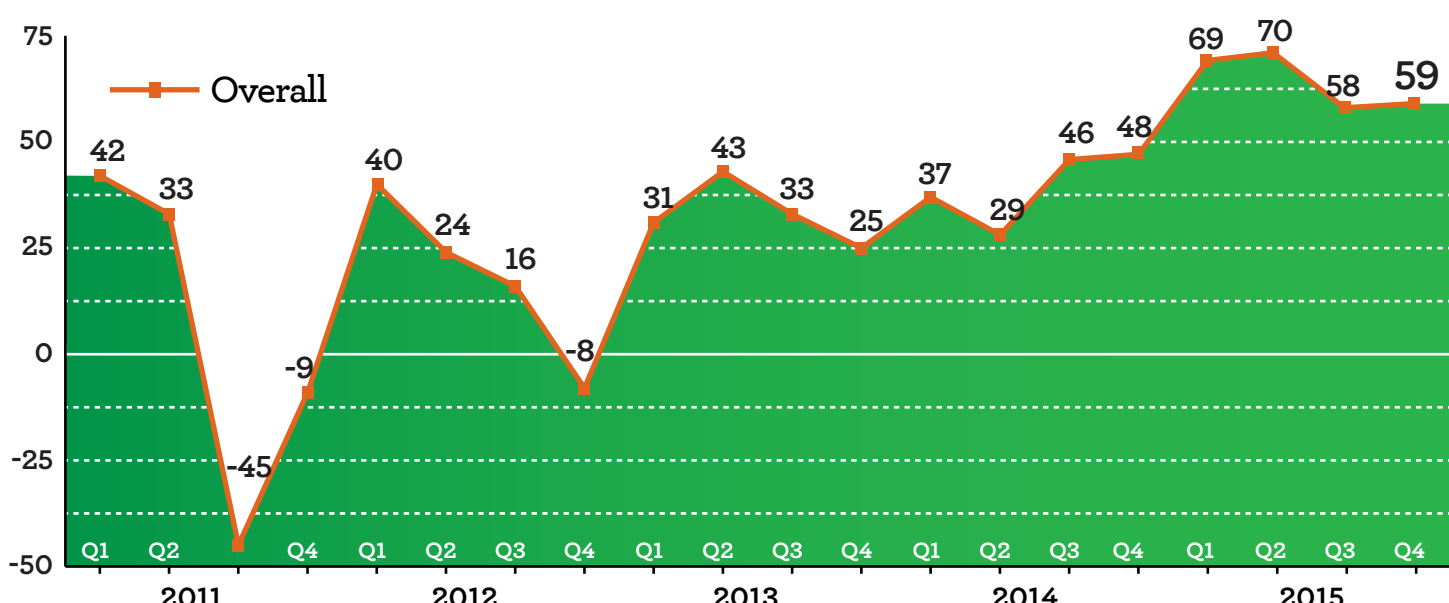


Wells Fargo/Gallup: Investor and Retirement Optimism Index Q4 2015

Index Readings

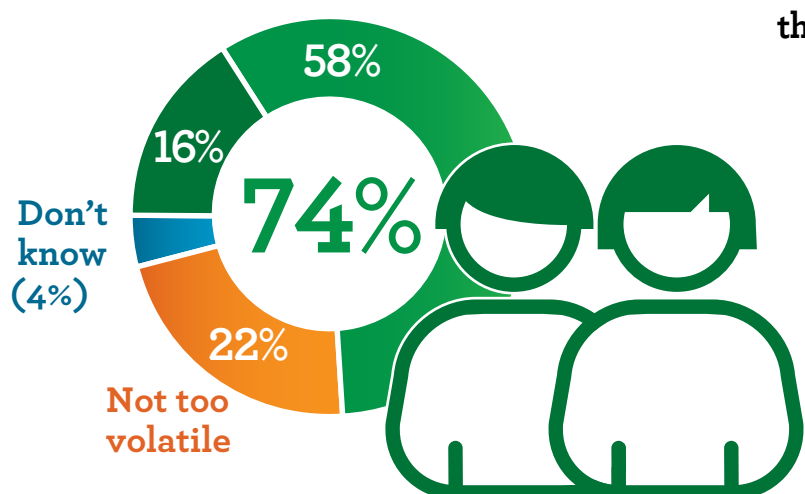
The overall **Investor and Retirement Optimism Index** held steady in November at **+59**, similar to +58 in the third quarter.



Investors Brace for Market Volatility in the New Year

Investor outlook for the stock market in the new year.

74% of investors said they expect the markets to be volatile
(16% highly and 58% somewhat)



In anticipation of the volatility those investors are:

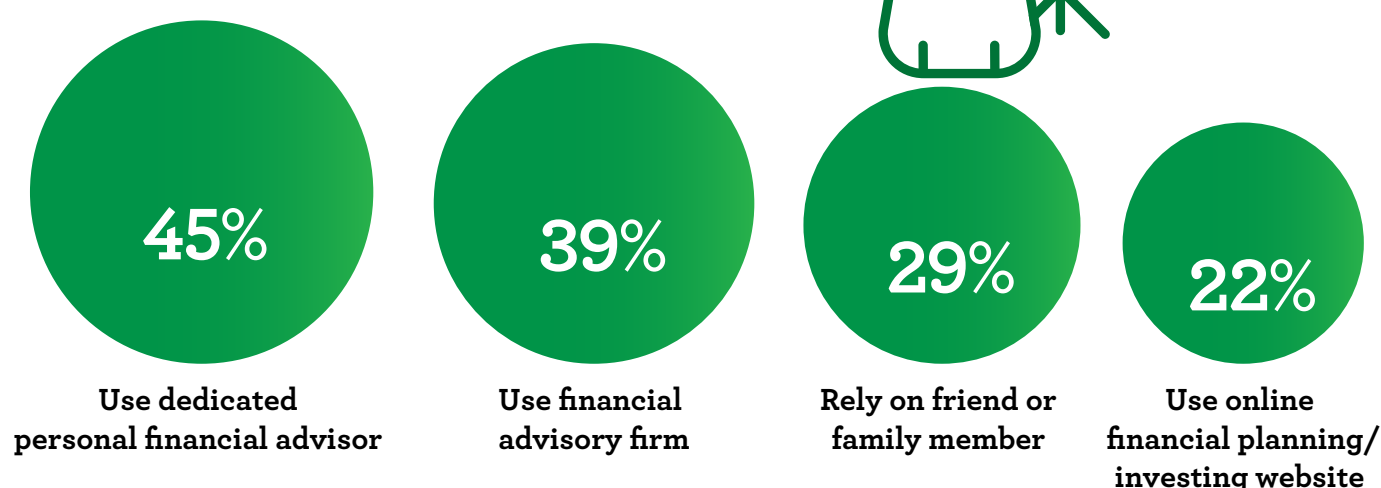
Consulting with a financial advisor (44%).

Purchasing stocks to take advantage of lower prices (30%).

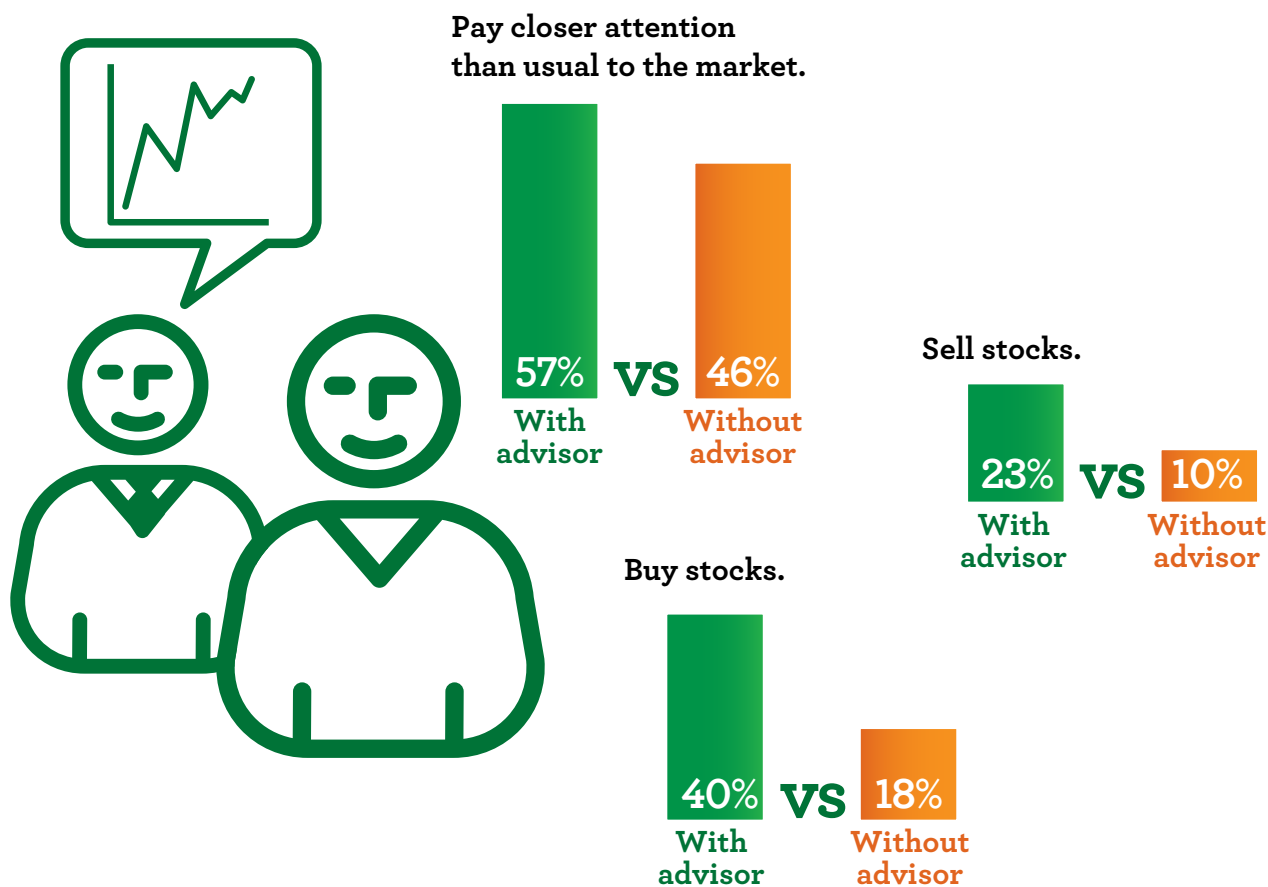
Selling stocks to protect from further losses (15%).

Getting Financial Advice

Investors continue to rely on different ways to get advice.

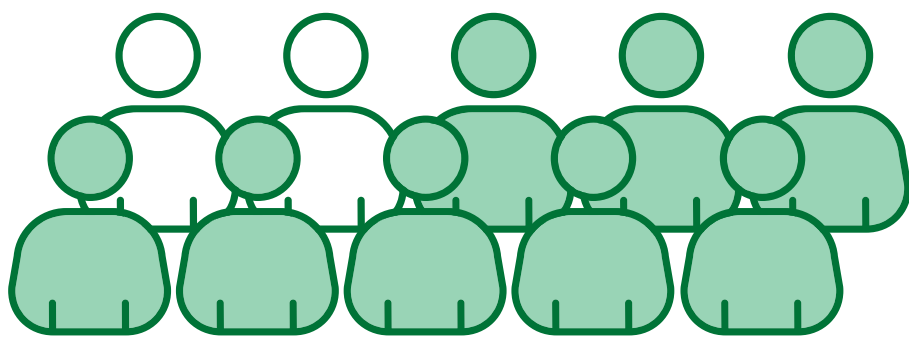


Investors who consulted with a financial advisor during the recent period of volatility were more likely to:



Of those who have a financial advisor, **78% say they generally follow all or most of the advice** they receive from that person, while 22% follow only some or little of it.

8 in 10 investors follow advice



i [Read about Managing Investments in an Uncertain World.](https://www.wellsfargoadvisors.com/wfa/uncertainty.htm)
<https://www.wellsfargoadvisors.com/wfa/uncertainty.htm>

About the Wells Fargo/Gallup Investor and Retirement Optimism Index
These findings are part of the Wells Fargo/Gallup Investor and Retirement Optimism Index, which was conducted October 30-November 8, 2015, by telephone. The Index includes 1,018 investors randomly selected from across the country with a margin of sampling error is +/- four percentage points. For this study, the American investor is defined as an adult in a household with total savings and investments of \$10,000 or more. About two in five American households have at least \$10,000 in savings and investments. The sample size is comprised of 73% non-retired and 27% retirees. Of total respondents, 42% reported annual income of less than \$90,000 and 58% of \$90,000 or more. The Wells Fargo/Gallup Investor and Retirement Index is an enhanced version of Gallup's Index of Investor Optimism that provides its historical data. The median age of the non-retired investor is 46 and the retiree is 69.