



Own your worth

How women can break the cycle of financial abdication
and take control of their wealth

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We will explore...



- **Insights** from women
- Lessons from **divorcees and widows**
- Action steps to **break the cycle** of financial abdication
- How **UBS** can help

Twin forces = more women alone



Women are living **5 years longer** than men,₁



Nearly half of marriages are likely to end in divorce.₂



8 out of 10 women end up solely responsible for their finances.₃

Sources:

1. U.S. Department of Health and Human Services, Centers for Disease Control and Prevention, National Center for Health Statistics, 2016.
2. National Health Statistics Reports, First Marriages in the United States: Data from the 2006-2010 National Survey of Family Growth.
3. National Vital Statistics Reports, Vol. 66, No. 6, November 27, 2017.

What can we learn from women who learned the hard way?



Life after loss

Kathleen Volk Miller



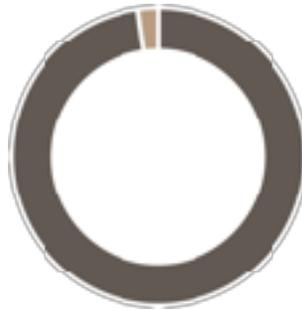
Getting back on your feet

Karen Bigman

Women share wisdom



Nearly **60%** of widows and divorcees wish they were **more financially involved** during marriage



98% urge other women to **become more involved** early on



97% recommend becoming **more financially educated**

Married women ignore the warnings



18% of married women **worry about managing finances** if something happens to their marriage

Yet



56% **defer to a spouse** on investments and financial planning

Only

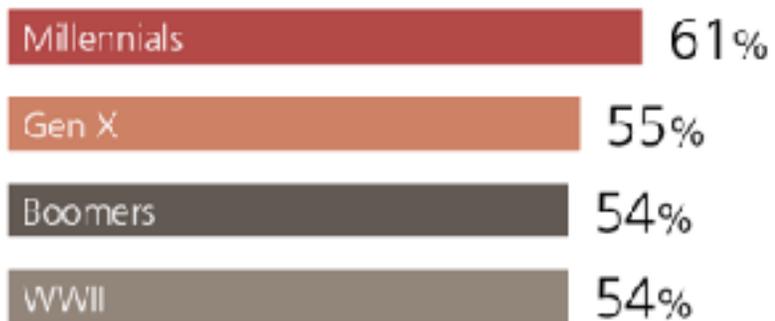


55% of women think a major life event would have an impact on their finances

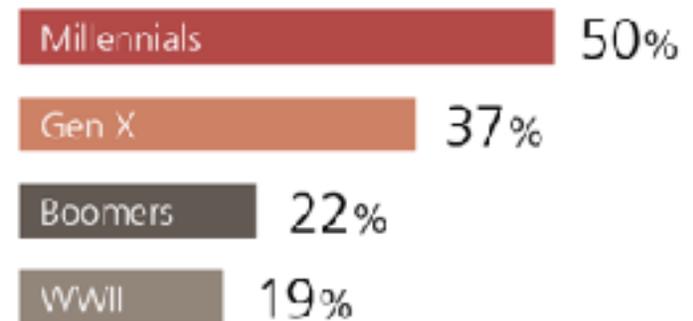
Millennials are upholding the status quo



Millennial women are more likely to leave major financial decisions to **their spouse**



But they are also more likely to believe they should be **doing more**



Own Your Worth, UBS, April 2018.

How we got here: A look back

Women only gained **equal financial footing** with men in the past 60 years

●
1963

The Equal Pay Act finally demands equitable pay for the same work¹

●
1971

Reed vs. Reed: The Supreme Court rules it unconstitutional for states to give preference to males over females when appointing administrators of estates²

●
1974

The Equal Credit Opportunity Act finally makes it illegal to require women to have a male co-signer when applying for credit.³

●
1981

The Supreme Court overturned state laws that gave husbands unilateral control of jointly owned property.⁴

Sources:

1. U.S. Equal Employment Opportunity Commission.
2. National Women's Law Center.
3. United States Department of Justice.
4. Kirchberg v. Feenstra (1981). No. 79-1388.

Still further for women to go



Gender roles run deep

71% of women want their husbands to provide them with a sense of financial security

87% of men expect to provide their wives with a sense of security

Own Your Worth, UBS, April 2018.



Men are still the breadwinners

70% of men surveyed are the primary breadwinners

43% of female breadwinners still leave major financial decisions to their husbands



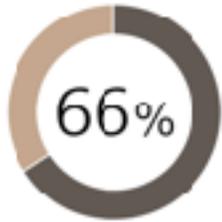
Time constraints create challenges

47% of married women actively participate in key financial decisions when husband shares childcare equally

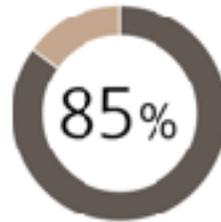
vs.

38% of women who have primary childcare responsibilities

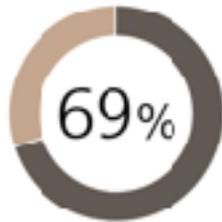
Competence vs. confidence



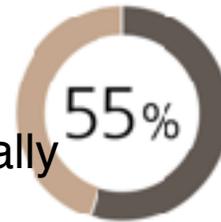
of women uninterested in investing believe it's **too complicated**



of married women who stay out of long-term financial decisions **believe their spouses know more**



of women believe that women **overestimate what's required** to be financially prepared



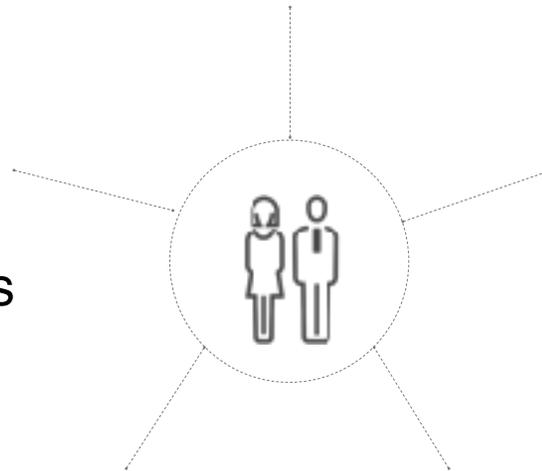
of women are **confident** about making long-term financial decisions **vs. 79% of men**

Top 5 myths

1 We share financial decisions **equally**

2 Women have been on equal ground with men financially **for a long time now**

5 The breadwinner **takes the lead** on investment decisions



4 I'm unhappy with the disparity and I'm **advocating for change**

3 This is my mother's problem, **not mine**

Take control of your wealth



With three action steps

1 Own your worth

2 Talk money

3 Break the cycle

Action step #1: Own your worth



Know where you stand and what you want for the future

Ask questions to help frame your needs:

- What do you want to accomplish in your **life**?
- Who are the **people** who matter most to you?
- What do you want your **legacy** to be?
- What are your main **concerns**?
- How do you **plan** to achieve your life's vision?

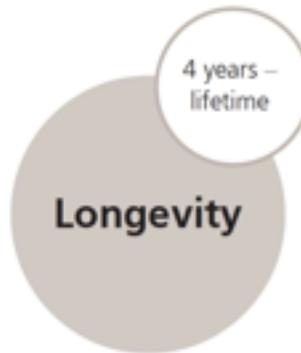
Action step #1: Own your worth

Think about wealth along three dimensions



To help **maintain** your lifestyle

- Entertainment and travel
- Taxes
- Purchasing a home



To help **improve** your lifestyle

- Retirement
- Healthcare and long-term care expenses
- Second home



To help **improve** the lives of others

- Giving to family
- Philanthropy
- Wealth transfer over generations

Action step #2: Talk money



Start the right conversation

Do you have a **good handle** on how you're doing financially?

Do you **talk regularly** with your spouse, children and parents about family finances?

If you found yourself alone tomorrow...

Do you know what you'd do to make sure you're **financially secure**?

Action step #3: Break the cycle

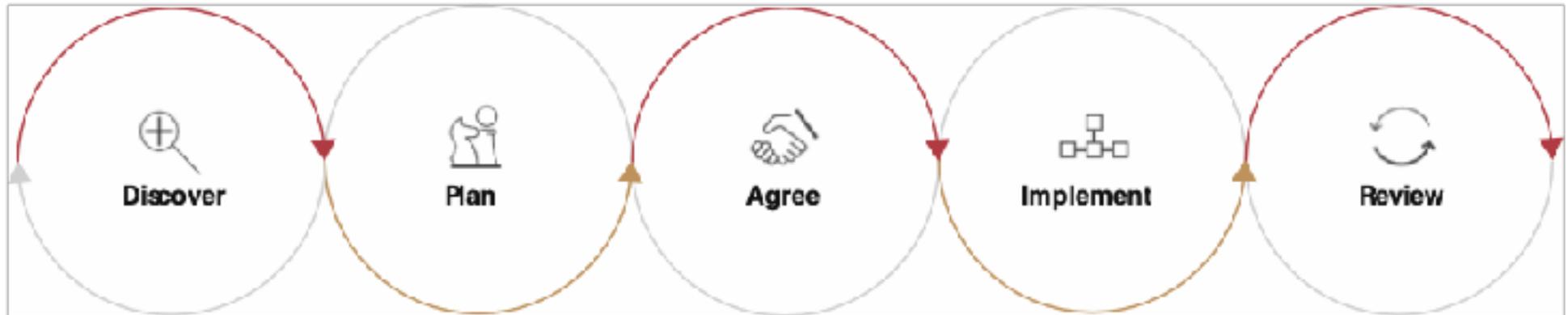


Model financial partnership for your **family and loved ones**

Set an example of financial partnership for the **younger generation**

Get the word out in your social network and community – women need to become **more involved with finances**

UBS Wealth Way: How we work together



Through deeper conversations including **5 simple questions**, we capture your goals and needs

Next, we organize your financial life into 3 strategies:

Liquidity—to help provide cash flow for short-term expenses

Longevity—for longer-term needs

Legacy—for needs that go beyond your own

Then, together, we can map out a comprehensive range of solutions addressing both sides of your balance sheet to help you **pursue your goals** at every phase of your life

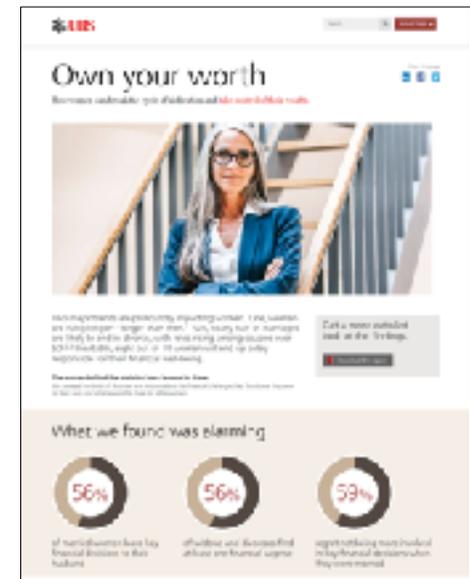
Once you have a plan, we'll help you put it in motion

Working together, we can make any adjustments necessary as your life, financial circumstances and goals change

UBS Wealth Way is an approach incorporating Liquidity, Longevity, Legacy, strategies that UBS Financial Services Inc. and our Financial Advisors can use to assist clients in exploring and pursuing their wealth management needs and goals over different time frames. This approach is not a promise or guarantee that wealth, or any financial results, can or will be achieved. All investments involve the risk of loss, including the risk of loss of the entire investment.

UBS can help

Insights and resources you can use



#ownyourworth

No matter where you are on the journey...

We can help you navigate

Any questions?
Let's keep talking.

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