU®, ChFC®, CFP®, and Michael Finke, PhD, CFP®, "Guaranteed Income: A License to Spend," Alliance for Lifetime Income – Retirement Income Institute, 2024.

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## Nationwide Century Club Resources



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