



A Reverse Mortgage is Just a Piece of the Pie – What's the Rest?

Putting Things in Context

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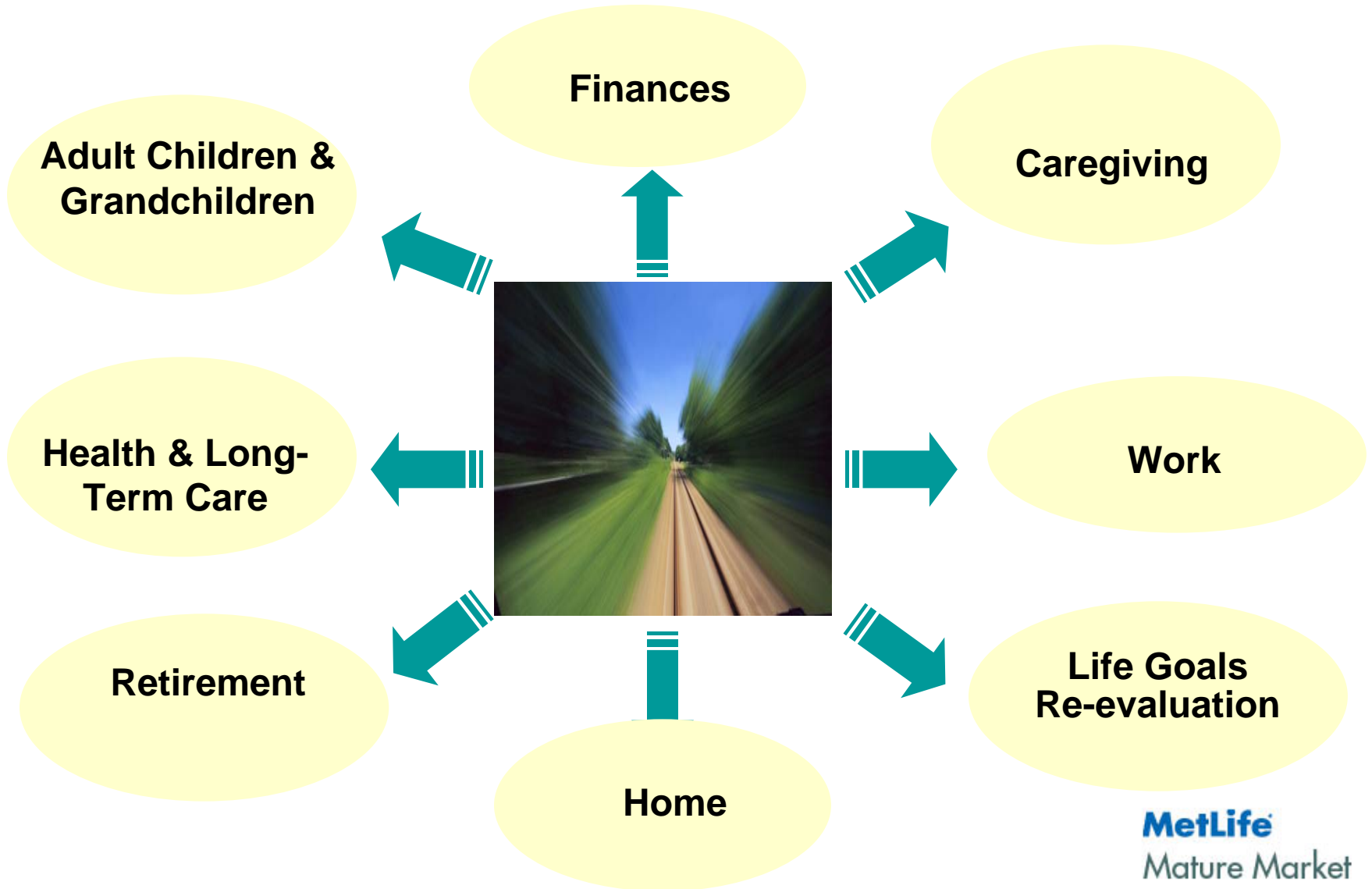
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**NRMLA Conference
San Diego, CA**

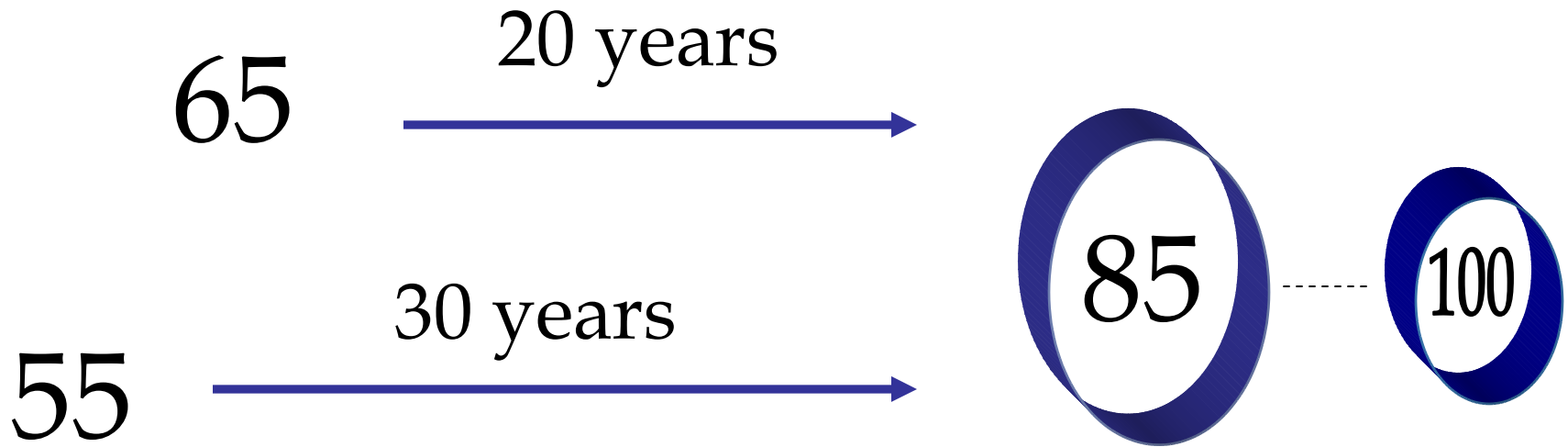
November 19, 2009

America's 60+ Population

What's on their Minds?



The Longevity Bonus

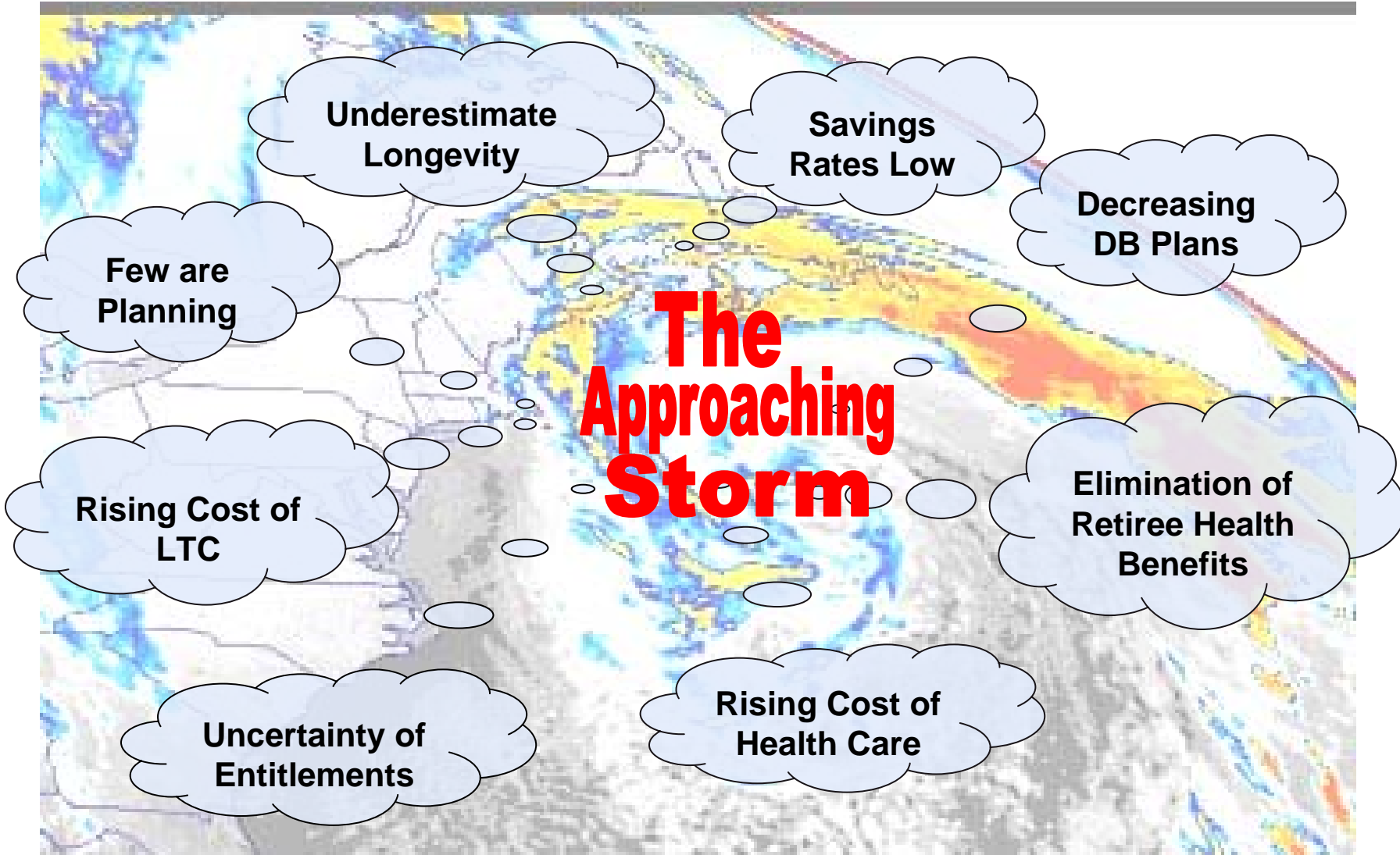


The Good News



“Good news, honey – seventy is the new fifty.”

The Not-So-Good News



Retirement Confidence at a Low

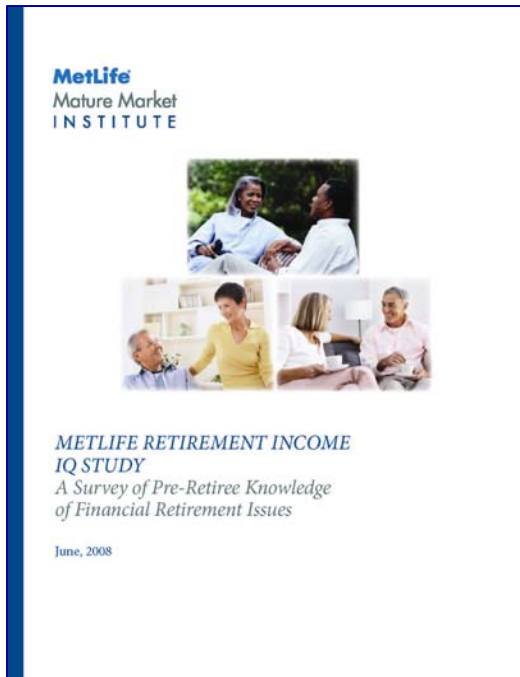
**Percent of workers who are very confident about
Having enough money for a comfortable retirement**

2007	2008	2009
27%	18%	13%

**Percent of retirees very confident about
having a secure retirement**

2007	2008	2009
41%	29%	20%

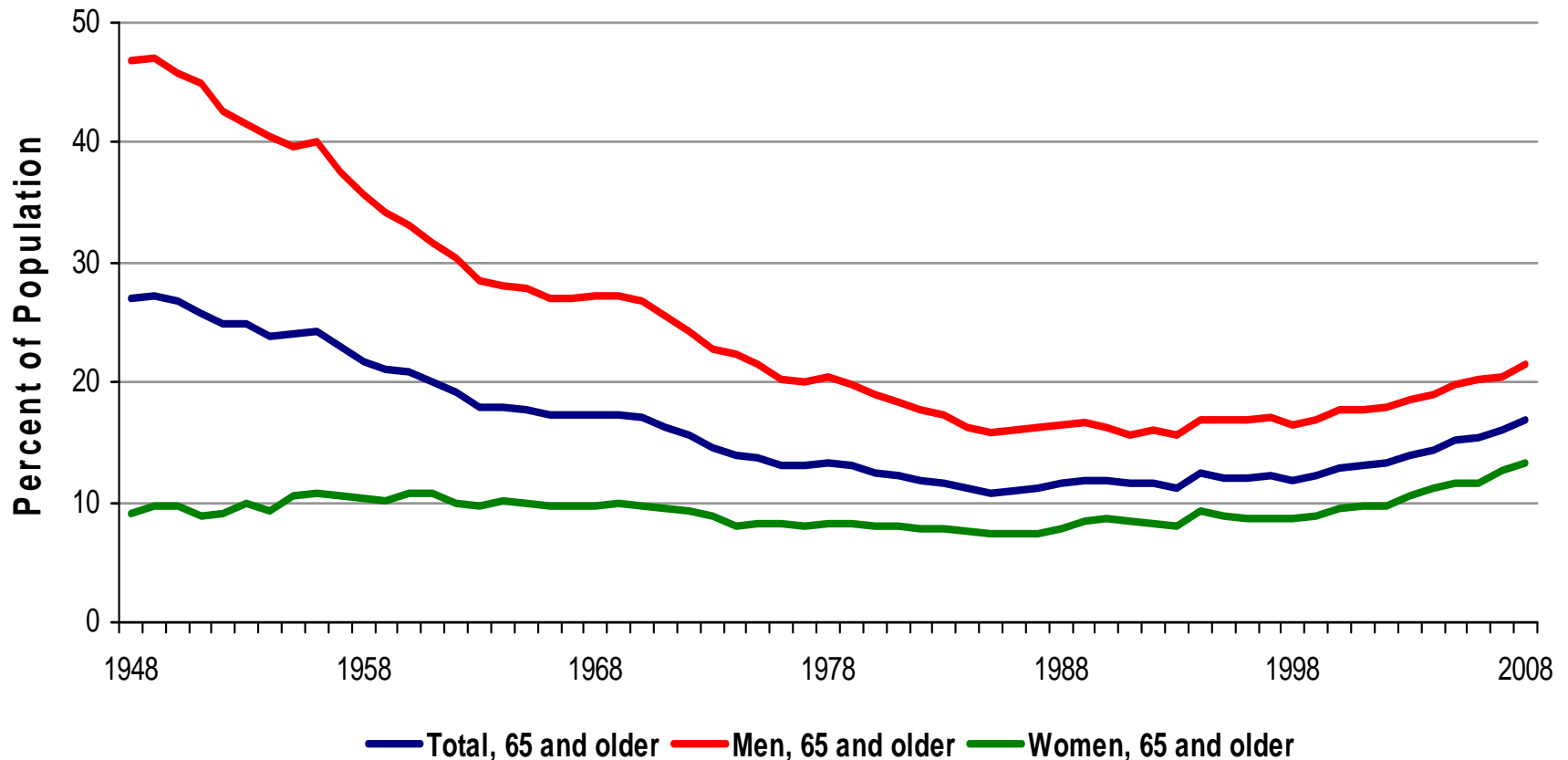
Most Lack Knowledge of Income Needs



- 60% of pre-retirees failed the Retirement Income IQ Test
- 43% believe they can withdraw 10% or more while preserving principle
- 49% underestimate amount of pre-retirement income they will need in retirement

People Expect to Work Longer

Labor Force Participation Rates of Workers 65+ 1948 - 2008



Sources: U.S. Bureau of Labor Statistics, Current Population Survey; Recession Turns a Graying Office Grayer, Pew Research Center, September 3, 2009



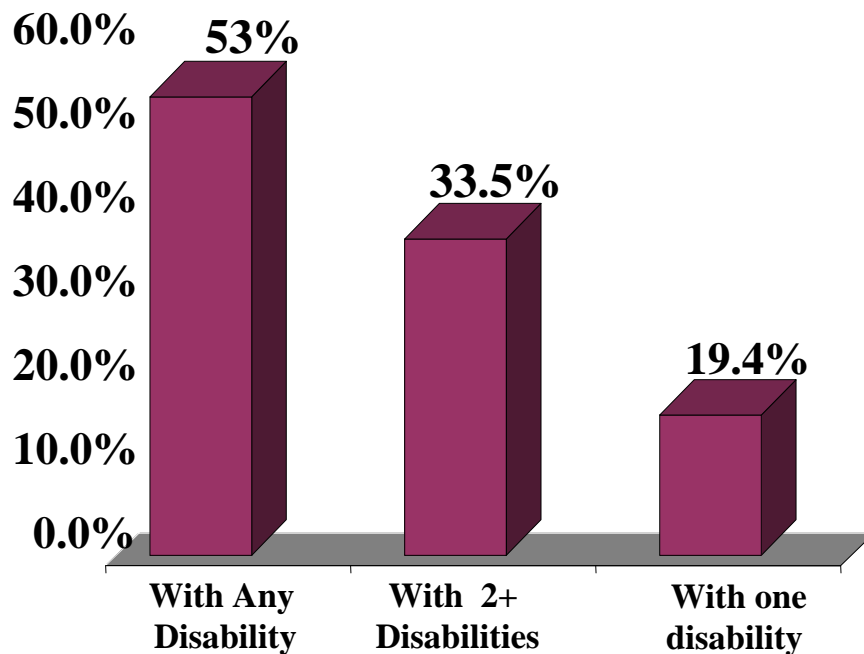
*“Have you given much thought to what kind
of job you want after you retire?”*

**“Have you given much thought to what
kind of job you want after you retire?”**

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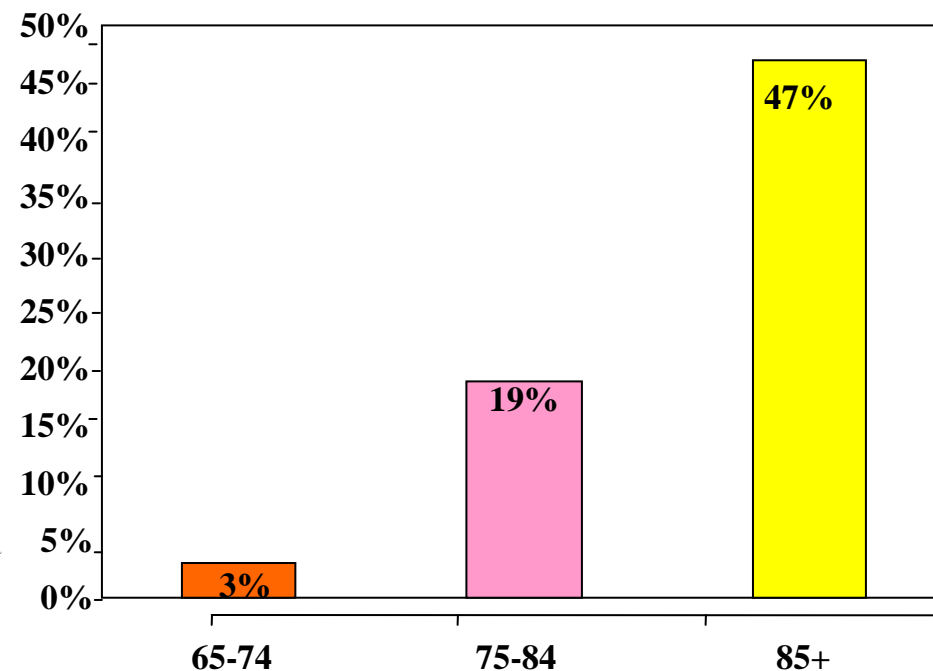
Prevalence of Disability Increases with Age

Disabilities over Age 75



Source: Alzheimer's Association, Alzheimer's Disease Facts and Figures, 2008 and "Alzheimer's Disease in the U.S. Population: Prevalence Estimates Using the 2000 Census", Archives of Neurology (60), 2003

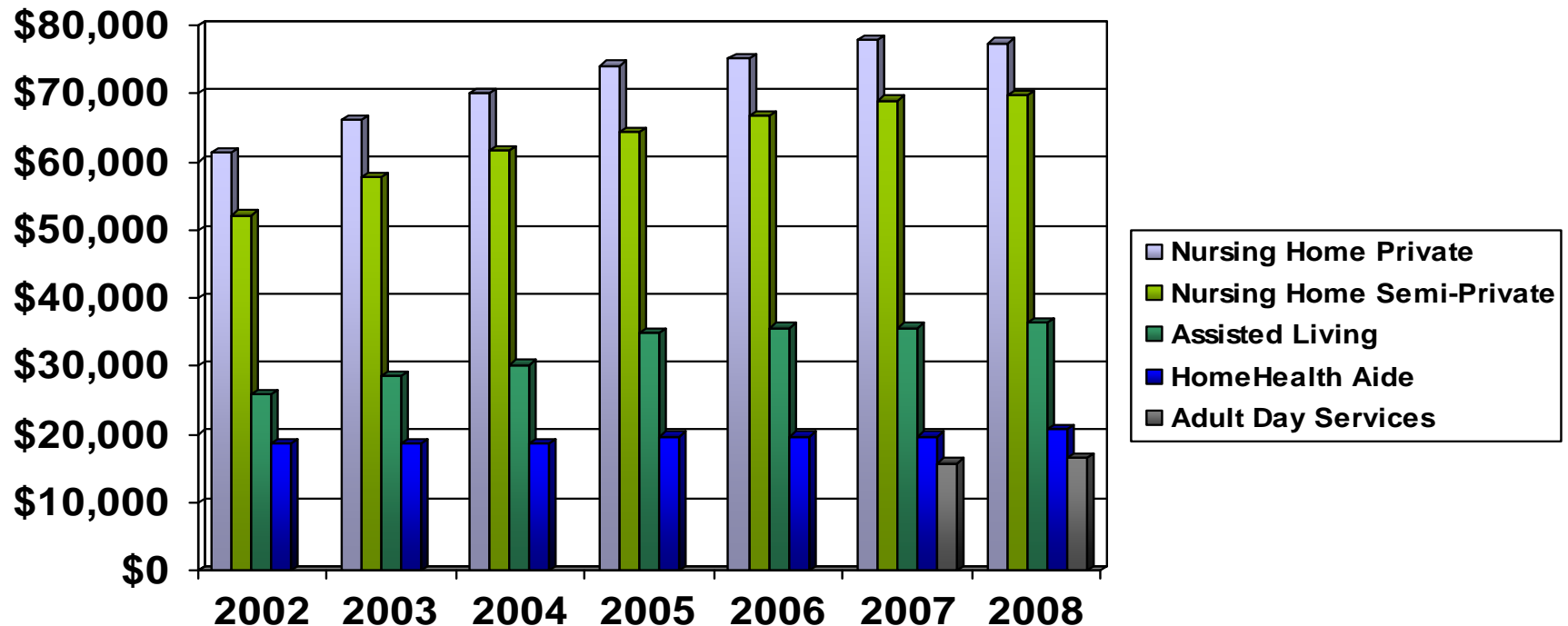
Prevalence of Alzheimer's Disease



Source: U.S. Dept. of Health & Human Services, July 2002

LTC Costs Continue to Increase

Average Annual Cost of Nursing Home, Home Care, Assisted Living, and Adult Day Services



Home Healthcare: price per hour x 4 hours x 5 days x 52 weeks; Adult Day Services: price per day x 5 days x 52 weeks

Source: MetLife Market Survey of Nursing Home/Home Care Costs, 2002 – 2006; MetLife Market Survey of Assisted Living Costs, 2002 – 2006; MetLife Market Survey of Nursing Home/ Assisted Living Costs, 2007-2008; MetLife Market Survey of Adult Day Services/ Home Care Costs, 2007-2008

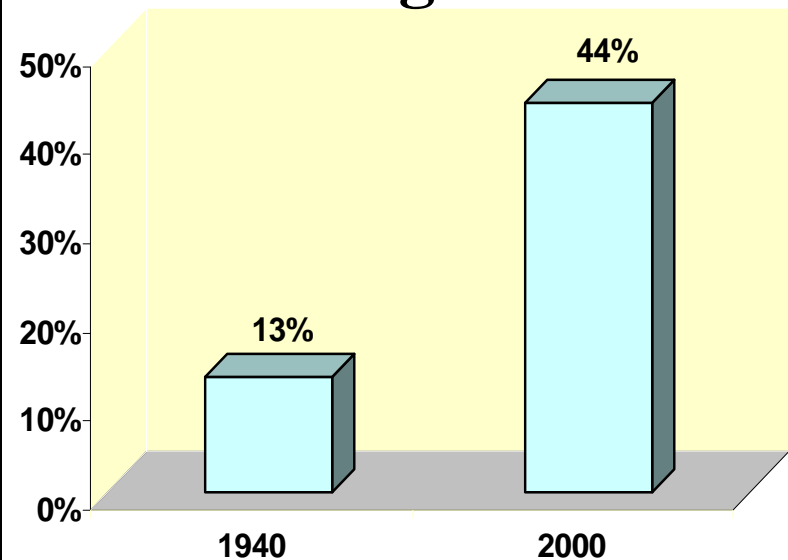
The Impact of Longevity on Adult Children

Caregiving Profile

44.3M Caregivers
46 Average Age of Caregiver
61% Women
4.3 Average Length of Care (Years)
59% Employed

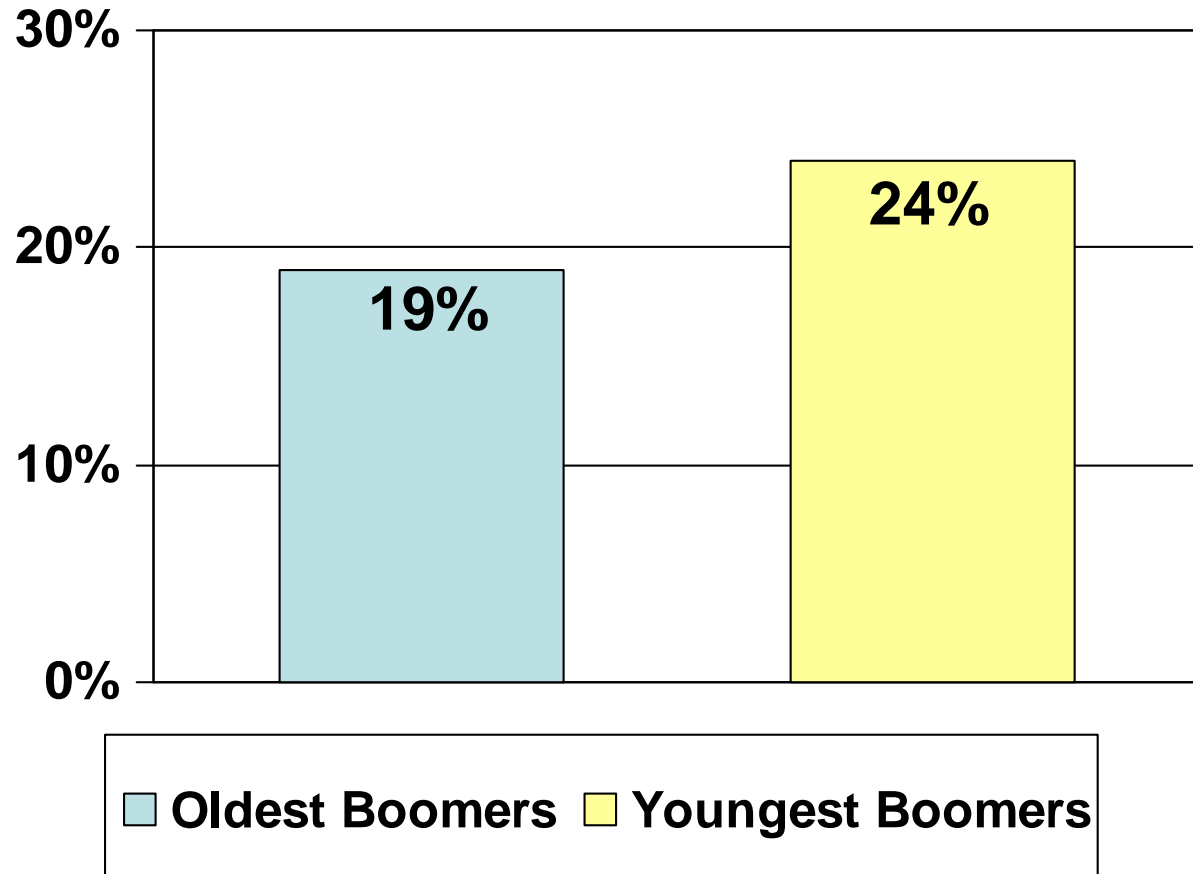
Source: *Caregiving in The U.S.*, National Alliance for Caregiving & AARP, April 2004

People 60+ with a Living Parent



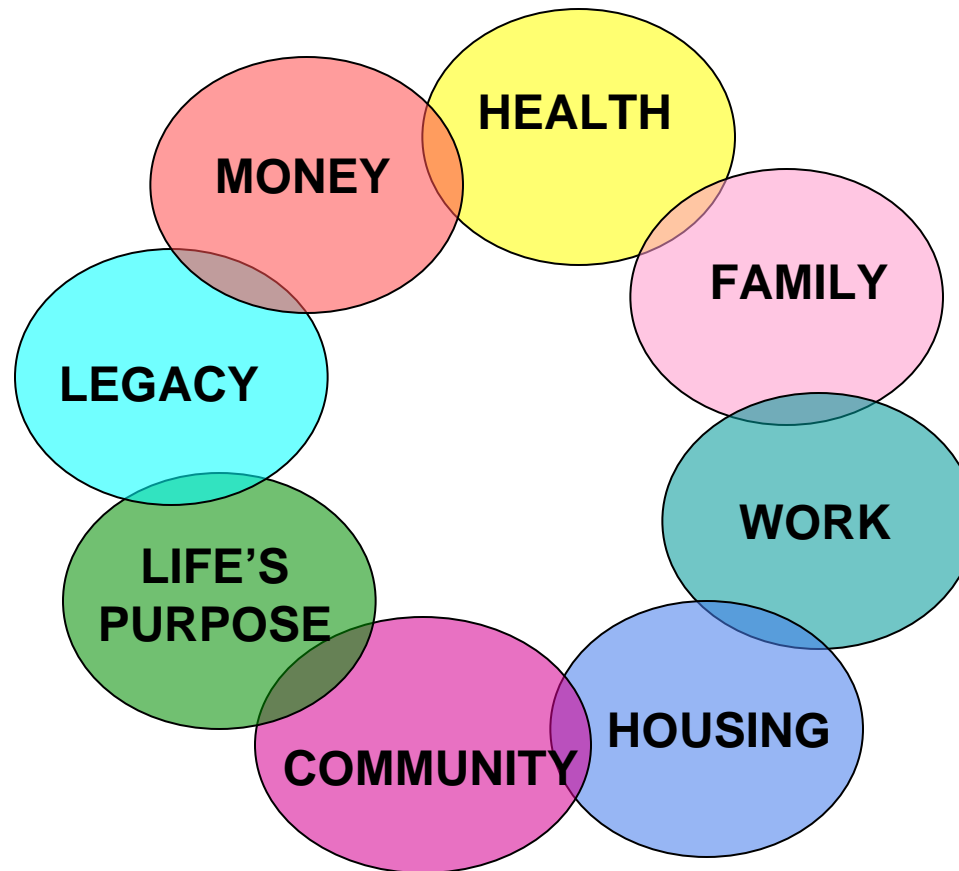
Source: *Coming to Terms with Long-Term Care*, Christian Science Monitor, 2000

Boomers Increasingly Receptive to Reverse Mortgages



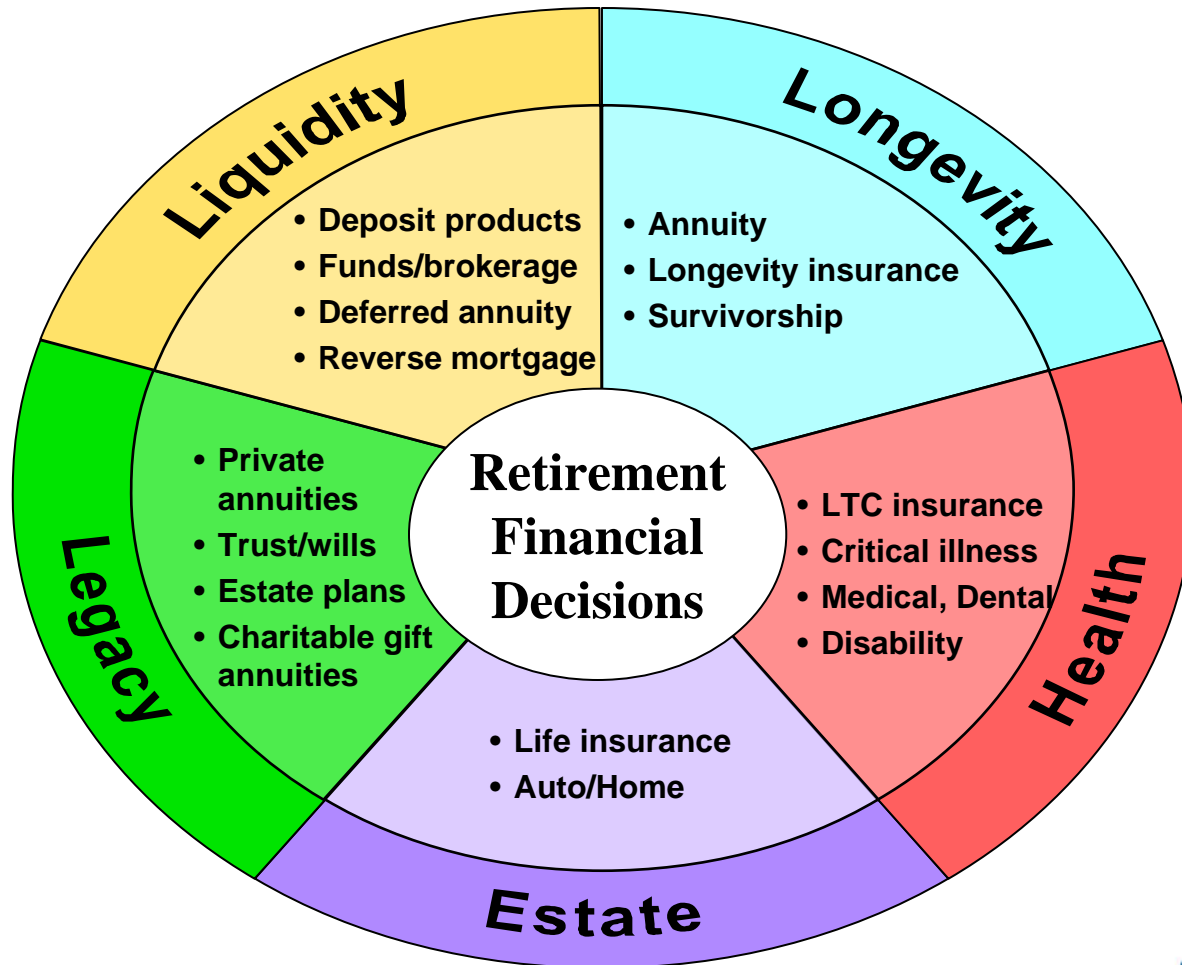
Source: MetLife Boomer Bookends Study: Insights into the Oldest and Youngest Boomers, MetLife Mature Market Institute, February, 2009

Like Life – Retirement is Holistic



Source: MetLife Mature Market Institute Analysis, 2008

Financial Elements of a Successful Retirement Plan



A Good Retirement is More than Financial

“A formula for the good life is living in the place you belong with the people you love, doing the right work, on purpose”



Richard Leider
The Inventure Group, 2007

Source: The Purpose Project: The Center of Spirituality & Healing,
University of Minnesota and Richard Leider, The Inventure Group, 2007

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