

# Financial Needs of Affluent and High Net Worth Consumers - US - November 2016

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"Most affluent and HNWI (high net worth individuals) have sophisticated financial needs and concerns. Advisory services might make it easier for them to reach their goals, but trust in professionals is relatively low among this group, and many wealthy people prefer to manage their finances themselves."

**- Robyn Kaiserman, Senior Financial Services Analyst**

This report looks at the following areas:

- One third aren't sure they have enough for retirement
- Most don't have a written plan
- Advisers are not necessarily trusted
- Robo-advisers don't impress HNWI

For the purposes of this Report, Mintel has used the following definitions:

The "affluent" are defined as those with investable assets of \$500K+ and net worth of up to \$3 million. "High net worth" is defined as net worth of more than \$3 million.

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