

# OMNI REPORT: SENIORS AND MONEY

May 25, 2018



FINANCIAL  
PLANNING  
STANDARDS  
COUNCIL



Credit Canada  
Debt Solutions



## QUANTITATIVE RESEARCH INSTRUMENT

An online survey of 1000 Canadians 60 and older was completed between May 2-9, 2018, using Leger's online panel. The margin of error for this study was +/-2.5%, 19 times out of 20.

## ABOUT LEGER'S ONLINE PANEL

Leger's online panel has approximately 400,000 members nationally and has a retention rate of 90%.

## QUALITY CONTROL

Stringent quality assurance measures allow Leger to achieve the high-quality standards set by the company. As a result, its methods of data collection and storage outperform the norms set by WAPOR (The World Association for Public Opinion Research). These measures are applied at every stage of the project: from data collection to processing, through to analysis. We aim to answer our clients' needs with honesty, total confidentiality, and integrity.

# THE RESULTS



# MOST COMMON SOURCE OF INCOME FOR SENIORS IS GOVERNMENT

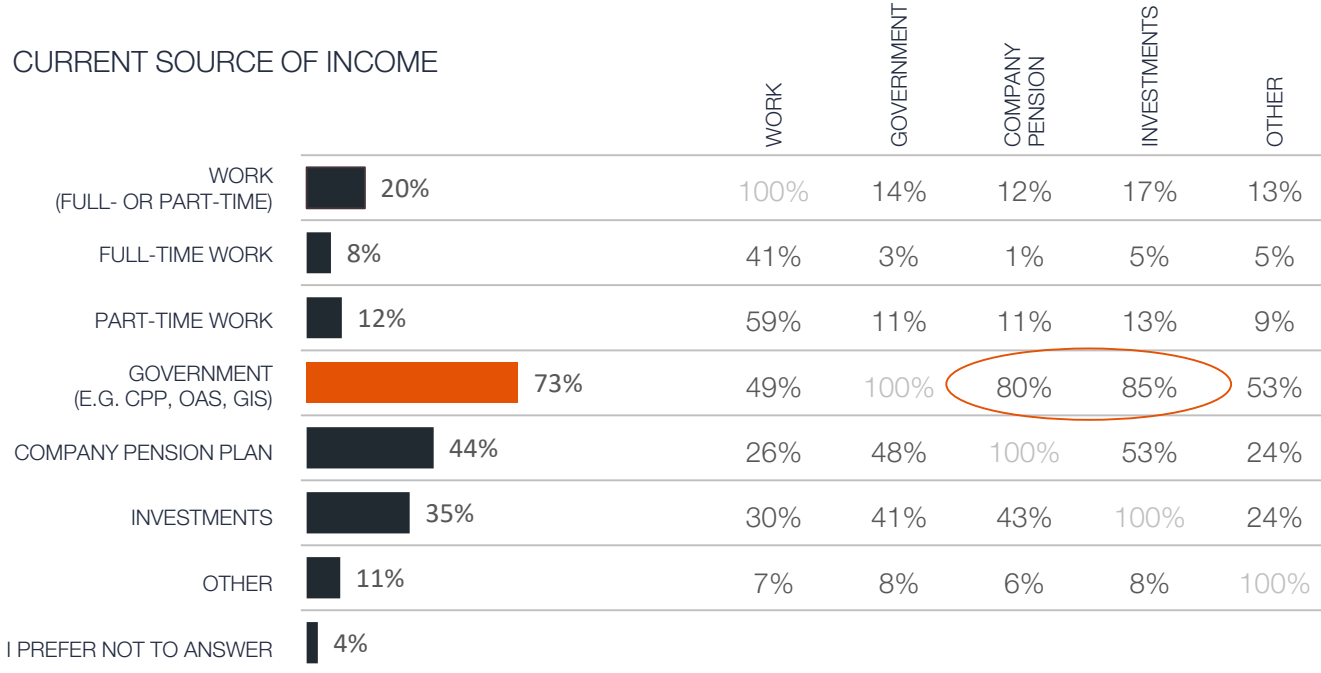
CURRENT SOURCE OF INCOME	AGE				
		60-69	70+	70-79	80+
WORK (FULL- OR PART-TIME)	20%	30%	9%	11%	6%
FULL-TIME WORK	8%	14%	3%	4%	<1%
PART-TIME WORK	12%	17%	7%	7%	6%
GOVERNMENT (E.G. CPP, OAS, GIS)	73%	64%	82%	82%	83%
COMPANY PENSION PLAN	44%	41%	46%	45%	50%
INVESTMENTS	35%	27%	44%	43%	45%
OTHER	11%	9%	14%	15%	12%
I PREFER NOT TO ANSWER	4%	4%	3%	4%	3%

Seniors (aged 60+) are most likely to be supported by the government (73%), followed by company pension plans (44%) and investments (35%).

**ONE-IN-FIVE SENIORS ARE STILL WORKING**, especially those with financial concerns (26% vs 16% no concerns), who have debt (27% vs 12% no debt), who are stressed about finances (25% vs 18% not stressed), or who are supporting children financially (28% vs 18% not supporting children).

**MEN ARE MORE LIKELY TO BE WORKING** (27% vs 14% women), as are younger seniors (aged 60-69) (30% vs 9% aged 70+).

# SENIORS HAVE MULTIPLE SOURCES OF INCOME

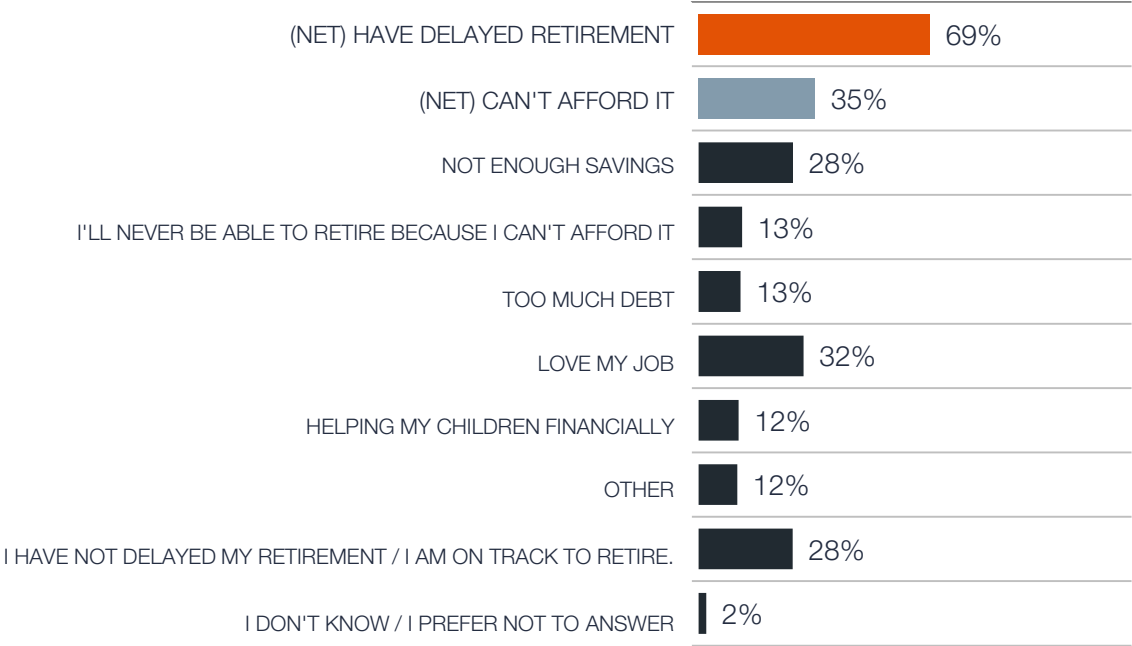


Four-in-five seniors with government income (such as CPP, OAS, GIS, etc.) also receive a company pension or income from investments.

# WORKING SENIORS HAVE DELAYED RETIREMENT



## REASONS FOR DELAYED RETIREMENT



Among seniors who are still working, **seven-in-ten (69%) have delayed their retirement.** Over one third (35%) of working seniors say they have delayed their retirement because they can't afford it.

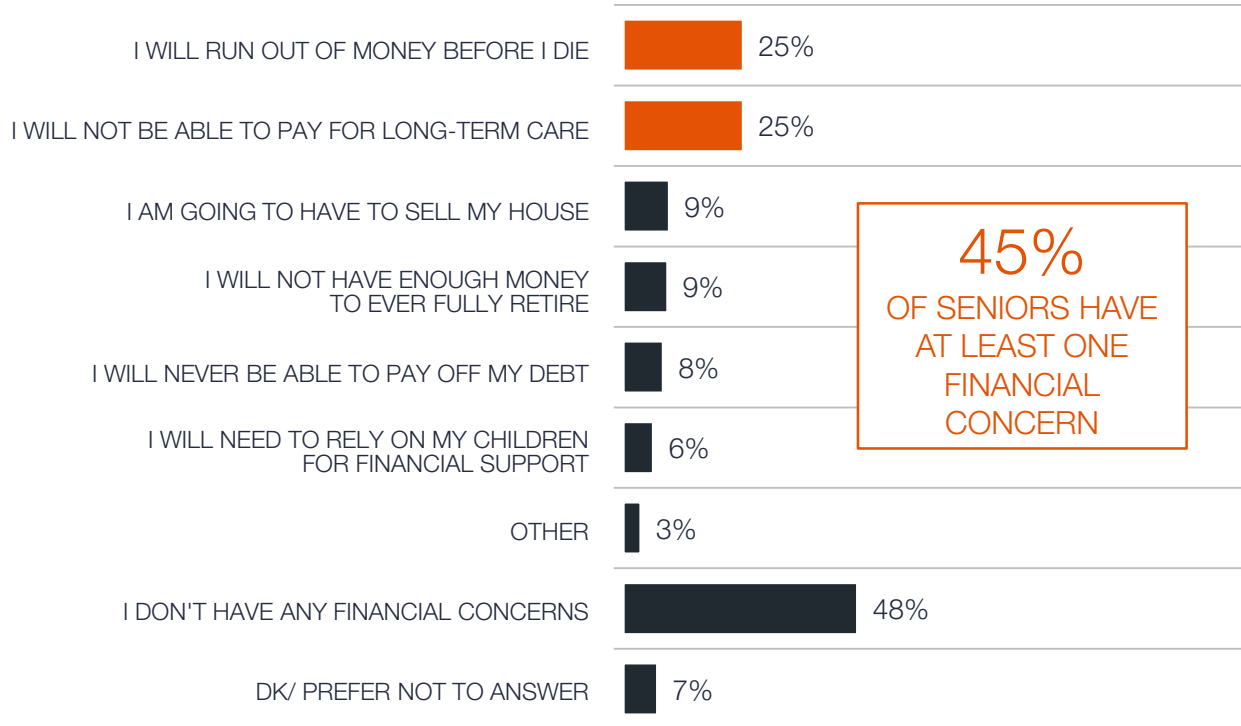
Seniors who are stressed about their finances (81% vs 62% not stressed) are significantly more likely to have delayed their retirement.

Seniors earning <\$40K per year are more likely to say they can't afford to retire (70% vs 34% earning >\$40K). The same is true for those in some form of debt (42% vs. 14% no debt).

0002 You mentioned that you are currently working full time and /or part time. Have you delayed retirement as a result of any of the following? Base: Those who are currently working (n=187)

# SENIORS HAVE AT LEAST ONE FINANCIAL CONCERN

## BIGGEST FINANCIAL CONCERNS

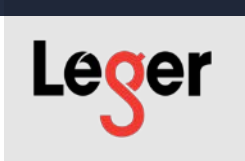


Nearly half of seniors (45%) have at least one financial concern, with running out of money (25%) and not being able to pay for long-term care (25%) being the most common financial concerns.

The following groups of seniors are significantly more likely to have at least one financial concern:

- Aged 60-69
- Lower incomes
- Females (50% vs 39% males)
- Have debt (57% vs 29% no debt)

# FINANCIAL CONCERNS AND BEING STRESSED



BIGGEST FINANCIAL CONCERNS		STRESSED	NOT STRESSED
I WILL RUN OUT OF MONEY BEFORE I DIE	25%	56%	11%
I WILL NOT BE ABLE TO PAY FOR LONG-TERM CARE	25%	52%	13%
I AM GOING TO HAVE TO SELL MY HOUSE	9%	22%	4%
I WILL NOT HAVE ENOUGH MONEY TO EVER FULLY RETIRE	9%	22%	3%
I WILL NEVER BE ABLE TO PAY OFF MY DEBT	8%	24%	1%
I WILL NEED TO RELY ON MY CHILDREN FOR FINANCIAL SUPPORT	6%	16%	2%
OTHER	3%		
I DON'T HAVE ANY FINANCIAL CONCERNS	48%		
DK/ PREFER NOT TO ANSWER	7%		

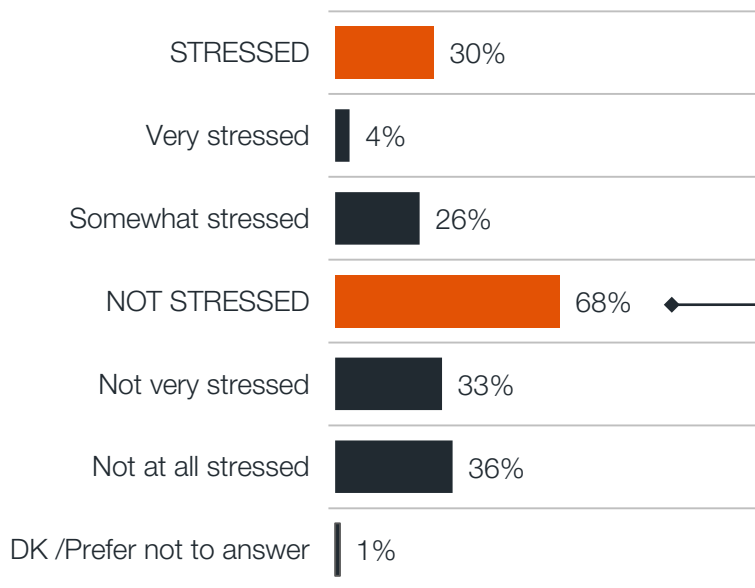
90%  
 OF THOSE WHO ARE STRESSED  
 HAVE AT LEAST ONE  
 FINANCIAL CONCERN

Seniors who said they are stressed are over three times more likely to say they have at least one financial concern, with the most common concerns being running out of money (56%) and not being able to pay for long-term care (52%).



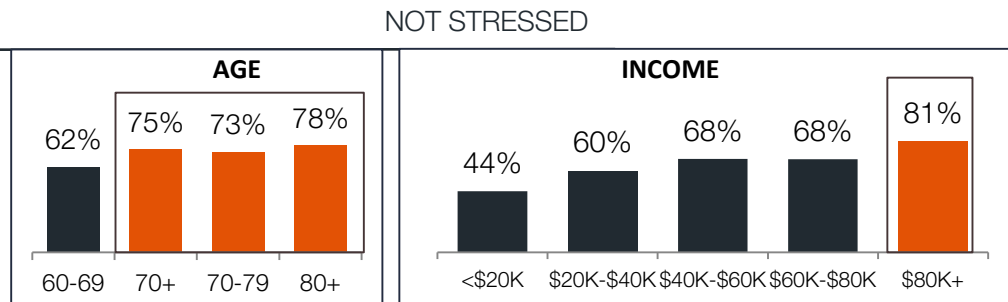
# TWO-THIRDS OF SENIORS ARE NOT STRESSED ABOUT THEIR FINANCES

## LEVEL OF STRESS OVER FINANCES



Two-thirds (68%) of seniors are not stressed about their current and future finances. Seniors aged 70+ (75% and those earning a higher income (81% earning \$80K+) are significantly more likely to say they are not stressed about their finances.

Seniors without financial concerns (96% vs 39% with financial concerns), and seniors with no debt (82% vs 59% with debt) are significantly more likely to say they are not stressed about their finances.



# SENIORS ARE CARRYING DEBT

DEBTS	AGE				
		60-69	70+	70-79	80+
(Net) Carry at least one form of debt	56%	65%	46%	52%	35%
Credit card	32%	34%	28%	31%	24%
Line of credit	23%	28%	19%	19%	17%
Mortgage	19%	23%	13%	17%	6%
Auto loan	14%	16%	11%	12%	9%
Bank or Credit Union loan	3%	3%	3%	4%	2%
Recreational vehicle loan	1%	1%	1%	1%	-
Business loan	1%	1%	<1%	<1%	-
Loan from family or friends	1%	<1%	1%	1%	1%
Payday loan	<1%	<1%	<1%	<1%	-
Other	2%	2%	2%	3%	1%
I do not have any debt	42%	33%	52%	46%	63%
DK / Prefer not to answer	2%	2%	2%	2%	1%

**MORE THAN HALF (56%) OF SENIORS CARRY AT LEAST ONE FORM OF DEBT**, with credit card debt (32%) and a line of credit (23%) being the most common forms of debt.

The following groups of seniors are significantly more likely to carry at least one form of debt:

- Aged 60-69 (65% vs 46% aged 70+)
- Stressed about their finances (75% vs 48% not stressed)
- Have at least one financial concern (71% vs 43%)

# SENIORS HAVE MULTIPLE FORMS OF DEBT

DEBTS:		# OF DEBTS SELECTED	
		1	2+
(Net) Carry at least one form of debt		100%	100%
Credit card	32%	42%	72%
Line of credit	23%	19%	67%
Mortgage	19%	18%	50%
Auto loan	14%	15%	35%
Bank or Credit Union loan	3%	2%	9%
Recreational vehicle loan	1%	1%	3%
Business loan	1%	--	2%
Loan from family or friends	1%	--	2%
Payday loan	<1%	--	1%
Other	2%	3%	5%
I do not have any debt	42%		
DK / I prefer not to answer	2%		

26%  
 ARE CARRYING TWO OR MORE  
 FORMS OF DEBT

While nearly a third are carrying just one form of debt (which is usually in the form of credit card debt), **26% carry two or more forms of debt.**

The usual culprits here tend to be credit cards, lines of credit, mortgages, and (to a lesser extent) auto loans.

# DEBT LOAD CHANGES AS HOUSEHOLD GROWS

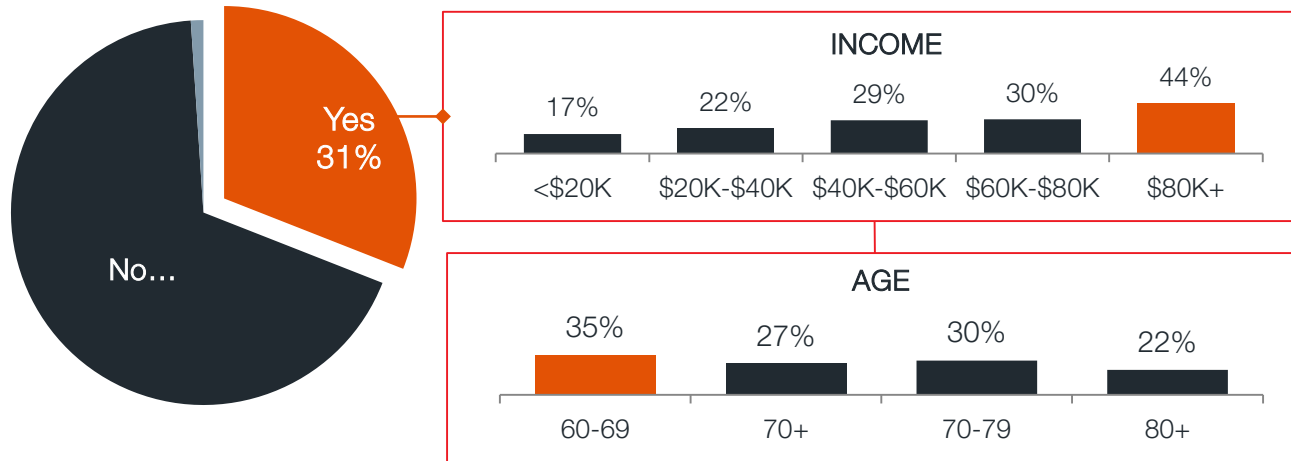
DEBTS:	# IN HOUSEHOLD		
	1	2	3+
(Net) Carry at least one form of debt	56%	57%	70%
Credit card	32%	34%	39%
Line of credit	23%	20%	28%
Mortgage	19%	17%	33%
Auto loan	14%	9%	24%
Bank or Credit Union loan	3%	3%	6%
Recreational vehicle loan	1%	1%	1%
Business loan	1%	<1%	3%
Loan from family or friends	1%	<1%	1%
Payday loan	<1%	<1%	--
Other	2%	3%	3%
I do not have any debt	42%	41%	29%
DK / I prefer not to answer	2%	3%	2%

As the number of people in the household grows, certain aspects of a respondent's debt load change as a result. The likelihood of having a car loan, for example, is more likely with 2+ people living in the household, relative to just one.

Interestingly, those living in a household of three or more people are nearly two times more likely to select two or more forms of debt (44%), relative to those living alone or with one other person (24%).

# SENIORS ARE SUPPORTING CHILDREN FINANCIALLY

## SUPPORTING CHILDREN FINANCIALLY



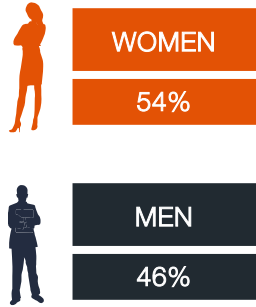
**Three-in-ten (31%) seniors with children are supporting them financially.**

Seniors earning a higher income \$80K+ (44%) and those aged 60-69 (35%) are significantly more likely to be supporting their children financially.

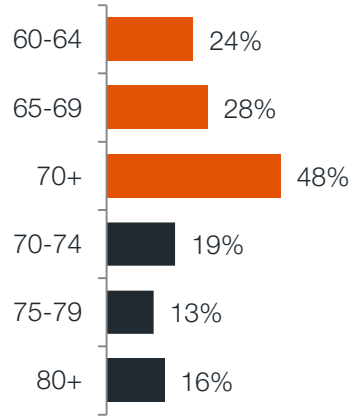
# RESPONDENT PROFILE

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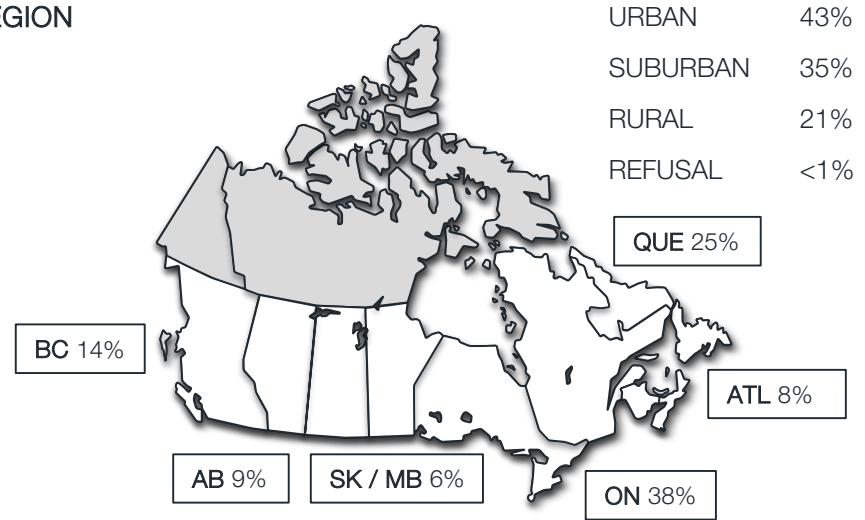
## GENDER



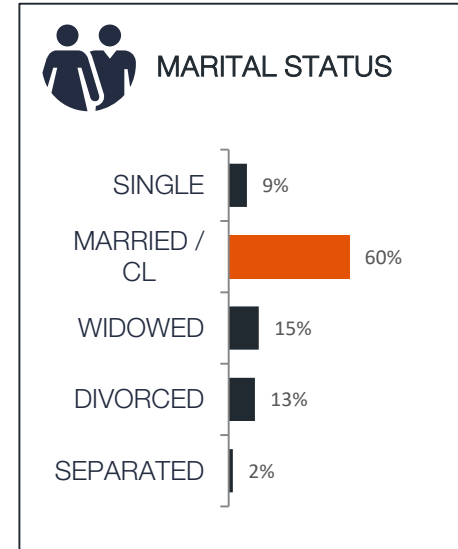
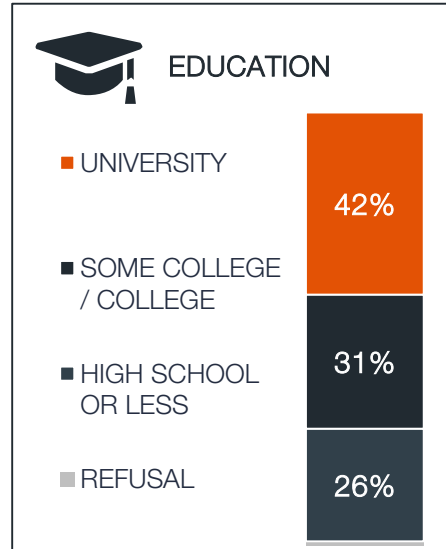
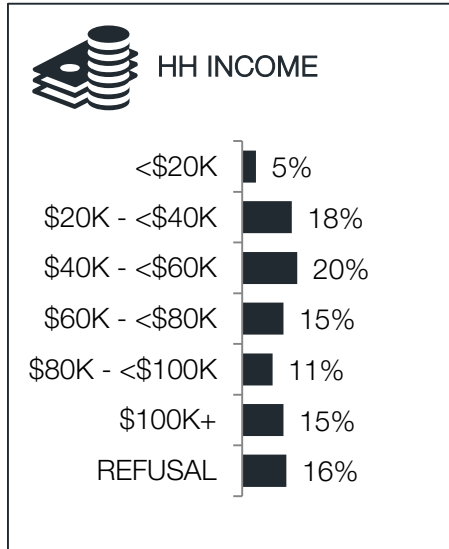
## AGE



## REGION

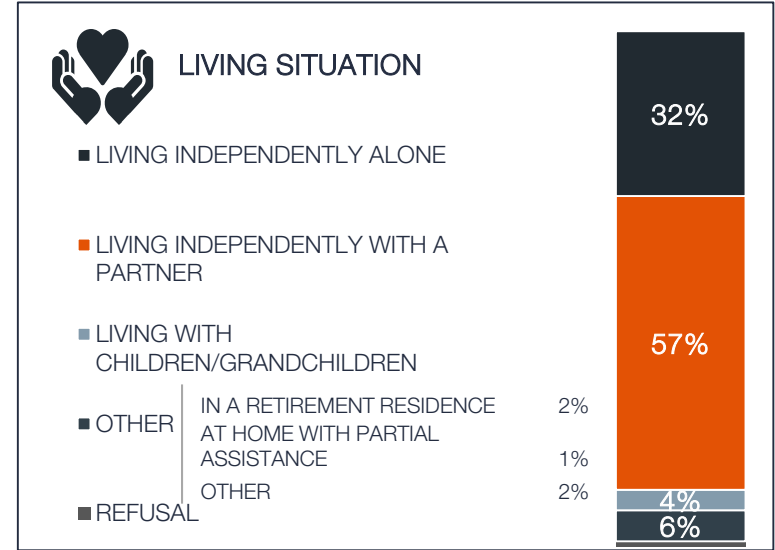
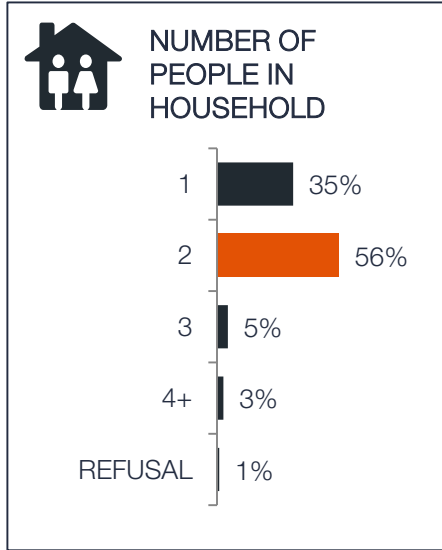
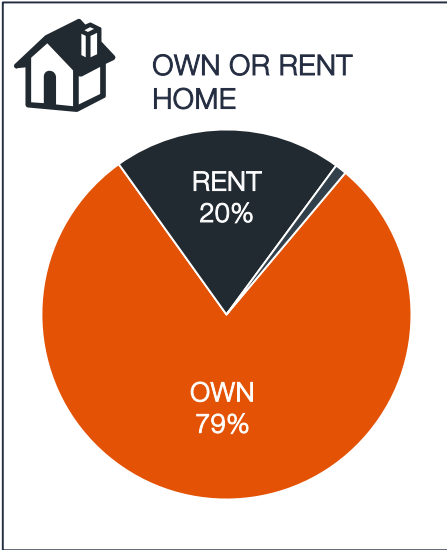


# RESPONDENT PROFILE





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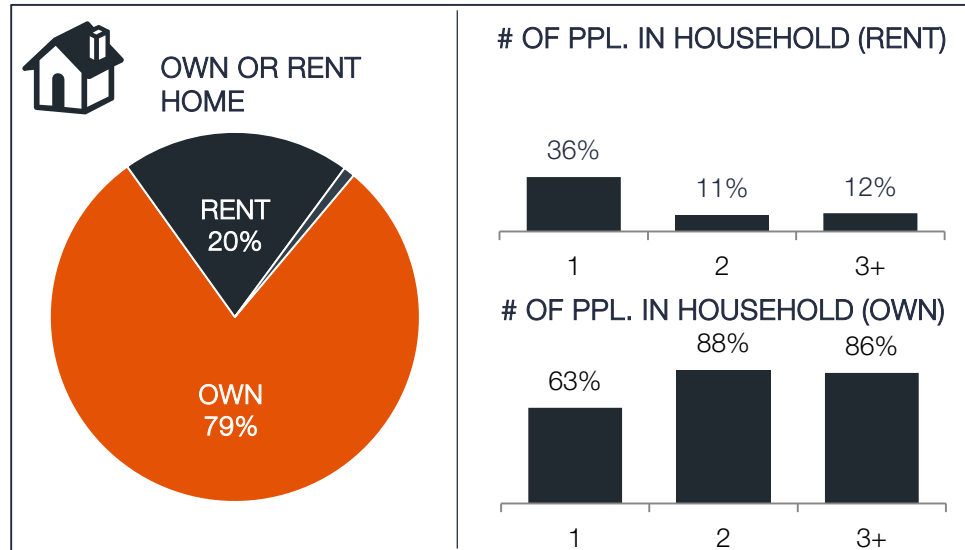


**23%**  
of homeowners have a mortgage

Those living alone (i.e. one person in the household) are more likely to be:

- at least 80 years old (48% vs. 32% among those 60-79),
- female (44% vs. 24% among men),
- living in a retirement residence or long-term care facility (87% vs. 36% living independently and 46% living with assistance),
- renting (63% vs. 28% among homeowners), and
- making <\$40K per year (65% vs. 26% among those making \$40K+ per year).

# RESPONDENT PROFILE



# THE TEAM

# THE TORONTO PR TEAM



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# Leger



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