



Women, wealth & well-being





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Women in the world today



Women's power is growing...

57%

of recent degree earners

49%

of athletes at
2021 Olympics

2x

Women start businesses
at 2x the rate of men

27%

of the 117th
U.S. Congress

22.5%

of Fortune 500 Board
seats

12.3M

Women-owned
businesses in the U.S.

Sources: NPR; Matia, "New Report Says Women Will Soon Be Majority Of College-Educated U.S. Workers", 2019; IOC, "IOC Statement on gender equality in the Olympic Movement", 2021; WBENC, "Behind the Numbers: The State of Women-Owned Businesses in 2018", 2018; Pew Research Center; Blazina, Desilver, "A record number of women are serving in the 117th Congress", 2021; Deloitte, "Missing Pieces Report: The Board Diversity Census of Women and Minorities on Fortune 500 Boards, 6th edition", 2021.



...and so are their assets

Women are:

- **Controlling more wealth than ever before**
- **Breadwinners or co-breadwinners in majority of homes**
- **Set to inherit majority of \$30T in intergenerational wealth in the U.S.**
- **Projected to own \$81-\$93T of total global private wealth by 2023**

Sources: McKinsey & Company, "Women as the next wave of growth in US wealth management", 2020; BCG, "Managing the Next Decade of Women's Wealth", 2020.

A woman in a white helmet and climbing gear is seen from behind, climbing a large, textured rock face. She is holding onto a rope and appears to be in the middle of a climb. The rock surface is uneven and greyish-brown.

There are still a number of **challenges**

- They earn **84 cents** per dollar a man earns
- More than **2.3M** women left the workforce in 2020
- **69%** of women **don't** consider themselves investors
- **65%** of women say finances are their **top cause of stress**
- **41%** of women **haven't** started saving for retirement

Sources: Pew Research, "Gender pay gap in the U.S. held steady in 2020", 2021; McKinsey & Company, "What we lose when we lose women in the workforce", 2021; McKinsey & Company, "Women in the Workplace 2021", 2021; Bankrate, "July Money Pulse", 2016; CNBC, "Money stress traps many women into staying in unhappy marriages", 2019; Transamerica Center for Retirement Studies, "How Women Can Take Control of Their Retirement", 2018.



Women want to

- ✓ **Be financially secure**
- ✓ **Be debt free**
- ✓ **Feel confident about money**
- ✓ **Be knowledgeable about investing**
- ✓ **Invest to fulfill goals**

Source: BlackRock People and Money Report 2020.



**What does
“wealth”
mean to you?**



How do you want to save, spend and share your wealth?

Save

(retirement, college)



Spend

(travel, interests)



Share

(family, charity)





Set goals that are...

S

Specific

M

Measurable

A

Achievable

R

Relevant

T

Time-bound



Investing: beyond the headlines

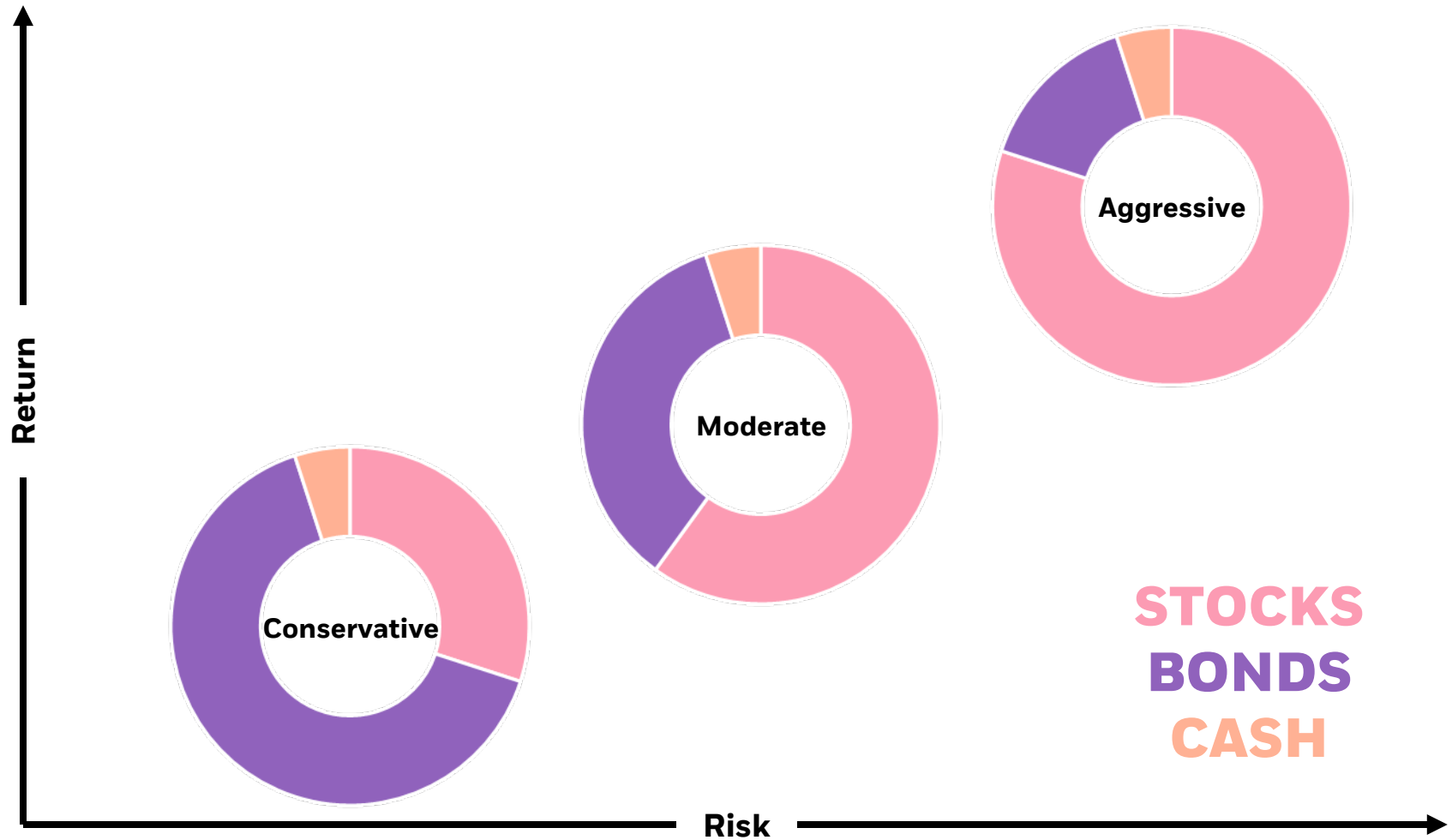


What does risk mean to you?





Your investment profile determines investments appropriate for **you**





Consider aligning your values and your investments

Take Megatrends into account



**Technological
breakthrough**



**Demographics
& social change**



**Rapid
urbanization**



**Climate change
& resource
scarcity**



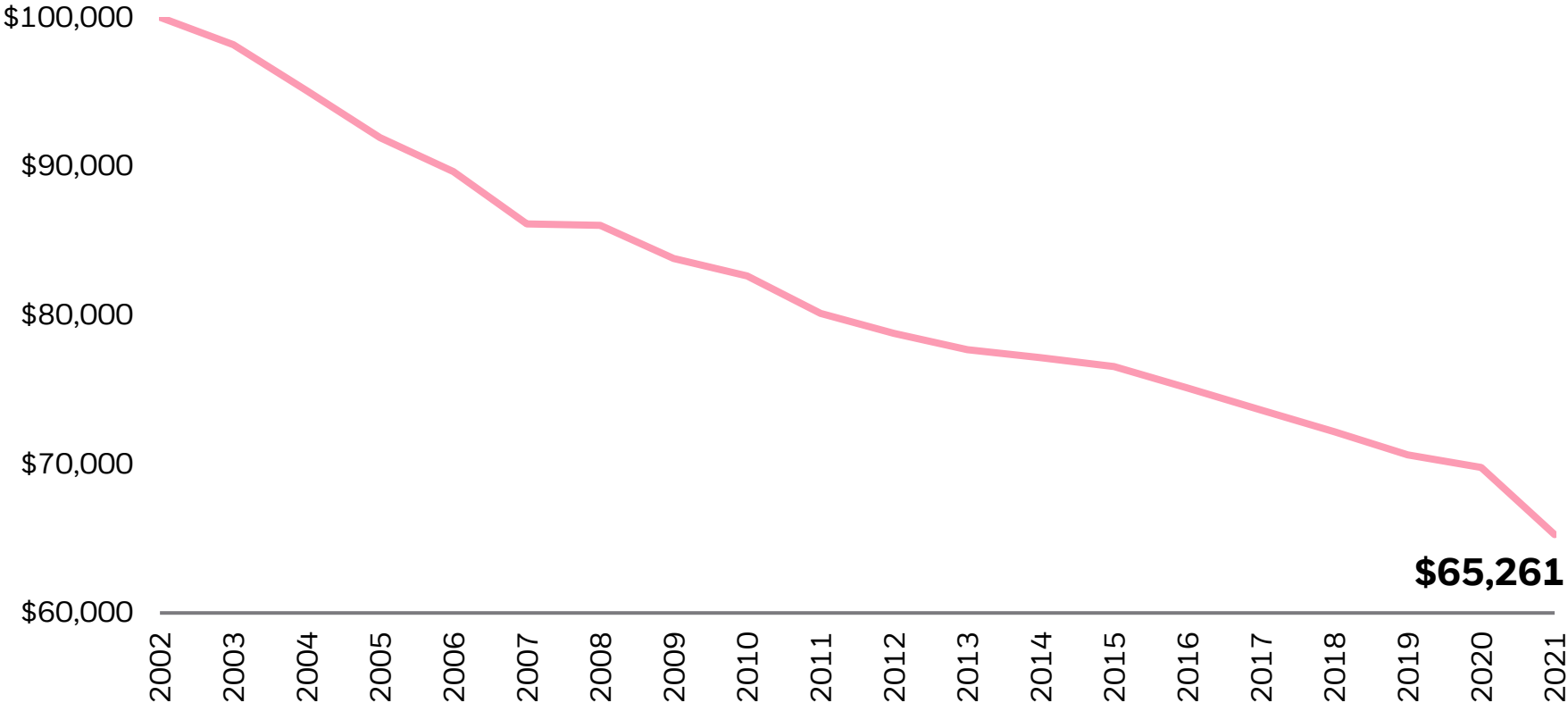
**Emerging
global wealth**



Don't sit on the sidelines

Erosion of purchasing power

Cumulative inflation (12/31/2002-12/31/2021)



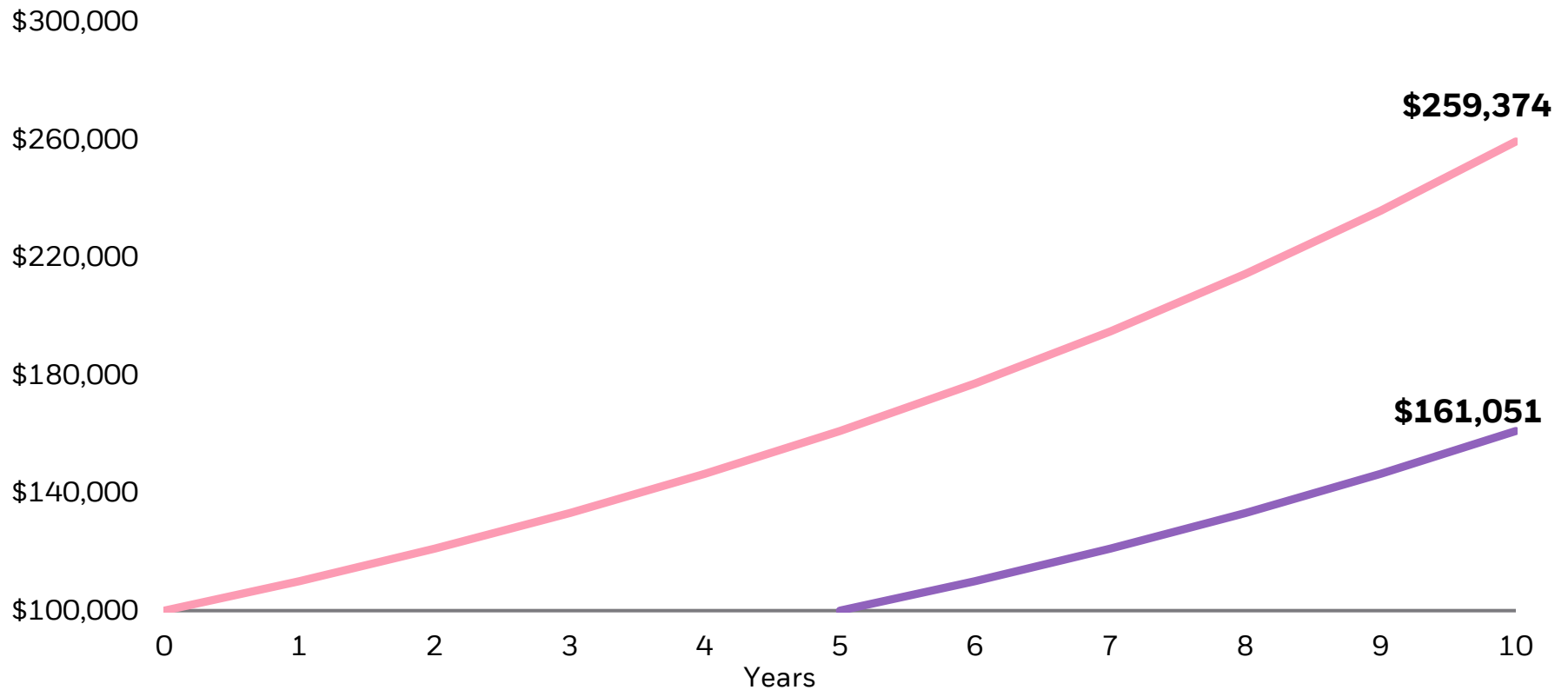
Source: BlackRock, Informa Investment Solutions as of 12/31/21. Inflation represented by the Consumer Price Index. For illustrative purposes only. Past performance does not guarantee or indicate future results. You cannot invest directly in an index.



Waiting for the “right time to invest” can leave you behind

Compound interest makes time your friend

Growth of hypothetical \$100,000 investment assuming 10% annual yield



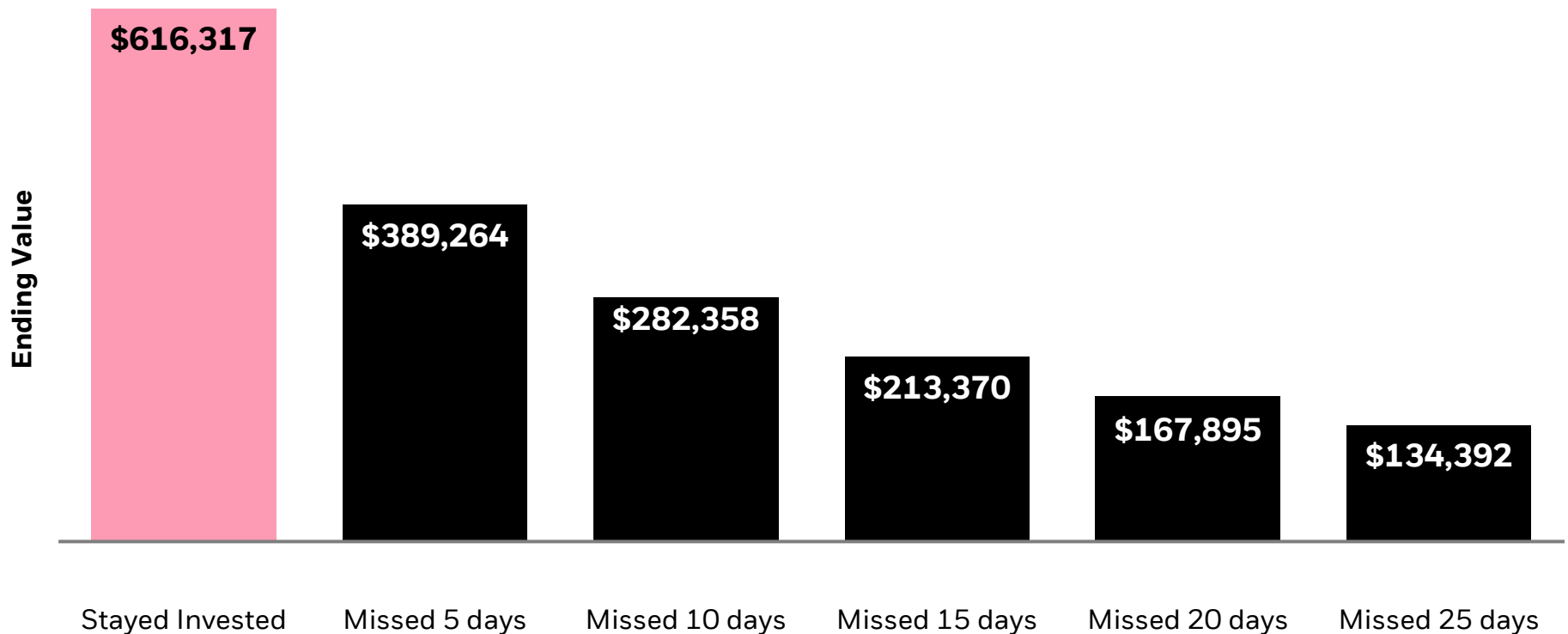
For illustrative purposes only. Not meant to represent the past or future performance of any particular fund or index.



Time in the market vs. timing the market

Missing top-performing days can hurt your return






Hypothetical Investment of \$100,000 in the S&P 500 Index over the last 20 years (2002–2021)










Sources: BlackRock; Bloomberg. Stocks are represented by the S&P 500 Index, an unmanaged index that is generally considered representative of the U.S. stock market. Past performance is no guarantee of future results. It is not possible to invest directly in an index.

Trust diversification – even when it’s hard

Years	S&P 500	Diversified portfolio
2000-2002*	-40.1%	-15.7%
2003-2007	82.9%	87.1%
2008	-37.0%	-26.6%
2009-2019	351.0%	220.1%
Q1 2020†	-30.4%	-23.1%
Q2 2020-2021‡	119.0%	66.6%
Total Return	374.6%	375.0%
Gr \$100k	\$474,550	\$474,970

- 

“I lost money”
- 

“Diversification worked”
- 

“I lost money”
- 

“I didn’t make as much”
- 

“I lost money”
- 

“I didn’t make as much”
- 

“Diversification can work even when it feels like it’s losing”

Source: Morningstar as of 12/31/21. *Performance is from 9/1/00 to 12/31/02. †Performance is from 1/1/20 to 3/23/20. ‡Performance is from 3/24/20 to 9/30/20. Diversified Portfolio is represented by 25% S&P 500 Index, 7% MSCI EAFE Index, 5% Russell 2000 Index, 25% Bloomberg U.S. Aggregate Bond Index, 19% Russell Mid Cap Index, 15% Bloomberg U.S. Corporate High Yield Index, 4% FTSE Emerging Stock Index. **Past performance does not guarantee or indicate future results.** Index performance is for illustrative purposes only. You cannot invest directly in the index.



Build your foundation for wealth and well-being





Step 1: Get organized

**Investment
statements**

**Bank
accounts**

**Retirement
accounts**

**Recent tax
returns**

**Insurance
policies**

**Estate and
trust
documents**

Step 2: Define your goals

Short-term

Need

Pay off \$10K credit card debt

Medium-term

Need

Re-finance mortgage

Long-term

Need

Save \$1M for retirement

Want

Save \$2K to take mom on trip

Want

Invest in 529 plan for grandchild

Want

Buy second home in Cape Cod

Step 3: Know your numbers

Cash flow



Assets

What you own



Liabilities

What you owe

Net worth



Income

What goes in

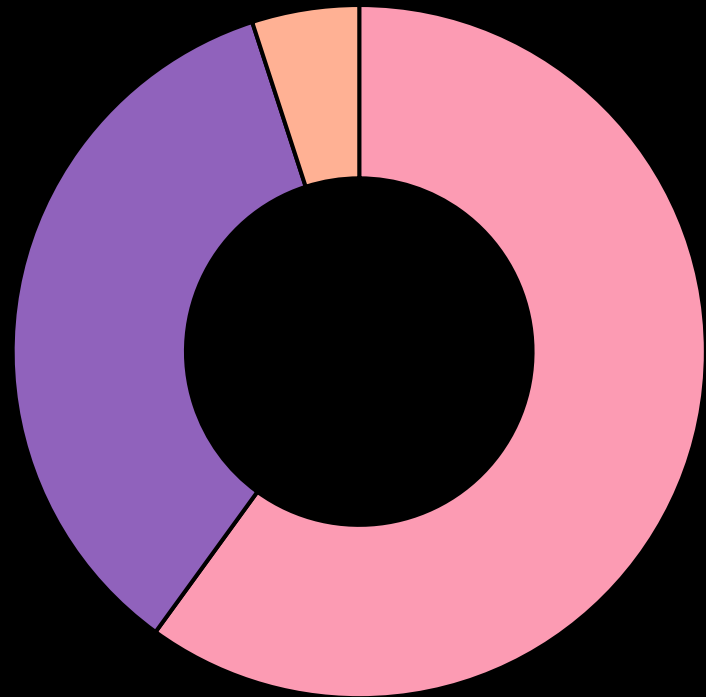


Expenses

What comes out

Step 4: Get invested in a portfolio

- **Know yourself. Your goals. Your needs.**
- **Ask for help**
- **Know your options**
- **Start now**
- **Stay invested**





Step 5: Plan your unique path

**Parenting &
caregiving**

**Invest in
your health**

**Social
Security**

Medicare

**Divorce or
loss**

**Estate
planning**

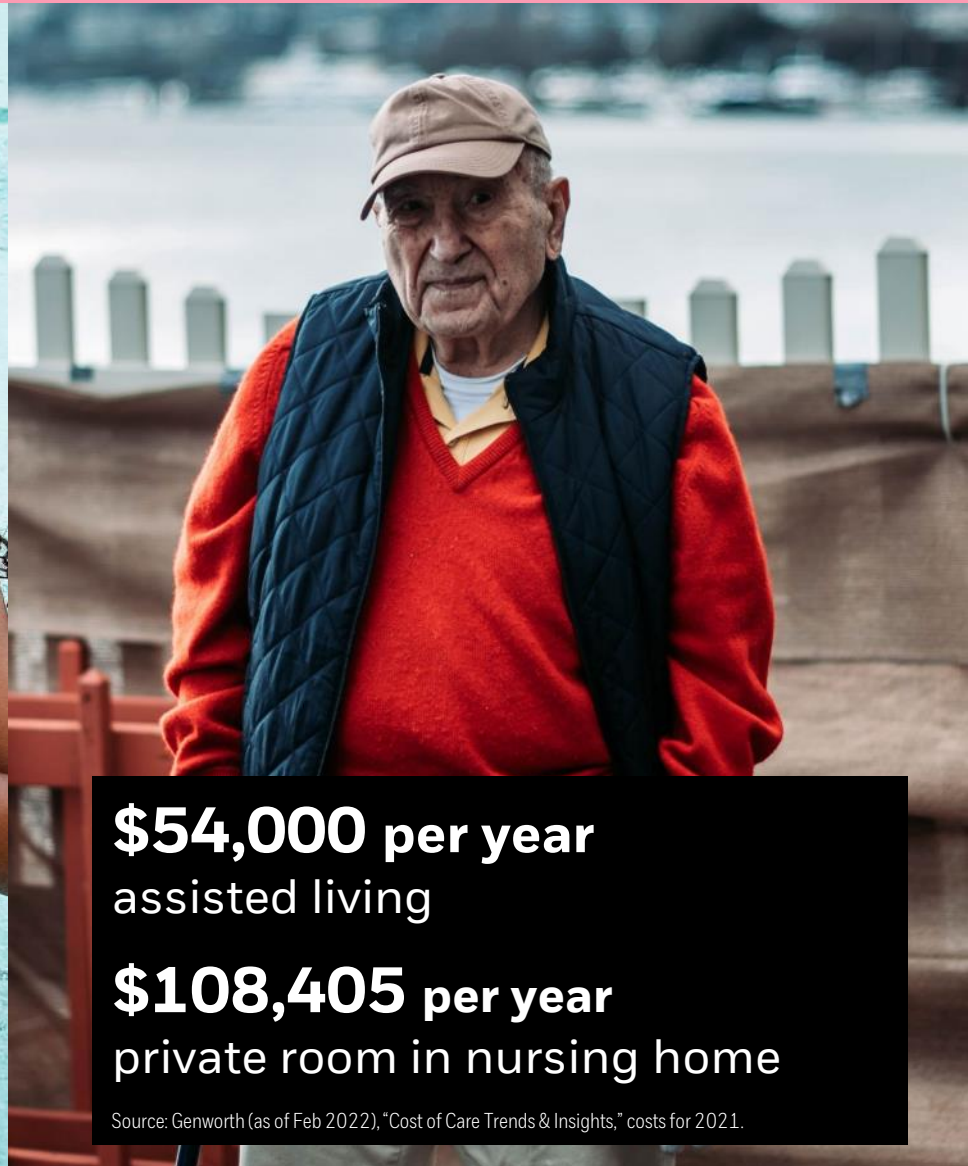
Parenting & caregiving



86% of women have kids

2.4 kids on average

Source: Pew Research, "They're Waiting Longer, but U.S. Women Today More Likely to Have Children Than a Decade Ago", 2018.



\$54,000 per year
assisted living

\$108,405 per year
private room in nursing home

Source: Genworth (as of Feb 2022), "Cost of Care Trends & Insights," costs for 2021.

Invest in your health

\$12,530 per year
average health care spending

Source: National Healthcare Expenditure Data, 2020.





Social Security

3 types of benefits

Individual

Spousal

Survivor

3 milestone ages

62 (earliest)

Full retirement age

70 (latest)

Social Security: Benefits for spouses

Spousal benefits

- Married at least 1 year
- Your spouse must be collecting
- Your benefit must be less than 1/2 of your spouse's benefit at full retirement age

Survivor benefits

- Married at least 9 months
- Unmarried or married after age 60 when collecting
- Benefit generally equals the amount the deceased spouse was collecting

Divorced spouses can also collect these benefits

Spousal:

Both are at least age 62

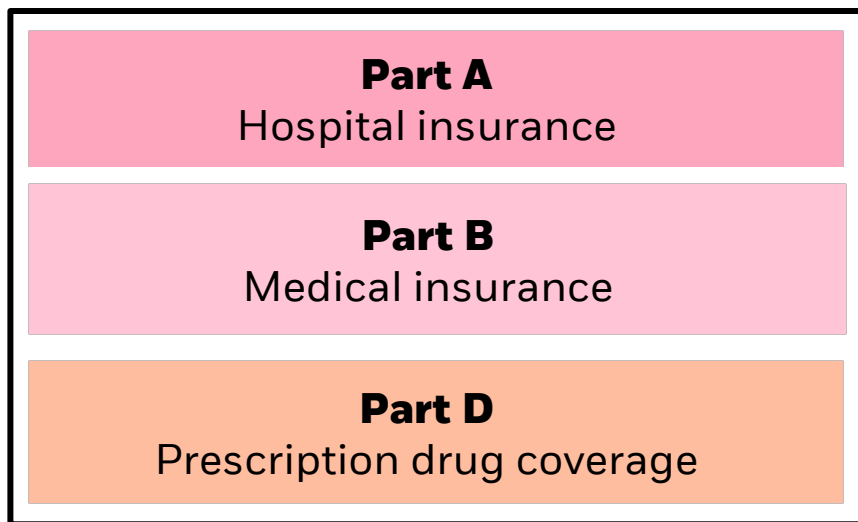
Both:

Married at least 10 years

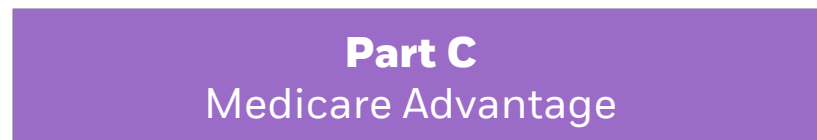
Survivor: Unmarried or married after age 60



Medicare



Medigap



Enrollment periods for Part B

Initial

7-month period between age 64 and 9 months and age 65 and 3 months

General

Jan 1-Mar 31 each year
Surcharges may apply

Special

Anytime while covered by a current employer's plan or within 8 months of separation

Divorce or widowhood



Key documents to ensure you have in place

Power of attorney

**Advanced directive /
medical power
of attorney**

Will



Next steps

1

Talk to your financial professional

2

Assemble your team of experts

Financial professional

Insurance specialist

Attorney

Appraiser

Life coach

Accountant

Business valuation expert

Mediator

3

Take action

Get organized

Define your goals

Know your numbers

Get invested

Plan for your unique life path



Open discussion

What financial actions are you going to take?
What is something you learned today?

Important notes

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