Military Veterans are Twice as Likely to Use a Financial Advisor, Northwestern Mutual Survey Affirms

America's military members 'fight the good fight' for their country and for their financial futures

MILWAUKEE, Nov. 10, 2015 /PRNewswire/ -- This Veterans Day Northwestern Mutual is celebrating the accomplishments of military veterans, both for their service to their country and to their own financial futures.

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Northwestern Mutual's *2015 Elements of Success Survey* discovered that veterans are twice as likely as non-vets to use a financial advisor. As a result, veterans are more likely than non-vets to:

Feel they have 'crossed the finish line' in the race toward financial security
Have a long-range financial plan
Believe that there is equal opportunity for everyone to achieve success

The survey found that veterans who are furthest along in the "race to financial success" are also those who use a financial advisor and who have a long-term written financial plan.

"Northwestern Mutual salutes our country's military veterans, and the personal qualities of desire to serve others and to persevere that so many demonstrate. The discipline and leadership skills gained through military service translate into a more disciplined approach to personal financial planning," said Ron Joelson, chief investment officer and executive sponsor of the Northwestern Mutual Military Veterans Employee Resource Group. "Veterans seek out financial advisors because they see the value of having a plan and following through on goals to help achieve financial security for themselves and their families."

Although veterans are 12 percent more likely than non-vets to feel extremely/very successful in their lives, there are still consistent trouble spots for certain groups of veterans. Nearly half of single vets are more likely to consider themselves somewhat/not at all successful compared to those married/living with a partner, retired or have at least a college degree; nearly half of veterans age 50-59 would describe themselves as somewhat/not successful at all; and one in five veterans living in the Midwest say they haven't even 'signed up for the race' to achieve their financial goals.

Methodology
Harris Poll conducted over 4,300 interviews in June 2015. The interviews were completed among U.S. adults age 18+ and included members of the general population.

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