

Sample 1000 Adult Interviews  
 Conducted April 19 - 22, 2016  
 Margin of Error ±4.2%

1. How much money do you have in savings that you could use within a few days if you needed to?

|                           |     |
|---------------------------|-----|
| Nothing .....             | 22% |
| Under \$1,000 .....       | 21% |
| \$1,000 to \$5,000 .....  | 17% |
| \$5,001 to \$10,000 ..... | 9%  |
| Over \$10,000 .....       | 20% |
| Not sure .....            | 10% |

2. Are you happy or unhappy with how much money you have saved up?

|                        |     |
|------------------------|-----|
| Very happy .....       | 8%  |
| Somewhat happy .....   | 25% |
| Somewhat unhappy ..... | 26% |
| Very unhappy .....     | 37% |
| Not sure .....         | 4%  |

3. If you receive a lump sum of money, for example after doing your tax return, do you generally spend that money or use it to save/pay off debts?

|                                       |     |
|---------------------------------------|-----|
| Spend it .....                        | 13% |
| Save it or use it pay off debts ..... | 81% |
| Not sure .....                        | 6%  |

4. If you were automatically enrolled in a savings plan which saves 4% of your income every time you are paid and put it into a savings account, would you continue saving money or would you opt out and stop saving money?

*Asked of half of respondents*

|                                     |     |
|-------------------------------------|-----|
| Continue saving money .....         | 76% |
| Opt out and stop saving money ..... | 7%  |
| Not sure .....                      | 17% |

5. If you were able to enroll in a savings plan which saves 4% of your income every time you are paid and puts it into a savings account, would you opt in to saving money or would you continue to not save money in this way?

*Asked of the other half of respondents*

|  |     |
|--|-----|
| Opt in to saving money .....                 | 59% |
| Continue to not save money in this way ..... | 16% |
| Not sure .....                               | 24% |

|                               |   |
|-------------------------------|---|
| <b>Interviewing Dates</b>     | April 19 - 22, 2016   |
| <b>Target population</b>      | U.S. citizens, aged 18 and over.  |
| <b>Sampling method</b>        | Respondents were selected from YouGov’s opt-in Internet panel using sample matching. A random sample (stratified by gender, age, race, education, voter registration, political ideology, party identification, geographic region, and voter registration) was selected from the 2014 American Community Study. Voter registration and party identification were imputed from the November 2014 Current Population Survey Registration and Voting Supplement. |
| <b>Weighting</b>              | The sample was weighted using propensity scores based on gender, age, race, education, political ideology, geographic region and voter registration. The weights range from 0.06 to 7.41, with a mean of one and a standard deviation of 0.889.   |
| <b>Number of respondents</b>  | 1000  |
| <b>Margin of error</b>        | ± 4.2% (adjusted for weighting)   |
| <b>Survey mode</b>            | Web-based interviews  |
| <b>Questions not reported</b> | 20 questions not reported.  |