

2017 Economic & Investment Sentiment Summary

Economic outlook declines sharply in May, especially among Mass Affluent.

ECONOMIC OUTLOOK – late May 2017

❖ Perhaps reflecting the turmoil in Washington, and paralleling a drop in the May Consumer Confidence Index, the **W&AM Economic Optimism** trend line declined by 11 points among Mass Affluent and 6 points among HNW investors.

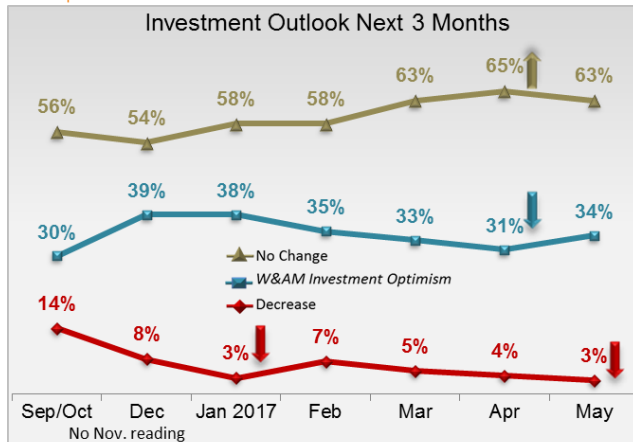
INVESTING OUTLOOK – late May 2017

❖ The gloomy outlook on the U.S. economy appeared to have more impact on HNW investors than their Mass Affluent counterparts. The **W&AM Investment Optimism** trend line continued declined by 6 points among HNW households, but advanced by 3 points among Mass Affluent.

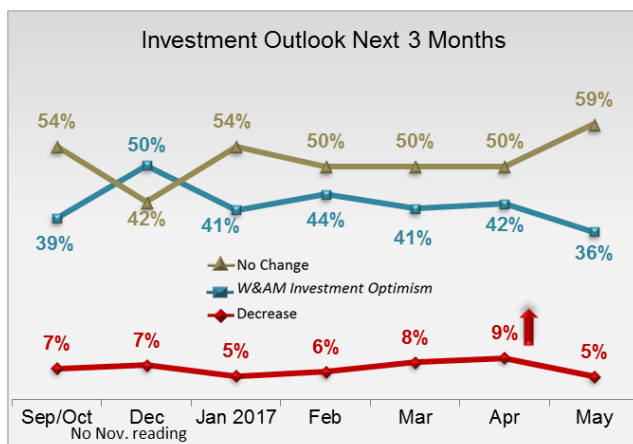
PERSPECTIVE

➤ The sharp drop in economic optimism may be a temporary reaction to political events, as the fundamentals of the U.S. economy remain strong. Many HNW investors retreated to the sidelines in May, perhaps waiting for more signs of stability in the political climate.

MASS AFFLUENT INVESTORS - \$250K-\$999K INVESTABLE ASSETS



HNW INVESTORS - \$1MM+ INVESTABLE ASSETS



↕ ↗ 3-Period Trend

Remainder: "do not own any investments"