



Heartland Monitor Poll XI

ALLSTATE/NATIONAL JOURNAL HEARTLAND MONITOR POLL XI

National Sample of N=1,200 Adults Age 18+

Includes Additional Oversampling of 200 Adults Age 50+

Data Weighted to Reflect Age Distribution of Adult Population

(Margin of Error for N=1,200: ±2.83% in 95 out of 100 cases)

Conducted November 30th - December 4th, 2011 Via Landline and Cell Phone

Mood of the Country Questions

- Now, to start with, do you feel that **THE COUNTRY**, in general, is headed in the right direction, or do you think things are seriously off on the wrong track?

Direction of Country (Trend Data among Total Sample)	4/09	7/09	9/09	1/10	4/10	8/10	12/10	3/11	5/11	10/11	12/11
Right direction	47%	38%	38%	34%	34%	27%	30%	26%	28%	20%	20%
Wrong track	42%	50%	50%	55%	54%	62%	60%	60%	58%	70%	70%
Neither	2%	3%	4%	4%	4%	6%	4%	6%	4%	4%	5%
Don't Know / Refused	9%	9%	8%	6%	8%	4%	6%	8%	10%	6%	5%

- Overall, do you approve or disapprove of the way Barack Obama is handling his job as president?

Obama Approval/Disapproval (Trend Data among Total Sample)	4/09	7/09	9/09	1/10	4/10	8/10	12/10	3/11	5/11	10/11	12/11
Strongly approve	38%	32%	31%	26%	26%	25%	26%	24%	27%	24%	22%
Somewhat approve	23%	24%	21%	21%	22%	21%	22%	25%	24%	20%	22%
TOTAL APPROVE	61%	56%	52%	47%	48%	46%	48%	49%	51%	44%	44%
Somewhat disapprove	8%	9%	11%	13%	11%	10%	12%	14%	13%	11%	12%
Strongly disapprove	20%	27%	29%	32%	35%	39%	35%	30%	28%	39%	37%
TOTAL DISAPPROVE	28%	36%	40%	45%	46%	49%	46%	44%	41%	50%	49%
Don't Know / Refused	11%	9%	8%	8%	7%	4%	6%	8%	8%	6%	7%

- And, if next year's election for President were held today, would you...

Obama Re-elect (Trend Data among Total Sample)	1/10	4/10	8/10	3/11	5/11	10/11	12/11	12/11 - Registered Voters
Definitely vote to re-elect Barack Obama	23%	25%	23%	21%	27%	28%	25%	26%
Probably vote to re-elect Barack Obama	16%	14%	15%	18%	15%	13%	14%	12%
TOTAL VOTE FOR RE-ELECT	39%	39%	39%	39%	42%	41%	38%	39%
Probably vote for someone else	13%	13%	14%	16%	14%	12%	14%	14%
Definitely vote for someone else	37%	37%	38%	33%	33%	39%	39%	41%
TOTAL VOTE FOR SOMEONE ELSE	50%	50%	52%	49%	47%	51%	53%	54%
Don't Know / Refused	10%	12%	9%	12%	11%	8%	9%	7%



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4. And, in general, who do you trust more to develop solutions to the country's economic challenges...

Trust to Develop Solutions <i>(Trend Data among Total Sample)</i>	4/09	7/09	9/09	1/10	4/10	8/10	12/10	3/11	5/11	10/11	12/11
President Obama	55%	46%	48%	41%	39%	42%	42%	40%	40%	40%	39%
Republicans in Congress	26%	28%	27%	33%	32%	37%	36%	36%	37%	33%	38%
Both	3%	2%	3%	2%	2%	3%	3%	2%	2%	2%	2%
Neither	12%	17%	16%	19%	19%	14%	15%	15%	14%	20%	16%
Don't Know / Refused	5%	7%	6%	5%	8%	5%	4%	8%	8%	5%	5%

5. And, overall, do you think that the actions being taken by the Obama Administration will...

Obama Administration's Actions <i>(Trend Data among Total Sample)</i>	7/09	9/09	1/10	4/10	8/10	12/10	3/11	5/11	10/11	12/11
Increase opportunity for people like you to get ahead	40%	39%	37%	34%	32%	32%	31%	29%	31%	28%
Decrease opportunity for people like you to get ahead	30%	30%	34%	36%	38%	35%	34%	32%	37%	37%
Have no impact	23%	25%	25%	25%	26%	27%	30%	31%	26%	29%
Don't Know / Refused	8%	7%	4%	5%	5%	5%	5%	7%	5%	6%

6. Thinking back over the policies that President Obama has pursued during his Presidency, would you say that the country is...

Impact of Obama's Policies <i>(Trend Data among Total Sample)</i>	1/10	4/10	8/10	12/10	3/11	5/11	10/11	12/11
Significantly better off because of the policies Obama has pursued	13%	11%	11%	14%	13%	12%	11%	11%
Not significantly better off yet, but beginning to move in the right direction because of the policies Obama has pursued	52%	46%	44%	44%	44%	46%	42%	43%
Significantly worse off because of the policies Obama has pursued	31%	37%	41%	37%	36%	35%	41%	38%
Don't Know / Refused	3%	6%	5%	5%	6%	7%	6%	8%

7. The American Dream has been described as the opportunity to go as far as your talents and hard work will take you and to live better than your parents. Generally speaking, do you believe you are living the American Dream?

Living the American Dream	3/11	12/11
Yes	59%	60%
No	39%	36%
Don't Know / Refused	3%	4%



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8. And, in general, over the next 12 months, do you think the economy, overall will...

Economic Trend <i>(Trend Data among Total Sample)</i>	4/10	8/10	5/11	10/11	12/11
Significantly improve	11%	8%	9%	7%	6%
Somewhat improve	59%	47%	51%	43%	50%
TOTAL IMPROVE	70%	55%	61%	50%	56%
Somewhat worsen	15%	23%	20%	29%	24%
Significantly worsen	12%	17%	12%	17%	12%
TOTAL WORSEN	27%	40%	32%	46%	36%
Don't Know / Refused	3%	5%	7%	4%	8%

9. And, overall, how would you rate your own personal financial situation? Would you say you are in...

Personal Financial Situation Rating	4/09	10/11	12/11
Excellent shape	6%	10%	6%
Good shape	36%	29%	35%
EXCELLENT / GOOD SHAPE	42%	39%	41%
Only fair shape	37%	39%	40%
Poor shape	19%	21%	18%
ONLY FAIR / POOR SHAPE	56%	60%	58%
Don't Know / Refused	1%	1%	1%

10. Which of the following statements best describes your situation?

Financial Situation	7/09	8/10	10/11	12/11
I can live comfortably and save an adequate amount for retirement or other needs	27%	30%	26%	26%
I can get by every month but I find it difficult to save and invest, whether for retirement or other purposes	50%	45%	50%	51%
I find it hard to make ends meet every month	22%	22%	22%	20%
Don't Know / Refused	2%	3%	2%	2%



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11. Thinking ahead to this time next year, do you expect that your personal financial situation will...

<u>Change in Personal Financial Situation</u>	1/10	12/10	3/11	10/11	12/11
Improve	37%	30%	35%	38%	44%
Stay the same	41%	42%	39%	46%	38%
Become worse	20%	25%	23%	14%	14%
Don't Know / Refused	3%	3%	3%	2%	4%

Now, I'd like to switch topics and ask some questions about the issue of retirement. Now, retirement can mean different things to different people. For instance, some people might consider themselves retired when they stop working while other people might consider themselves retired when they reach the required age to collect social security benefits or a pension. We're interested in everyone's opinion on this topic, regardless of current age or employment status.

12. First, in your opinion, how would you define retirement? In other words, what does it mean to be retired? **[Probed:]** What else can you tell me about that? (Coded from Open-Ended Answers)

<u>Definition of Retirement</u>	Total
Not having to work	50%
Living comfortably / Time to relax / Less responsibilities	14%
Reaching a certain age	11%
Being financially stable	9%
Retirement has become less attainable	3%
Part time work / Working less	2%
Collecting a pension	2%
Collecting Social Security	2%
Negative opinion of retirement	1%
Can't work due to health	1%
Don't Know / Refused	2%



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13. **[ASKED IF NOT RETIRED, N = 926, MOE = +/-3.22%]**
 First, at what age do you believe you will be able to retire and not have to work if you don't want to?

<u>Estimated Retirement Age</u>	Total
MEAN	63.3
51-60	19%
61-64	6%
65	16%
66-70	16%
71+	9%
Don't want to retire	3%
Will never be able to retire	11%
Don't Know / Refused	11%

14. **[ASKED IF 50+ & NOT RETIRED, N = 301, MOE = +/-5.65%]**
 And thinking back to when you were 40, did you expect to retire later, earlier, or at about the same age?

<u>Estimated Retirement Time Frame</u>	Total
Later	42%
Earlier	8%
Same Age	37%
Don't Know / Refused	12%

15. **[ASKED IF NOT RETIRED, N = 926, MOE = +/-3.22%]**
 And, how likely do you think it is that you will work in some form after retirement?

<u>Likelihood of Working After Retirement</u>	Total
Very likely	37%
Somewhat likely	37%
TOTAL LIKELY	75%
Not very likely	10%
Not at all likely	13%
TOTAL NOT LIKELY	23%
Don't Know / Refused	2%



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16. [ASKED IF NOT RETIRED & LIKELY TO WORK IN RETIREMENT, N = 690, MOE = +/- 3.73%]

Do you expect that you will work by choice or out of financial necessity?

<u>Work During Retirement</u>	Total
Choice	55%
Necessity	43%
Don't Know / Refused	2%

[Q17-Q25 ASKED AMONG ALL]

17. Which of the following [IF NOT RETIRED] do you most look forward to when thinking about retirement / [IF RETIRED] do you consider the best thing about retirement?

<u>Best Thing About Retirement</u>	Total
Spending more time with your family and friends	38%
Having more time to pursue hobbies and interests	20%
Having more time to travel	19%
Not having to work anymore	10%
Being able to move to a new place	5%
Having time to pursue further education	2%
Don't Know / Refused	7%

18. Which of the following most concerns you about retirement?

<u>Biggest Concern Regarding Retirement</u>	Total
Not being able to afford health care expenses	21%
Outliving your retirement money	17%
Not being able to afford basic living expenses	16%
Becoming bored or not having anything to do	12%
Becoming a financial burden on other people	11%
Having to work longer than you want to	7%
Not being able to sell your home for enough money	4%
Don't Know / Refused	13%



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19. In general, do you believe planning for and managing a secure retirement for yourself depends more on...

Secure Retirement Depends On	Total
Your own actions, like working hard, doing a good job and saving and investing carefully	63%
Events mostly out of your control, like what happens to the stock market	30%
Don't Know / Refused	7%

20. **[IF RETIRED]** Did you retire... / **[IF NOT RETIRED]** Do you believe you will retire...

Retirement Time Frame Compared to Parents	Total
Earlier	24%
Later	42%
About the same age as your parents	28%
Don't Know / Refused	7%

21. **[Sample A, N = 511, MOE = +/-4.34%]**

And, compared to your parents, **[IF RETIRED]** do you have / **[IF NOT RETIRED]** do you think you will have...

Retirement Security Compared to Parents	Total
A more secure retirement	33%
A less secure retirement	35%
About the same level of security in retirement	28%
Don't Know / Refused	4%

22. **[Sample B, N = 489, MOE = +/-4.43%]**

And, compared to your parents, **[IF RETIRED]** do you have / **[IF NOT RETIRED]** do you think you will have...

Retirement Comfort Compared to Parents	Total
A more comfortable retirement	36%
A less comfortable retirement	29%
About the same level of comfort in retirement	33%
Don't Know / Refused	2%



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23. As you know, the primary way many Americans plan for retirement is to personally invest in stocks and bonds through their 401 (k) accounts. I want to read you two opinions on this subject and see which one comes CLOSER to your own...

Retirement Planning and the Stock Market	4/09	12/11
People are still better off relying on their own investments, such as 401(k)s rather than depending on pension programs from employers or government.	48%	49%
Given the recent ups and downs in the economy and stock market, it is too risky for people to rely primarily on the success of their personal investments to pay for their retirement.	42%	41%
Don't Know / Refused	10%	10%

24. How much confidence do you have in your own ability to make financial decisions pertaining to your retirement?

Confidence in Own Retirement Financial Planning	Total
Great deal	50%
Only some	35%
GREAT DEAL / ONLY SOME	85%
Not very much	8%
Not at all	5%
NOT VERY MUCH / NOT AT ALL	13%
Don't Know / Refused	2%

And, how much do you trust the following groups of people or institutions to offer advice about financial decisions pertaining to your retirement?

Trust Advice Regarding Retirement <i>(Sorted by Great Deal / Only Some)</i>	Great Deal	Only Some	GREAT DEAL / ONLY SOME	Not Very Much	Not At All	NOT VERY / NOT AT ALL	DK / Ref
25a. Your Friends and family members	28%	45%	73%	12%	13%	26%	1%
25b. [ASKED IF EMPLOYED, N = 548, MOE = +/-4.19%] Your employer	18%	43%	60%	17%	20%	36%	2%
25c. Financial and investment advisors and banks or investment firms	17%	44%	62%	15%	21%	36%	2%
25d. Elected officials	2%	21%	23%	27%	49%	75%	2%
25e. Financial experts in the media	5%	34%	40%	24%	33%	57%	3%
25f. Non-profit or community organizations, including religious, membership, and service organizations	13%	37%	50%	20%	27%	47%	3%



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[Q26-Q35 ASKED IF QC:1 – RETIRED, N = 274, MOE = +/-5.92%]

Now, I'd like to ask you some more questions specifically related to your retirement...

26. How old were you when you retired?

Retirement Age <i>(Among Retired)</i>	Total
MEAN	59.6
51-60	31%
61-64	24%
65	14%
66-70	9%
71+	4%
Don't Know / Refused	3%

27. Did you retire...

Retirement Time Frame <i>(Among Retired)</i>	Total
Earlier than you had been expecting	47%
Later than you had been expecting	8%
About the same time you were expecting	43%
Don't Know / Refused	3%

28. Thinking about your current monthly income compared to what you expected you would have during your retirement... Do you currently have...

Retirement Income <i>(Among Retired)</i>	Total
More income	16%
Less income	35%
About the same amount you were expecting	48%
Don't Know / Refused	1%



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29. **[ASKED IF RETIRED LATER THAN EXPECTED OR WITH LESS INCOME, N = 109, MOE = +/-9.39%]**

What would you say was the main reason **[IF LATER THAN EXPECTED]** you retired later / **[IF BOTH]** and / **[IF LESS INCOME]** you have less income than you had been expecting?

Cause of Later Retirement or Less Income <i>(Among Retired)</i>	Total
Basic living expenses increased	17%
Lost job or reduced pay	16%
Health care expenses increased	13%
Investments went down	11%
Enjoyed my work and wanted to keep working	10%
Couldn't save enough money	5%
Had to provide support for a family member	5%
Lost my pension	2%
Don't Know / Refused	20%

30. **[ASKED IF HAVE KIDS OVER THE AGE 18, N = 216, MOE = +/-6.67%]**

And, do you either receive financial support or give financial support to your adult children?

Financial Support <i>(Among Retired)</i>	Total
Yes, receive support	4%
Yes, give support	30%
No	68%
Don't Know / Refused	--

31. Which of the following applies to you?

Retirement Preparation and Home Ownership <i>(Among Retired)</i>	Total
I sold my house in preparation for retirement for MORE than I had hoped	5%
I sold my house in preparation for retirement at about the price I had hoped	5%
I sold my house in preparation for retirement for LESS than I had hoped	8%
I wanted to sell my house in preparation for retirement but was unable to do so	4%
I did not want or need to sell my house for retirement so I did not do so	67%
I never owned a home	7%
Don't Know / Refused	4%



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32. **[ASKED IF NOT EMPLOYED, N = 242, MOE = +/-6.30%]**
 Would you say that you are healthy enough and capable of still working if you wanted to?

Healthy Enough to Work <i>(Among Retired)</i>	Total
Yes	58%
No	41%
Don't Know / Refused	1%

33. And, which of the following statements best describes your current health care costs...

Health Care Costs <i>(Among Retired)</i>	Total
Manageable and I have little concern about being able to continue to pay them	48%
Somewhat worrisome, but as long as nothing bad happens, I should be able to continue to pay them	35%
Very worrisome and I have serious concerns about being able to pay them	15%
Don't Know / Refused	2%

34. **[ASKED IF EMPLOYED, N = 30, MOE = +/-17.89%]**
 Earlier you said you were retired but still working in some form. Are you still working by choice or are you still working out of financial necessity?

Work During Retirement <i>(Among Retired)</i>	Total
Choice	69%
Necessity	23%
Don't Know / Refused	8%

35. Which of the following best describes your living situation?

Living Situation <i>(Among Retired)</i>	Total
Living in your own home in an independent living community for retirees or seniors	15%
Living in your own home not in an independent living community for retirees or seniors	72%
Living with one of your adult children or other relative	7%
Living in a place with supportive services	2%
Don't Know / Refused	4%



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[Q36-Q42 ASKED IF AGE 50+, N = 568, MOE = +/-4.11%]

36. [IF 50+ AND NOT RETIRED] Looking ahead to the future...
 [IF 50+ AND RETIRED] Thinking some more about your retirement...
 How confident are you that you will have enough money to provide a secure retirement?

Confidence in Providing a Secure Retirement	Total
Very confident	25%
Somewhat confident	47%
TOTAL CONFIDENT	73%
Not very confident	15%
Not at all confident	10%
NOT VERY MUCH / NOT AT ALL	25%
Don't Know / Refused	2%

37. And, how confident are you that you would be able to cover future expenses related to long-term care or assisted living?

Confidence in Providing For Long-Term Care / Assisted Living	Total
Very confident	16%
Somewhat confident	36%
TOTAL CONFIDENT	52%
Not very confident	22%
Not at all confident	22%
NOT VERY MUCH / NOT AT ALL	44%
Don't Know / Refused	4%



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38. Which of the following **[IF RETIRED]** is / **[IF NOT RETIRED]** do you expect to be a MAJOR source of income for you in retirement?

Income Source in Retirement	Total
Social Security	65%
Monthly pension	44%
Personal savings	40%
401k	28%
IRA	23%
Earnings from part-time work	22%
Spousal income	17%
Proceeds from the sale of a home	13%
Support from your children	5%
SEP plan	4%
Reverse mortgage	3%
Don't Know / Refused	4%

39. **[IF RETIRED]** Thinking back to before you retired, what would you say was the single most important action you took with your finances in order to prepare for retirement? **[IF NOT RETIRED]** What do you believe will be the single most important action to take with your finances in order to prepare for retirement?

Most Important Action to Prepare For Retirement	Total
Contributing to retirement accounts such as a 401K or IRA	22%
Saving money	21%
Paying off other debts	20%
Working longer and harder	15%
Paying off your mortgage	12%
Don't Know / Refused	10%

40. And, which of the following comes closer to your view?

View on Economic Uncertainty	Total
The economic uncertainty of the past few years will eventually improve, and will not have a lasting negative impact on my retirement	38%
The economic uncertainty of the past few years has set us back for years, and will have a long-term impact on my retirement	52%
Don't Know / Refused	10%



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41. Thinking for a moment about Medicare. Policymakers have been debating about ways to control the rising costs of this program. Which of the following proposals do you agree with more...

<u>Controlling Medicare Costs</u>	Total
Continue the current system where Medicare pays doctors and hospitals directly for the care that seniors receive even if it means that Medicare might have to cut the amount it pays doctors, potentially causing some doctors to limit the number of Medicare patients they see.	62%
Convert Medicare into a program that provides seniors with a fixed sum of money to purchase their own private insurance, even if that means that seniors might not receive enough to keep up with rising insurance premiums, causing them to pay more out of pocket for health care.	17%
Don't Know / Refused	21%

42. Thinking for a moment about Social Security. Policymakers have been debating about ways to control the rising costs of this program. All of these changes would keep the system as it is today for Americans age 50 and older. Which of the following proposals would you prefer...

<u>Controlling Social Security Costs</u>	Total
All Americans under age 50 would pay a higher percentage of their income into Social Security to get the same level of benefits that today's recipients get.	14%
All Americans under age 50 would pay the same percentage of their income into Social Security that today's recipient paid, but would get less benefits.	6%
All Americans under age 50 would pay the same percentage of their income into Social Security and get the same benefit as today's seniors, but they wouldn't get those benefits until age 70.	23%
Social Security would fund the same level of benefits to all Americans as it provides now but would tax all income, rather than just the first \$110,000 as under current law.	35%
Don't Know / Refused	23%



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Demographic Questions

B. Gender

<u>Gender</u>	Total
Male	48%
Female	52%

R. Region

<u>Region</u>	Total
Northeast	12%
Midatlantic	13%
Deep South	20%
Outer South	9%
Upper Midwest	19%
Great Plains	7%
Mountain	6%
Pacific	14%

A1. Age

<u>Age</u>	Total
18-29	20%
30-39	19%
40-49	14%
50-59	19%
60-64	10%
65+	18%
Don't Know / Refused	--

C. Are you either retired or collecting Social Security?

<u>Retirement & Social Security</u>	Total
Yes, retired	23%
Yes, collecting Social Security	21%
No, neither	70%
Don't Know / Refused	1%



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- H. Are you currently employed in any way, including part-time, contract, or odd-jobs? **[IF YES, SPECIFY:]** Are you employed full-time or part-time?

Employment	Total
Yes, full-time	41%
Yes, part-time	14%
No, not employed	44%
Don't Know / Refused	1%

- I. **[ASKED IF NOT EMPLOYED AND NOT RETIRED, N = 290, MOE = +/-5.75%]**
Are you a student, a homemaker, active duty military, or unemployed and looking for work?

Employment Status	Total
Student	16%
Homemaker	31%
Active duty military	1%
Looking for work	25%
Don't Know / Refused	27%

- F. Which of the following best describes your current relationship status?

Marital Status	Total
Single	23%
Married	54%
Not married, but living together	6%
Divorced	7%
Separated	2%
Widowed	8%
Don't Know / Refused	1%

- K. Thinking about your current living situation, do you own your home, or pay rent?

Housing Situation	Total
Own home (also accept "pay a mortgage")	64%
Pay rent	29%
Live with parents / Other family	5%
Own a home but live in rental	*
Live in a dorm / barracks / nursing home / other	*
Don't Know / Refused	2%



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G. And, do you have any children of any age?

Children	Total
Yes, under 18	33%
Yes, over 18	44%
No children	28%
Don't Know / Refused	*

D1. What is the last grade of formal education you have completed?

Education	Total
Less than high school	8%
High school graduate	26%
Some college / vocational school	29%
College graduate	25%
Post-graduate	13%
Don't Know / Refused	*

D2. And, please tell me which of the following categories best applies to your total household income for 2010...

Income	Total
Less than \$15,000	14%
\$15,000 to less than \$30,000	17%
\$30,000 to less than \$50,000	18%
\$50,000 to less than \$75,000	18%
\$75,000 to less than \$100,000	13%
\$100,000 to less than \$200,000	11%
\$200,000 or more	3%
Don't Know / Refused	6%

D3. Would state records show that you are CURRENTLY registered to vote?

Registered Voter	Total
Yes	89%
No	10%
Don't Know / Refused	1%



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D4. And, generally speaking, do you think of yourself as...

Political Party	Total
Republican	27%
Democrat	31%
Independent / Something else / Other	42%
Don't Know / Refused	--

D5. For statistical purposes only, could you please tell me your main ethnic or racial background?

Ethnicity	Total
White/Caucasian	70%
African-American/Black	12%
Hispanic/Latino	10%
Asian-American/Asian	1%
Native American	1%
Other	5%
Don't Know / Refused	1%

D6. And, thinking about where you live, would you describe it as an Urban area, a Suburban area or a Rural area?

Geography	Total
Urban	23%
Suburban	38%
Rural	36%
Don't Know / Refused	3%