



DALLAS ESTATE PLANNING COUNCIL | DECEMBER 5, 2024

THE CHANGING LANDSCAPE OF WEALTH TRANSFER TODAY

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WOMEN & WEALTH TODAY

U.S. WEALTH CONTROLLED BY
WOMEN BY 2030¹

\$30T

RISE IN WOMEN-FOUNDED BUSINESSES
VALUED AT OR OVER \$1 BILLION²

4x

INVESTABLE ASSETS
CONTROLLED BY BOOMERS³

70%

DIVORCES THAT INVOLVE
SOMEONE OVER 50 YEARS⁴

36%

GROWTH IN WOMEN-OWNED
BUSINESSES SINCE 1972⁵

3,000%

WOMEN WHO EARN AS MUCH OR
MORE THAN THEIR HUSBANDS⁶

50%

AVERAGE AGE OF
WIDOWHOOD⁷

59

LEAVE ADVISORS WITHIN YEAR
OF DIVORCE OR WIDOWHOOD⁸

8 in 10

1. McKinsey & Company 2. Crunchbase 3. McKinsey & Company 3. McKinsey & Company 4. Brown, The Journals of Gerontology 5. U.S. Census Bureau 6. Pew Research 7. U.S. Census Bureau 8. Pew Research



WE'VE COME A LONG WAY... OR HAVE WE?

Despite our desire for gender equality, 56% of us are still deferring long-term financial decisions to our partners¹

And married millennial women are more likely than any other generation to do the same (54% v. 39% of boomers)²

WOMEN & WEALTH TODAY

OTHER TRENDS TO KEEP IN MIND...

INCREASE IN CENTENARIANS
BY 2054¹

400%

GROWTH IN COHABITATING ADULTS
AGES 50 AND OLDER SINCE 2007²

75%

ADULTS 18 AND 49 WHO DON'T
PLAN TO HAVE CHILDREN³

44%

MODERN FAMILY STRUCTURE
HOUSEHOLDS⁴

34%

WOMEN WHO WILL END
UP ALONE⁵

80%

WOMEN WHO ARE SINGLE⁶

52%

TRADITIONAL FAMILY
STRUCTURE HOUSEHOLDS⁷

35%

WOMEN IN THEIR 40s AND 50s WHO
ARE IN THE SANDWICH GENERATION⁸

47%

1. Boston University New England Centenarians Study 2. Pew Research 3. Pew Research 4. Northern Trust 5. UBS 6. Wells Fargo 7. Pew Research 8. Northern Trust

RISING GEN TODAY

WEALTH CONTROLLED BY
MILLENNIALS BY 2030¹

33.6T

RISING GEN WHO DO NOT FEEL
READY TO MANAGE THE WEALTH²

50%

SHARE OF CAREGIVERS UNDER
45 OVER THE LAST 20 YEARS³

4x

INHERITORS WHO IMMEDIATELY
CHANGE THEIR PARENTS ADVISORS⁴

7 in 10

ADULTS AGED 18-44
COHABITING⁵

59%

MILLENNIALS AND GENZs RECEIVING
ASSISTANCE FROM THEIR PARENTS⁶

42%

AVERAGE AGE PEOPLE ARE
RECEIVING INHERITANCE⁷

51

INCOME GENERATED
AMONG BILLIONAIRES⁸

\$151B

THROUGH INHERITANCE

\$141B

SELF-MADE

2. 2022 Nuveen Wealth Inheritor Study 3. MMWR 4. Forbes 5. Pew Research Center 6. MarketWatch 7. SeniorLiving.org 8. UBS Billionaire Ambitions Report 2023

THE RISING GEN'S EVOLVING PRIORITIES

BUSINESS, INVESTING AND PHILANTHROPY REDEFINED

BUSINESS

- Focus on Innovation
- Governance and Inclusion
- Purpose-Driven Leadership

INVESTING

- ESG Focus
- Technology and Alternatives
- Desire for Education

PHILANTHROPY

- Collaborative Models
- Focus on Impact
- Polycapital

WOMEN'S EVOLVING PRIORITIES

LIFESTYLE, FAMILY AND COMMUNITY

LIFESTYLE

- Identify Changing Needs
- Prepare for Financial Autonomy
- Cash Flow Planning

FAMILY

- Prepare Younger Generation
- Support Aging Loved Ones
- Financial Literacy

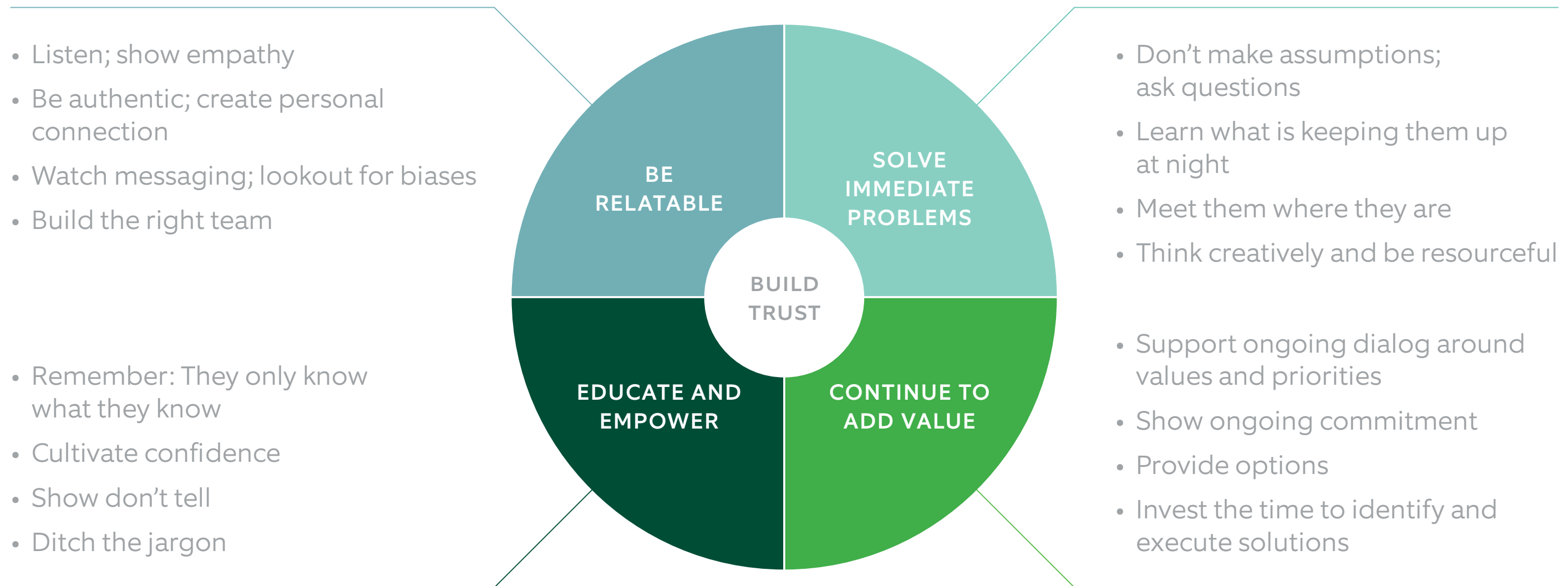
COMMUNITY

- Renewed Purpose
- Focus on Impact
- Collaborative Models

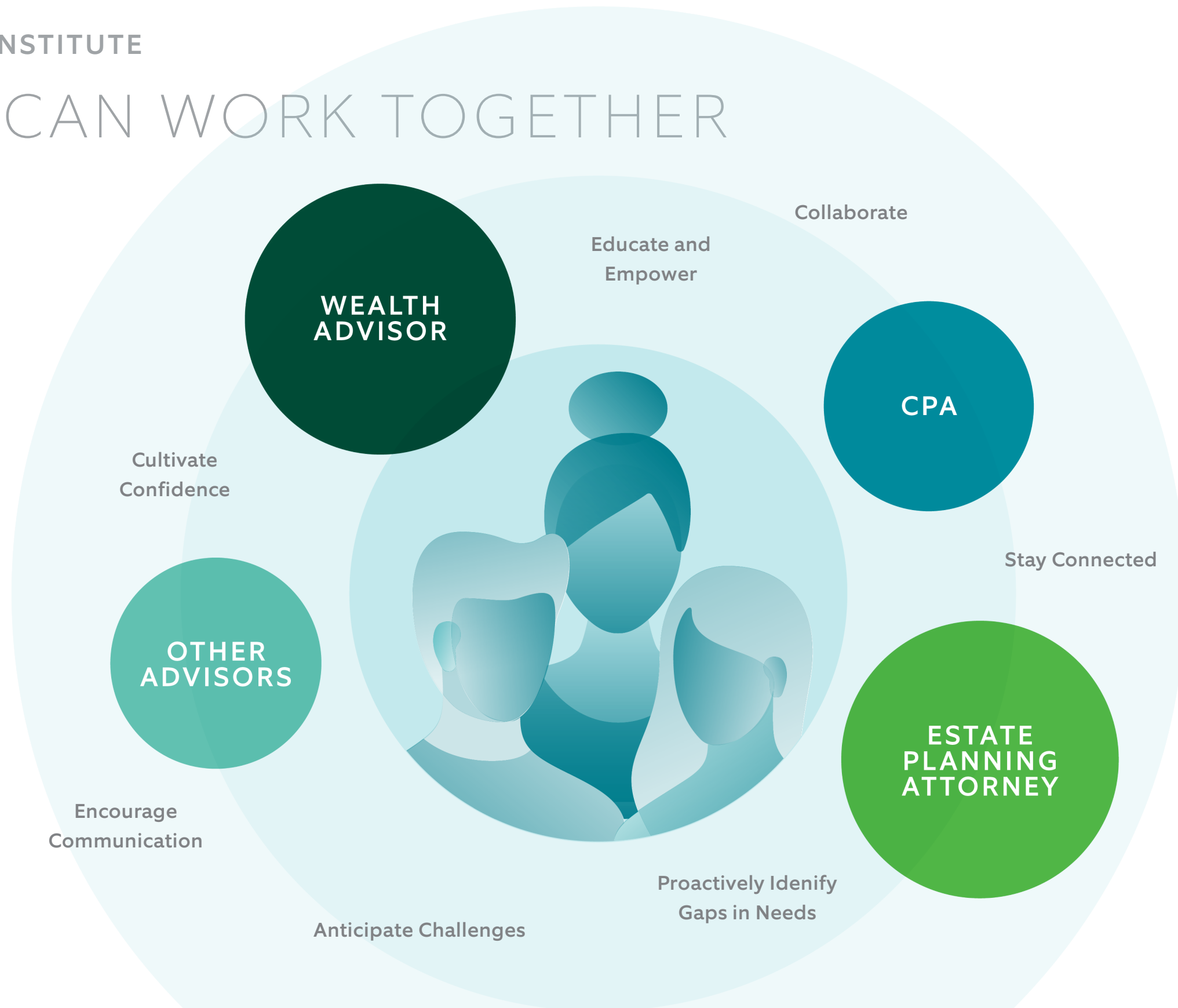


THE
NORTHERN TRUST
INSTITUTE

HOW TO BE AN EFFECTIVE ADVISOR



HOW WE CAN WORK TOGETHER





THE
NORTHERN TRUST
INSTITUTE

QUESTIONS?

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