

The next question is a 'true or false' question. Please say True, False, or I Don't Know for each statement. -  
Having a will prevents an estate from being taxed after death.

		I am having more open conversations with my family about our preferences for what happens to my assets at end of life.	
	Total	Strongly/somewhat agree	Strongly/somewhat disagree
		Z	a
<b>Base: All Respondents (unwtd)</b>	<b>1501</b>	<b>928</b>	<b>573</b>
<b>Base: All Respondents (wtd)</b>	<b>1501</b>	<b>948</b>	<b>553</b>
True	455	325	129
	30%	34%	23%
		a	
False	563	350	214
	38%	37%	39%
I Don't Know	483	273	211
	32%	29%	38%
			Z
Sigma	1501	948	553
	100%	100%	100%

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<b>Base: All Respondents (unwtd)</b>	<b>1501</b>	<b>928</b>	<b>573</b>
<b>Base: All Respondents (wtd)</b>	<b>1501</b>	<b>948</b>	<b>553</b>
True	644	432	212
	43%	46%	38%
		a	
False	239	173	66
	16%	18%	12%
		a	
I Don't Know	618	343	275
	41%	36%	50%
		Z	
Sigma	1501	948	553
	100%	100%	100%

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<b>Base: All Respondents (wtd)</b>	<b>1501</b>	<b>948</b>	<b>553</b>
Top 2 Box (Net)	372	300	72
	25%	32%	13%
		a	
Very knowledgeable	88	76	12
	6%	8%	2%
		a	
Somewhat knowledgeable	284	224	60
	19%	24%	11%
		a	
Bottom 2 Box (Net)	1129	648	481
	75%	68%	87%
			Z
Not very knowledgeable	722	436	286
	48%	46%	52%
Never heard of it	407	212	196
	27%	22%	35%
			Z
Sigma	1501	948	553
	100%	100%	100%
<b>Summary</b>			
Has Heard Of	1094	736	358
	73%	78%	65%
		a	
Top Box	88	76	12
	6%	8%	2%
		a	
Bottom Box	407	212	196
	27%	22%	35%
			Z

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		Z	a
<b>Base: All Respondents (unwtd)</b>	<b>1501</b>	<b>928</b>	<b>573</b>
<b>Base: All Respondents (wtd)</b>	<b>1501</b>	<b>948</b>	<b>553</b>
Top 2 Box (Net)	579	422	157
	39%	45%	28%
		a	
Very knowledgeable	119	99	20
	8%	10%	4%
		a	
Somewhat knowledgeable	460	324	137
	31%	34%	25%
		a	
Bottom 2 Box (Net)	922	525	396
	61%	55%	72%
			Z
Not very knowledgeable	684	399	285
	46%	42%	51%
			Z
Never heard of it	238	127	112
	16%	13%	20%
			Z
Sigma	1501	948	553
	100%	100%	100%
<b>Summary</b>			
Has Heard Of	1263	821	442
	84%	87%	80%
		a	
Top Box	119	99	20
	8%	10%	4%
		a	
Bottom Box	238	127	112
	16%	13%	20%
			Z

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		Z	a
<b>Base: All Respondents (unwtd)</b>	<b>1501</b>	<b>928</b>	<b>573</b>
<b>Base: All Respondents (wtd)</b>	<b>1501</b>	<b>948</b>	<b>553</b>
Top 2 Box (Net)	992	707	285
	66%	75%	51%
		a	
Very familiar	431	336	95
	29%	35%	17%
		a	
Somewhat familiar	561	371	190
	37%	39%	34%
Bottom 2 Box (Net)	509	240	269
	34%	25%	49%
			Z
Not very familiar	256	130	126
	17%	14%	23%
			Z
Not familiar at all	253	110	143
	17%	12%	26%
			Z
Sigma	1501	948	553
	100%	100%	100%
<b>Summary</b>			
Familiar	1248	837	410
	83%	88%	74%
		a	
Top Box	431	336	95
	29%	35%	17%
		a	
Bottom Box	253	110	143
	17%	12%	26%
			Z

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		Z	a
<b>Base: All Respondents (unwtd)</b>	<b>1501</b>	<b>928</b>	<b>573</b>
<b>Base: All Respondents (wtd)</b>	<b>1501</b>	<b>948</b>	<b>553</b>
Top 2 Box (Net)	741	570	171
	49%	60%	31%
		a	
Very familiar	216	175	40
	14%	19%	7%
		a	
Somewhat familiar	525	395	131
	35%	42%	24%
		a	
Bottom 2 Box (Net)	760	378	382
	51%	40%	69%
			Z
Not very familiar	450	245	205
	30%	26%	37%
			Z
Not familiar at all	310	133	177
	21%	14%	32%
			Z
Sigma	1501	948	553
	100%	100%	100%
<b>Summary</b>			
Familiar	1191	815	376
	79%	86%	68%
		a	
Top Box	216	175	40
	14%	19%	7%
		a	
Bottom Box	310	133	177
	21%	14%	32%
			Z

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		I am having more open conversations with my family about our preferences for what happens to my assets at end of life.	
	Total	Strongly/somewhat agree	Strongly/somewhat disagree
		Z	a
<b>Base: All Respondents (unwtd)</b>	<b>1501</b>	<b>928</b>	<b>573</b>
<b>Base: All Respondents (wtd)</b>	<b>1501</b>	<b>948</b>	<b>553</b>
Positive (Net)	753	550	203
	50%	58%	37%
		a	
Confident (5)	164	125	39
	11%	13%	7%
		a	
Comfortable (4)	588	425	164
	39%	45%	30%
		a	
Ambivalent (3)	353	197	156
	24%	21%	28%
			Z
Negative (Net)	395	200	194
	26%	21%	35%
			Z
Anxious (2)	307	173	134
	20%	18%	24%
			Z
Hopeless (1)	88	28	60
	6%	3%	11%
			Z
Sigma	1501	948	553
	100%	100%	100%
<b>Summary</b>			
Mean	3.3	3.5	3
		a	
Std. Dev.	1.09	1.03	1.12
Std. Err.	0.03	0.03	0.05

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		Z	a
<b>Base: All Respondents (unwtd)</b>	<b>1501</b>	<b>928</b>	<b>573</b>
<b>Base: All Respondents (wtd)</b>	<b>1501</b>	<b>948</b>	<b>553</b>
Positive (Net)	659	500	159
	44%	53%	29%
		a	
Confident (5)	147	118	29
	10%	12%	5%
		a	
Comfortable (4)	512	381	130
	34%	40%	24%
		a	
Ambivalent (3)	447	257	191
	30%	27%	34%
			Z
Negative (Net)	395	191	203
	26%	20%	37%
			Z
Anxious (2)	256	145	111
	17%	15%	20%
Hopeless (1)	139	46	92
	9%	5%	17%
			Z
Sigma	1501	948	553
	100%	100%	100%
<b>Summary</b>			
Mean	3.2	3.4	2.8
		a	
Std. Dev.	1.11	1.04	1.13
Std. Err.	0.03	0.03	0.05



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	Total	Strongly/somewhat agree	Strongly/somewhat disagree
		Z	a
<b>Base: All Respondents (unwtd)</b>	<b>1501</b>	<b>928</b>	<b>573</b>
<b>Base: All Respondents (wtd)</b>	<b>1501</b>	<b>948</b>	<b>553</b>
Positive (Net)	650	482	168
	43%	51%	30%
		a	
Confident (5)	184	146	38
	12%	15%	7%
		a	
Comfortable (4)	466	335	130
	31%	35%	24%
		a	
Ambivalent (3)	317	205	112
	21%	22%	20%
Negative (Net)	534	262	273
	36%	28%	49%
			Z
Anxious (2)	381	200	181
	25%	21%	33%
			Z
Hopeless (1)	153	61	92
	10%	6%	17%
			Z
Sigma	1501	948	553
	100%	100%	100%
<b>Summary</b>			
Mean	3.1	3.3	2.7
		a	
Std. Dev.	1.21	1.16	1.19
Std. Err.	0.03	0.04	0.05

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		I am having more open conversations with my family about our preferences for what happens to my assets at end of life.	
	Total	Strongly/somewhat agree	Strongly/somewhat disagree
		Z	a
<b>Base: All Respondents (unwtd)</b>	<b>1501</b>	<b>928</b>	<b>573</b>
<b>Base: All Respondents (wtd)</b>	<b>1501</b>	<b>948</b>	<b>553</b>
Positive (Net)	634	486	149
	42%	51%	27%
		a	
Confident (5)	158	120	37
	11%	13%	7%
		a	
Comfortable (4)	476	365	111
	32%	39%	20%
		a	
Ambivalent (3)	380	224	156
	25%	24%	28%
Negative (Net)	487	238	249
	32%	25%	45%
			Z
Anxious (2)	321	168	153
	21%	18%	28%
			Z
Hopeless (1)	166	70	96
	11%	7%	17%
			Z
Sigma	1501	948	553
	100%	100%	100%
<b>Summary</b>			
Mean	3.1	3.3	2.7
		a	
Std. Dev.	1.18	1.13	1.17
Std. Err.	0.03	0.04	0.05

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	Total	Strongly/somewhat agree	Strongly/somewhat disagree
		Z	a
<b>Base: All Respondents (unwtd)</b>	<b>1501</b>	<b>928</b>	<b>573</b>
<b>Base: All Respondents (wtd)</b>	<b>1501</b>	<b>948</b>	<b>553</b>
Positive (Net)	785	569	215
	52%	60%	39%
		a	
Confident (5)	220	172	48
	15%	18%	9%
		a	
Comfortable (4)	565	398	167
	38%	42%	30%
		a	
Ambivalent (3)	336	192	144
	22%	20%	26%
			Z
Negative (Net)	380	187	193
	25%	20%	35%
			Z
Anxious (2)	251	141	110
	17%	15%	20%
Hopeless (1)	129	45	83
	9%	5%	15%
			Z
Sigma	1501	948	553
	100%	100%	100%
<b>Summary</b>			
Mean	3.3	3.5	3
		a	
Std. Dev.	1.17	1.09	1.21
Std. Err.	0.03	0.04	0.05

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	Total	Strongly/somewhat agree	Strongly/somewhat disagree
		Z	a
<b>Base: All Respondents (unwtd)</b>	<b>1501</b>	<b>928</b>	<b>573</b>
<b>Base: All Respondents (wtd)</b>	<b>1501</b>	<b>948</b>	<b>553</b>
Top 2 Box (Net)	948	948	-
	63%	100%	-
		a	
Strongly agree	260	260	-
	17%	27%	-
		a	
Somewhat agree	688	688	-
	46%	73%	-
		a	
Bottom 2 Box (Net)	553	-	553
	37%	-	100%
			Z
Somewhat disagree	387	-	387
	26%	-	70%
			Z
Strongly disagree	167	-	167
	11%	-	30%
			Z
Sigma	1501	948	553
	100%	100%	100%
Top Box	260	260	-
	17%	27%	-
		a	
Bottom Box	167	-	167
	11%	-	30%
			Z

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		Z	a
<b>Base: All Respondents (unwtd)</b>	<b>1501</b>	<b>928</b>	<b>573</b>
<b>Base: All Respondents (wtd)</b>	<b>1501</b>	<b>948</b>	<b>553</b>
Top 2 Box (Net)	770	493	277
	51%	52%	50%
Strongly agree	173	110	62
	12%	12%	11%
Somewhat agree	597	382	214
	40%	40%	39%
Bottom 2 Box (Net)	731	455	276
	49%	48%	50%
Somewhat disagree	531	327	204
	35%	35%	37%
Strongly disagree	200	127	72
	13%	13%	13%
Sigma	1501	948	553
	100%	100%	100%
Top Box	173	110	62
	12%	12%	11%
Bottom Box	200	127	72
	13%	13%	13%

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		Z	a
<b>Base: All Respondents (unwtd)</b>	<b>1501</b>	<b>928</b>	<b>573</b>
<b>Base: All Respondents (wtd)</b>	<b>1501</b>	<b>948</b>	<b>553</b>
Top 2 Box (Net)	583	440	143
	39%	46%	26%
		a	
Strongly agree	160	129	31
	11%	14%	6%
		a	
Somewhat agree	422	311	112
	28%	33%	20%
		a	
Bottom 2 Box (Net)	918	508	411
	61%	54%	74%
			Z
Somewhat disagree	524	289	235
	35%	30%	43%
			Z
Strongly disagree	394	219	175
	26%	23%	32%
			Z
Sigma	1501	948	553
	100%	100%	100%
Top Box	160	129	31
	11%	14%	6%
		a	
Bottom Box	394	219	175
	26%	23%	32%
			Z

The next question is a 'true or false' question. Please say True, False, or I Don't Know for each statement. - Having a will prevents an estate from being taxed after death.

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<b>Base: All Respondents (unwtd)</b>	<b>1501</b>	<b>928</b>	<b>573</b>
<b>Base: All Respondents (wtd)</b>	<b>1501</b>	<b>948</b>	<b>553</b>
Top 2 Box (Net)	1292	843	449
	86%	89%	81%
		a	
Strongly agree	554	372	181
	37%	39%	33%
Somewhat agree	738	471	268
	49%	50%	48%
Bottom 2 Box (Net)	209	105	104
	14%	11%	19%
			Z
Somewhat disagree	132	71	61
	9%	7%	11%
Strongly disagree	77	34	43
	5%	4%	8%
			Z
Sigma	1501	948	553
	100%	100%	100%
Top Box	554	372	181
	37%	39%	33%
Bottom Box	77	34	43
	5%	4%	8%
			Z

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		Z	a
<b>Base: All Respondents (unwtd)</b>	<b>1501</b>	<b>928</b>	<b>573</b>
<b>Base: All Respondents (wtd)</b>	<b>1501</b>	<b>948</b>	<b>553</b>
Top 2 Box (Net)	1304	856	448
	87%	90%	81%
		a	
Strongly agree	543	361	181
	36%	38%	33%
Somewhat agree	762	495	267
	51%	52%	48%
Bottom 2 Box (Net)	197	91	105
	13%	10%	19%
			Z
Somewhat disagree	138	67	71
	9%	7%	13%
			Z
Strongly disagree	58	24	34
	4%	3%	6%
			Z
Sigma	1501	948	553
	100%	100%	100%
Top Box	543	361	181
	36%	38%	33%
Bottom Box	58	24	34
	4%	3%	6%
			Z



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		I am having more open conversations with my family about our preferences for what happens to my assets at end of life.	
	Total	Strongly/somewhat agree	Strongly/somewhat disagree
		Z	a
I am having more open conversations with my family about our preferences for what happens to my assets at end of life.	260	260	-
	17%	27%	-
		a	
I have recently reviewed and updated my will and estate planning documents.	149	121	28
	23%	26%	14%
		a	
My financial affairs are private documents that I don't feel comfortable discussing with loved ones.	173	110	62
	12%	12%	11%
Speaking with my family about the contents of my will and estate planning will cause infighting.	160	129	31
	11%	14%	6%
		a	
I want to make sure that my family will not have to pay fees out-of-pocket to settle my estate when I'm gone.	554	372	181
	37%	39%	33%
I want to ensure that my estate is taxed as little as possible so my loved ones can maximize their inheritance.	543	361	181
	36%	38%	33%