



MDRT

The Premier Association
of Financial Professionals®

THE GREAT WEALTH TRANSFER:

Expectations, Preparedness and Challenges for Every Generation

2025 MDRT U.S. Survey Results

The Great Wealth Transfer is expected to be the largest generational wealth transfer in history, with trillions projected to pass from the Silent Generation and Baby Boomers to younger generations. Financial advisors must be prepared to help clients across all generations navigate this historic shift.

To gauge Americans' level of preparedness, along with challenges, expectations and gaps that may influence the transfer, MDRT surveyed 2,000 U.S. consumers spanning four generations.



WEALTH TRANSFER EXPECTATIONS

Younger consumers' expectations of receiving an inheritance closely mirror older generations' plans to pass down wealth.

CONSUMERS AGE 60 AND ABOVE:

64%  **21%**

Plan to pass wealth to their children or heirs

63% of whom are **not working** with a financial advisor

Do not plan to pass wealth to their children or heirs

94% of whom are **not working** with a financial advisor



PUT IT INTO PRACTICE:

Advisors can engage both current and prospective clients by:

- ✓ Emphasizing how estate planning is a key part of holistic financial wellness
- ✓ Informing each generation about what to expect and how to prepare

CONSUMERS AGE 59 AND BELOW:

24%  **60%**

Do not expect to inherit wealth

94% of whom are **not working** with a financial advisor

Expect to inherit wealth

69% of whom are **not working** with a financial advisor

GENDER

57% WOMEN

41% MEN

AGE

20%

GEN Z

34%

MILLENNIALS

46%

GEN X

GENERATION LEGEND

 **Generation Z:**
1997-2012
(ages ~13-28)

 **Millennials:**
1981-1996
(ages ~29-44)

 **Generation X:**
1965-1980
(ages ~45-60)

 **Baby Boomers:**
1946-1964
(ages ~61-79)

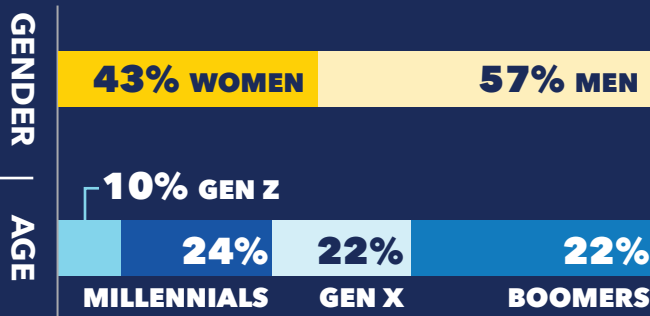
ESTATE PLANNING PREPAREDNESS

Gen X is behind Millennials in estate planning preparedness in nearly all areas, and men report higher preparedness than women in several key aspects.

ALL RESPONDENTS:

29%

Have **created a will**



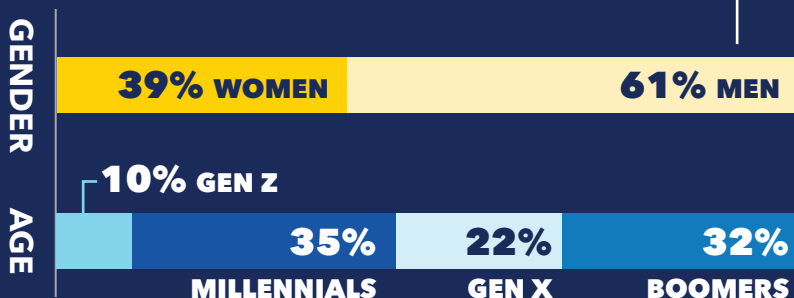
PUT IT INTO PRACTICE:

Advisors can close generational and gender gaps in estate planning preparedness by:

- ✓ Encouraging Gen X clients to take action now, highlighting the importance of steps such as setting up trusts to help preserve wealth across generations and ensure their wishes are clearly understood
- ✓ Supporting women clients in building confidence around estate planning, emphasizing how professional guidance ensures their plans are comprehensive and aligned with their goals

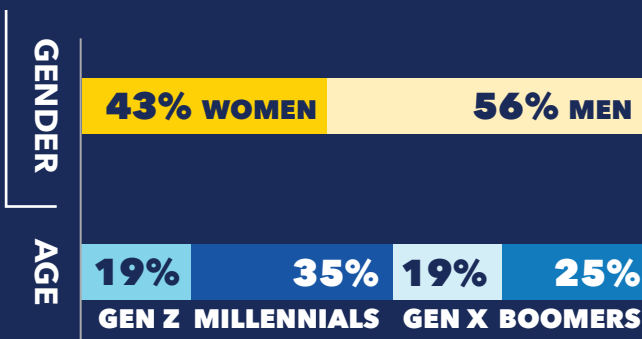
18%

Have **consulted a financial advisor** about their estate plan



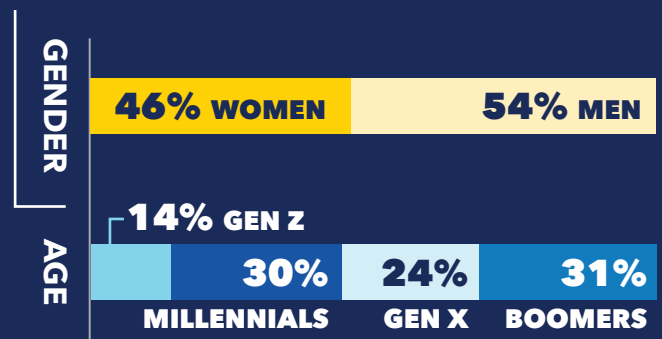
13%

Have set up **one or more trusts**



22%

Have **discussed their estate plan with family members or heirs**

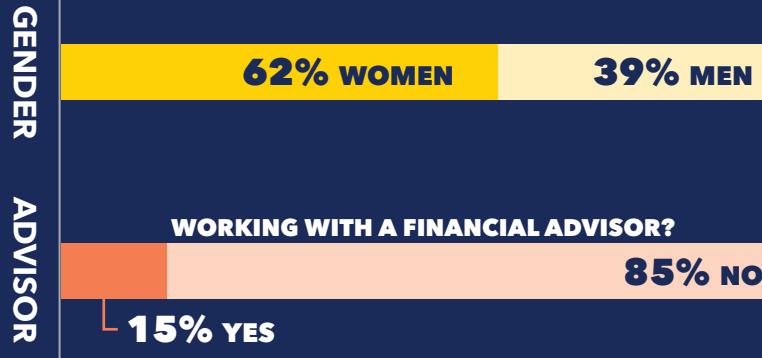


ESTATE PLANNING CHALLENGES

Some Americans feel they lack sufficient assets to justify an estate plan.

18%

of consumers 60+ **do not believe** they have enough assets to justify creating an estate plan



45%

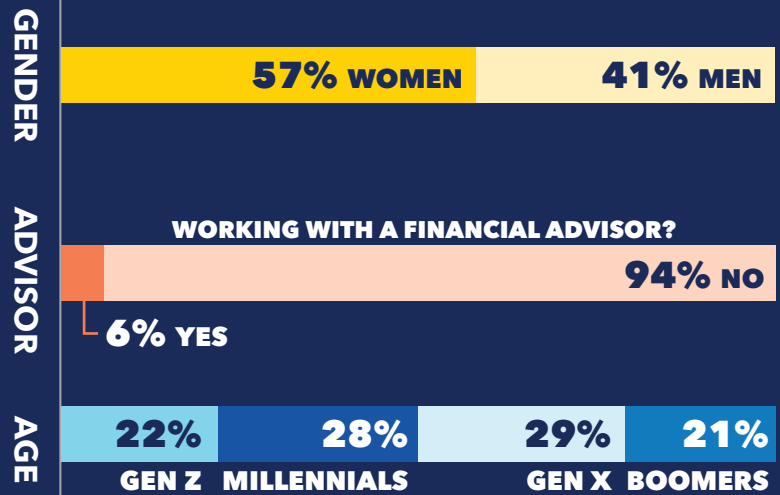
of consumers have **not taken any action** to prepare an estate plan



PUT IT INTO PRACTICE:

Advisors can strengthen client confidence in estate planning by:

- ✓ Educating clients on the importance of estate planning regardless of assets
- ✓ Prioritizing outreach to women, emphasizing how working with an advisor to create a plan streamlines the process and creates long-term protection
- ✓ Reassuring clients that even modest plans can provide comfort and security for their families



Asset for your clients

Visit to [view](#) and download an infographic to help guide client discussions.



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Methodology: This survey was conducted by Opinium through a panel of individuals who agreed to take part in surveys. Fieldwork was undertaken August 4-8, 2025, with a representative sample of 2,000 U.S. consumers, weighted on age, gender, region, race, ethnicity and education according to the 2020 U.S. Census.