

Turn policy worry to readiness

Compared to financial professionals, investors are more likely to think changes to government-provided benefits and taxes will impact them—but policy conversations aren't keeping pace.

in partnership with

CENTER for
RETIREMENT
RESEARCH
at BOSTON COLLEGE

76%

OF GEN X INVESTORS
expect greater personal
impact from potential tax
and policy changes.¹



Policy changes weigh on Gen X

Gen X is worried about policy changes. With a financial professional, they're more likely to discuss how policy decisions could affect economic outcomes compared to baby boomers.²

ONLY

12%

of financial professionals
surveyed like to talk policy
issues with clients.³



Focus shift: Clarity over prediction

Investors want to talk policy change, so why don't financial professionals? These topics are sensitive and hard to manage. When they're framed in a calm, nonpolitical way, everyone can benefit. Focus on clarity over prediction.

54%

OF INVESTORS SURVEYED
say cuts to Social Security
and Medicare would majorly
impact their financial future.⁴



Next steps: Boost preparedness

While investors expect policy changes, many haven't explored how their own plans could be affected.⁵ There's room for clear conversations and simple planning steps to support long-term readiness.

¹ Jackson's study on policy risk, conducted in partnership with Greenwald & Associates and the Center for Retirement Research at Boston College, surveyed 400 financial professionals and 1,443 retirement investors between 45 and 79 years of age. All investors had financial assets of \$100,000 and over. Survey was conducted online from July 7-21, 2025. Jackson's findings focus on federal policy risk. Other important factors—such as state tax policy, Medicaid participation, and the availability of high-quality health and long-term care—may also influence policy-related concerns but fall outside the scope of this research.

² Customer Research. Security in Retirement: Policy Risk: Investor Survey. Quantitative Research – Q3 2025.

³ Ibid.

⁴ Ibid.

⁵ Ibid.

To download the white paper or
to find out more information, [click here](#).

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