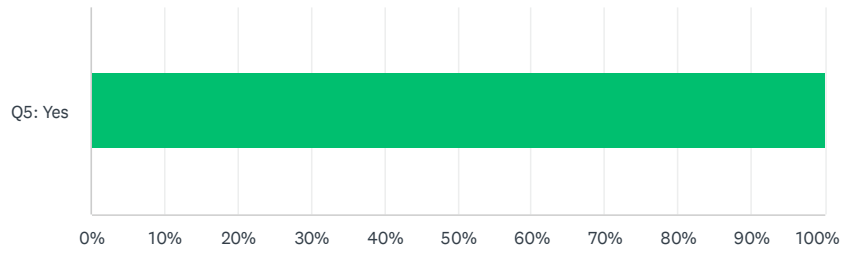


### Q1 Do you have a child age 18 or younger or are you planning to have a child?

Answered: 543 Skipped: 0

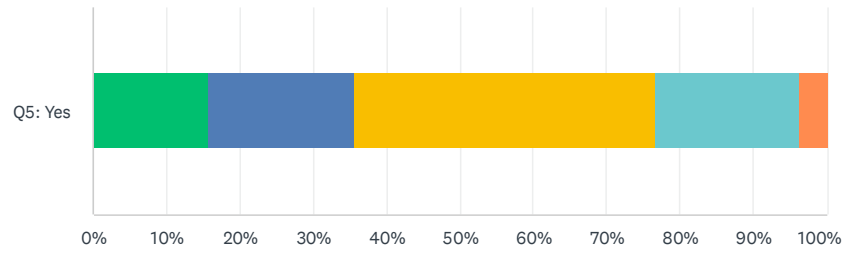


Yes
  No

	YES	NO	TOTAL
Q5: Yes	100.00% 543	0.00% 0	100.00% 543
Total Respondents	543	0	543

## Q2 What is your current age?

Answered: 543 Skipped: 0

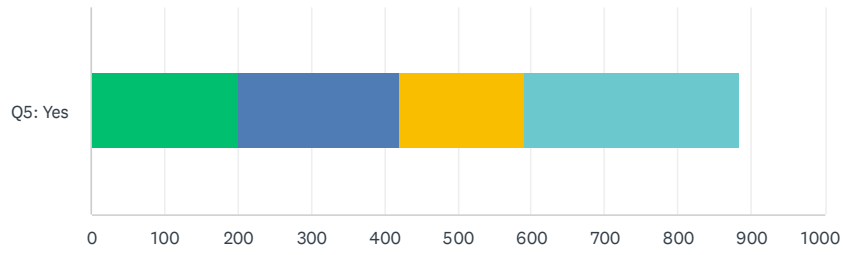


■ 21-30 
 ■ 31-35 
 ■ 36-45 
 ■ 46-55 
 ■ >55

	21-30	31-35	36-45	46-55	>55	TOTAL
Q5: Yes	15.84% 86	19.71% 107	41.07% 223	19.71% 107	3.68% 20	100.00% 543
Total Respondents	86	107	223	107	20	543

### Q3 What are the ages of your child/children?

Answered: 543 Skipped: 0

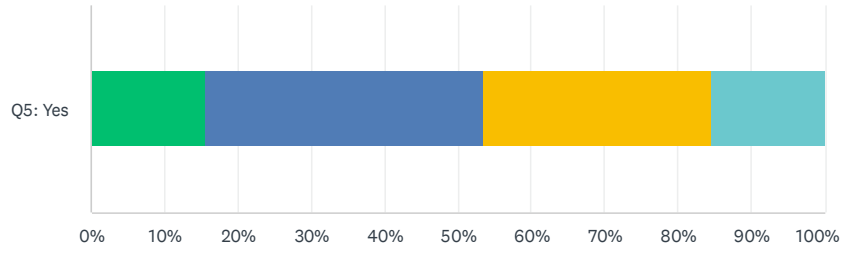


■ Newborn - 5 
 ■ Age 6-10 
 ■ Age 11-13 
 ■ Age 14-18

	NEWBORN - 5	AGE 6-10	AGE 11-13	AGE 14-18	TOTAL
Q5: Yes	37.02% 201	40.52% 220	31.12% 169	53.96% 293	162.62% 883
Total Respondents	201	220	169	293	543

### Q4 What is your annual household income?

Answered: 543 Skipped: 0

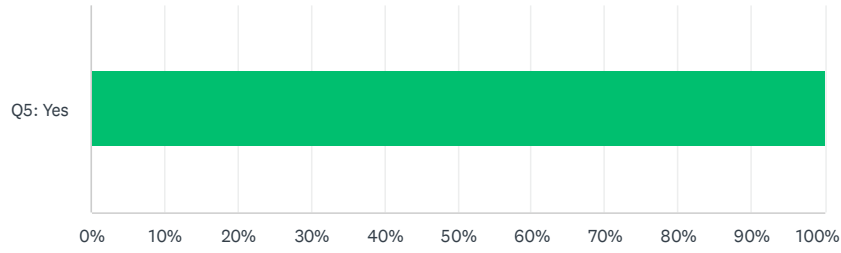


■ \$0 - \$49,999  
 ■ \$50,000 - \$99,999  
 ■ \$100,000 - \$149,999  
 ■ >\$150,000

	\$0 - \$49,999	\$50,000 - \$99,999	\$100,000 - \$149,999	>\$150,000	TOTAL
Q5: Yes	15.47% 84	38.12% 207	31.12% 169	15.29% 83	100.00% 543
Total Respondents	84	207	169	83	543

### Q5 Are you currently paying off student loan debt?

Answered: 543 Skipped: 0

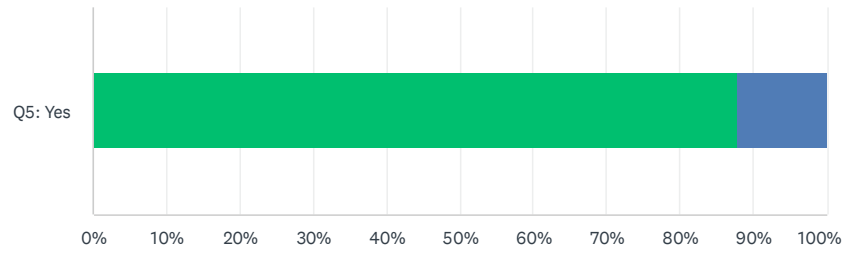


■ Yes ■ No

	YES	NO	TOTAL
Q5: Yes	100.00% 543	0.00% 0	100.00% 543
Total Respondents	543	0	543

### Q6 Has increased awareness of student loan debt caused you to look at different approaches for funding your child's/children's education?

Answered: 543 Skipped: 0

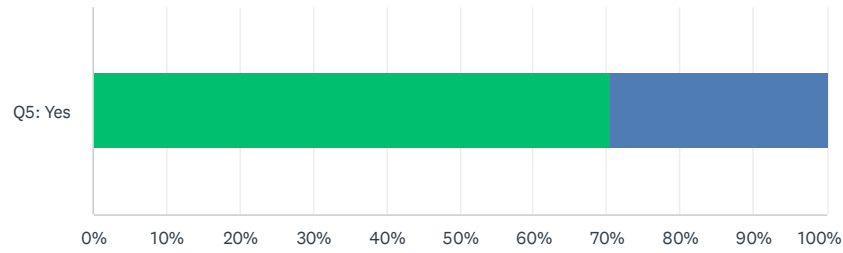


■ Yes
 ■ No

	YES	NO	TOTAL
Q5: Yes	88.03% 478	11.97% 65	100.00% 543
Total Respondents	478	65	543

**Q7 When considering college options, do you think of vocational and career schools in the same way that you think about public or private colleges?**

Answered: 543 Skipped: 0

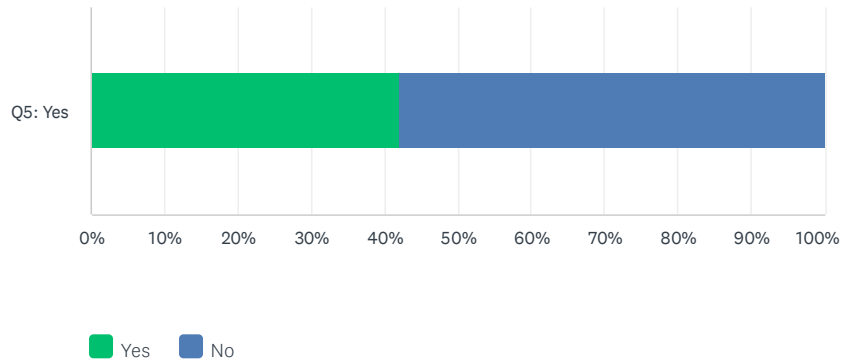


Yes No

	YES	NO	TOTAL
Q5: Yes	70.53% 383	29.47% 160	100.00% 543
Total Respondents	383	160	543

Q8 Has your child/children considered not attaining higher education credentials (college, community college, vocational, career, etc.)?

Answered: 543 Skipped: 0

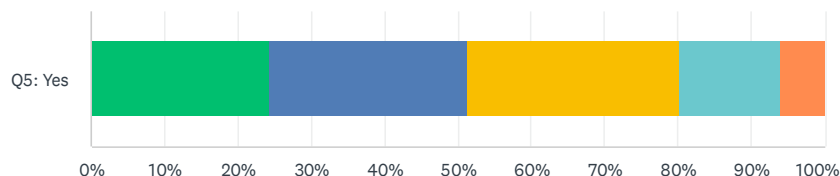


	YES	NO	TOTAL
Q5: Yes	42.17% 229	57.83% 314	100.00% 543
Total Respondents	229	314	543



### Q9 Why has your child/children considered not attaining higher education credentials (college, community college, vocational, career, etc.)

Answered: 152 Skipped: 391



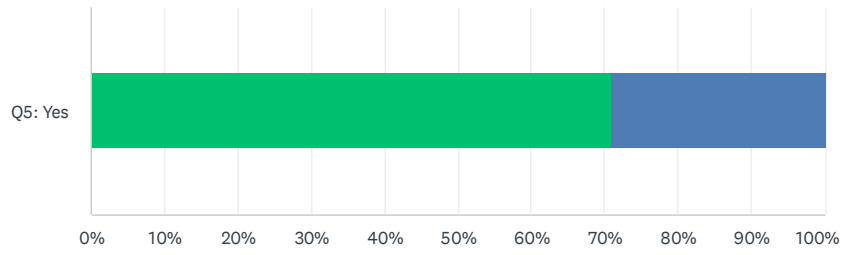
- Child doesn't want parents to pay that much money
- Child doesn't want student debt
- Child feels his/her career choice can be achieved without college
- Child is indifferent about going to college
- Other

	CHILD DOESN'T WANT PARENTS TO PAY THAT MUCH MONEY	CHILD DOESN'T WANT STUDENT DEBT	CHILD FEELS HIS/HER CAREER CHOICE CAN BE ACHIEVED WITHOUT COLLEGE	CHILD IS INDIFFERENT ABOUT GOING TO COLLEGE	OTHER	TOTAL
Q5: Yes	24.34%	26.97%	28.95%	13.82%	5.92%	100.00%
	37	41	44	21	9	152
Total Respondents	37	41	44	21	9	152
	(PLEASE SPECIFY)				TOTAL	
Q5: Yes					0	0

#	Q5: YES	DATE
1	Child is exploring all options	7/25/2019 1:56 PM
2	Kids are still too young	7/25/2019 1:49 PM
3	My kid is just starting high school and has many options to explore	7/25/2019 1:40 PM
4	child has low functioning, non verbal autism. We hope he will one day be potty trained.	7/25/2019 1:38 PM
5	No comment	7/25/2019 1:22 PM
6	Chose military because not ready for college and wants help paying when he does go.	7/25/2019 1:22 PM
7	Military	7/25/2019 1:09 PM
8	Military	7/25/2019 1:03 PM
9	Child is 3. It is too early to say if college is a good choice	7/25/2019 1:02 PM

### Q10 In the end did your child/children decide to attain higher education credentials?

Answered: 152 Skipped: 391

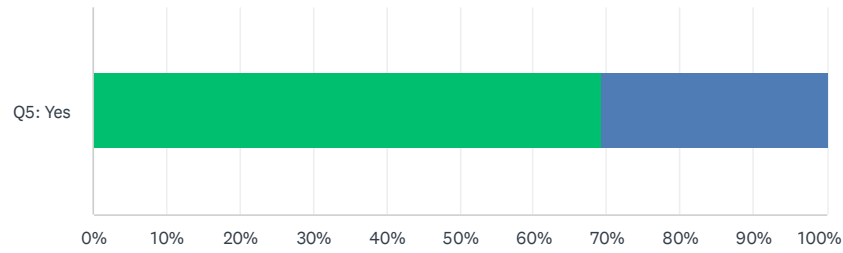


■ Yes
 ■ No

	YES	NO	TOTAL
Q5: Yes	71.05% 108	28.95% 44	100.00% 152
Total Respondents	108	44	152

### Q11 Have you talked with your child/children about the costs of college and your involvement in paying for it?

Answered: 374 Skipped: 169

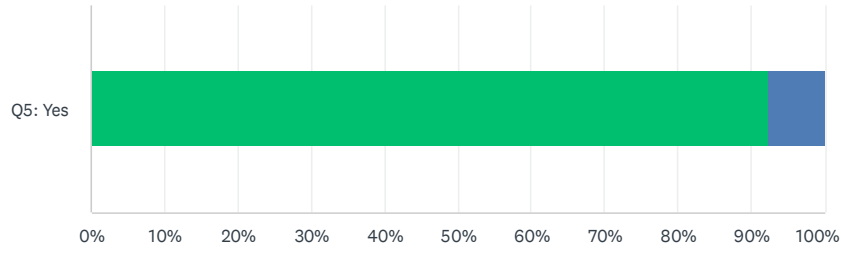


■ Yes 
 ■ No

	YES	NO	TOTAL
Q5: Yes	69.25% 259	30.75% 115	100.00% 374
Total Respondents	259	115	374

## Q12 Are you planning to help fund your child/children's college education?

Answered: 374 Skipped: 169

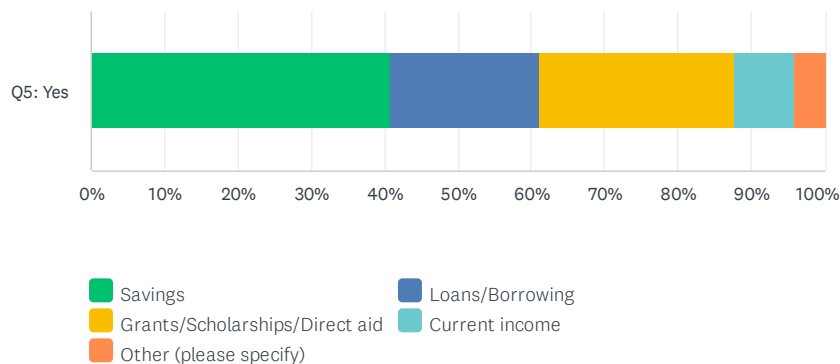


■ Yes 
 ■ No 
 ■ Other (please specify)

	YES	NO	OTHER (PLEASE SPECIFY)	TOTAL
Q5: Yes	92.51% 346	7.49% 28	0.00% 0	100.00% 374
Total Respondents	346	28	0	374

### Q13 What is the primary way that you plan to pay for your child's/children's college costs?

Answered: 345 Skipped: 198

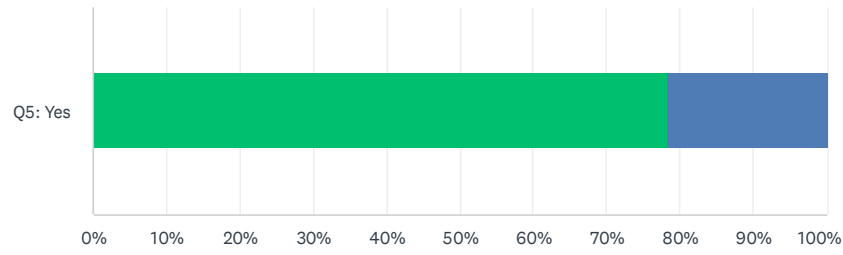


	SAVINGS	LOANS/BORROWING	GRANTS/SCHOLARSHIPS/DIRECT AID	CURRENT INCOME	OTHER (PLEASE SPECIFY)	TOTAL
Q5: Yes	40.87% 141	20.29% 70	26.67% 92	8.12% 28	4.06% 14	100.00% 345
Total Respondents	141	70	92	28	14	345

#	Q5: YES	DATE
1	tuition waiver	8/8/2019 7:13 AM
2	College savings plan	8/7/2019 10:23 PM
3	all of the above	8/7/2019 8:40 PM
4	529 savings plan	7/25/2019 3:22 PM
5	Lottery	7/25/2019 1:41 PM
6	High School program	7/25/2019 1:34 PM
7	military benefits	7/25/2019 1:32 PM
8	A little bit of everything	7/25/2019 1:31 PM
9	Living at home	7/25/2019 1:30 PM
10	GI BILL	7/25/2019 1:19 PM
11	529 Plan	7/25/2019 1:05 PM
12	529 Plan	7/25/2019 1:05 PM
13	Savings plan	7/25/2019 12:48 PM
14	529	7/23/2019 7:44 PM

### Q14 Are you saving for your child's/children's college costs?

Answered: 372 Skipped: 171

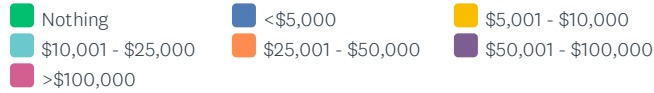
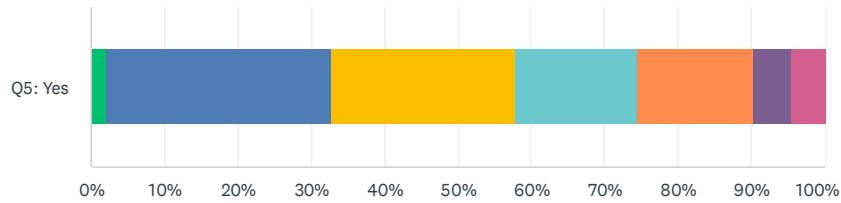


■ Yes
 ■ No

	YES	NO	TOTAL
Q5: Yes	78.23% 291	21.77% 81	100.00% 372
Total Respondents	291	81	372

### Q15 How much have you saved for your child's/children's college education (per child)?

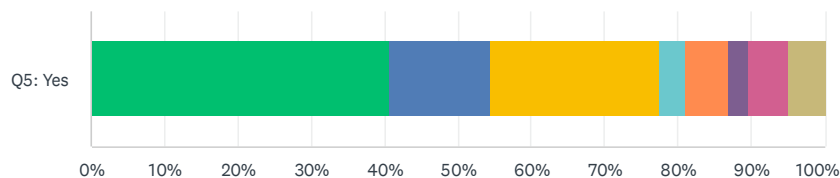
Answered: 290 Skipped: 253



	NOTHING	<\$5,000	\$5,001 - \$10,000	\$10,001 - \$25,000	\$25,001 - \$50,000	\$50,001 - \$100,000	>\$100,000	TOTAL
Q5: Yes	2.07% 6	30.69% 89	25.17% 73	16.55% 48	15.86% 46	5.17% 15	4.48% 13	100.00% 290
Total Respondents	6	89	73	48	46	15	13	290

### Q16 What is your primary college savings vehicle? (Check one)

Answered: 290 Skipped: 253



- 529 college savings plan
- Mutual funds/stocks/bonds, non-529 plan
- CDs or bank savings accounts, non-529 plan
- Retirement account
- Life insurance/ Annuities
- Coverdell Education Savings Account

▲ 1/2 ▼

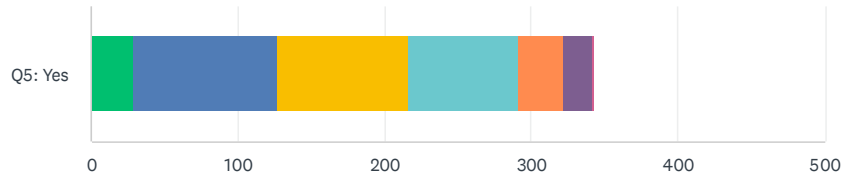
	529 COLLEGE SAVINGS PLAN	MUTUAL FUNDS/STOCKS/BONDS, NON-529 PLAN	CDS OR BANK SAVINGS ACCOUNTS, NON-529 PLAN	RETIREMENT ACCOUNT	LIFE INSURANCE/ ANNUITIES	COVERDELL EDUCATION SAVINGS ACCOUNT	N/A	OTHER (PLEASE SPECIFY)	TOTAL
Q5: Yes	40.69% 118	13.79% 40	23.10% 67	3.45% 10	5.86% 17	2.76% 8	5.52% 16	4.83% 14	100.00% 290
Total Respondents	118	40	67	10	17	8	16	14	290

#	Q5: YES	DATE
1	I	7/25/2019 3:44 PM
2	prepaid plan	7/25/2019 3:35 PM
3	Online savigs	7/25/2019 3:17 PM
4	Savings account with my bank	7/25/2019 1:53 PM
5	General savings account	7/25/2019 1:47 PM
6	EI	7/25/2019 1:43 PM
7	Savings account	7/25/2019 1:27 PM
8	Savings account	7/25/2019 12:58 PM
9	Putting money in a money market account	7/25/2019 12:56 PM
10	Money I put aside	7/25/2019 12:52 PM
11	I	7/25/2019 12:46 PM
12	Savings	7/25/2019 12:46 PM
13	Bank account savings	7/25/2019 12:45 PM
14	Saving from my checks	7/23/2019 7:45 PM



Q17 When did you start saving for your child/children's college education? (If you have more than one child, and you started saving at different times for each, check all that apply).

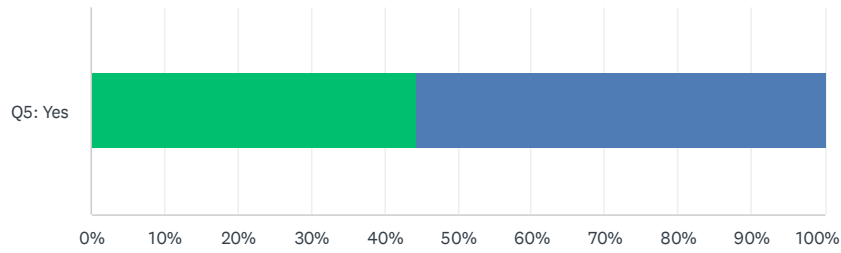
Answered: 290 Skipped: 253



	PRIOR TO CHILDREN'S BIRTH	WHEN CHILDREN WERE BORN	WHEN CHILD WAS 1-5 YEARS OLD	WHEN CHILD WAS 6-10 YEARS OLD	WHEN CHILD WAS 11-13 YEARS OLD	WHEN CHILD WAS 14-18 YEARS OLD	I HAVEN'T BEGUN SAVING	TOTAL
Q5: Yes	10.00% 29	33.79% 98	31.03% 90	25.52% 74	10.69% 31	6.90% 20	0.69% 2	118.62% 344
Total Respondents	29	98	90	74	31	20	2	290

### Q18 Do you know how much you'll need to save to fund college for your child/children?

Answered: 370 Skipped: 173

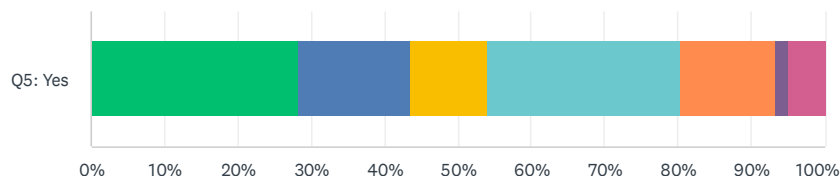


Yes 
  No

	YES	NO	TOTAL
Q5: Yes	44.32% 164	55.68% 206	100.00% 370
Total Respondents	164	206	370

### Q19 How did you determine how much to save?

Answered: 163 Skipped: 380



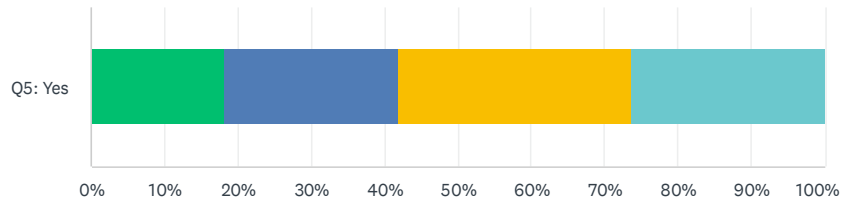
- Contacted specific colleges I have in mind
- Learned about it from articles, on the web, through TV
- Learned about it from my child/children's school
- Used a college savings calculator
- Spoke to a financial advisor
- Spoke to a loan officer
- Other, please specify

	CONTACTED SPECIFIC COLLEGES I HAVE IN MIND	LEARNED ABOUT IT FROM ARTICLES, ON THE WEB, THROUGH TV	LEARNED ABOUT IT FROM MY CHILD/CHILDREN'S SCHOOL	USED A COLLEGE SAVINGS CALCULATOR	SPOKE TO A FINANCIAL ADVISOR	SPOKE TO A LOAN OFFICER	OTHER, PLEASE SPECIFY	TOTAL
Q5: Yes	28.22% 46	15.34% 25	10.43% 17	26.38% 43	12.88% 21	1.84% 3	4.91% 8	100.00% 163
Total Respondents	46	25	17	43	21	3	8	163

#	Q5: YES	DATE
1	I	7/25/2019 1:39 PM
2	Looked in vocational schools and community college. Average price for criminal justice.	7/25/2019 1:16 PM
3	I work in education and know the costs of college very well	7/25/2019 1:06 PM
4	From my own experience as a graduate	7/25/2019 12:56 PM
5	Comparing college cost of my wife who is now a lawyer and timings that by two and pray inflation doesn't get the best of us	7/25/2019 12:51 PM
6	All the above	7/25/2019 12:46 PM
7	Financial counseling	7/25/2019 12:46 PM
8	I just know from recent experience how much it will cost.	7/23/2019 7:47 PM

## Q20 How confident are you that you will reach your college savings goals?

Answered: 368 Skipped: 175

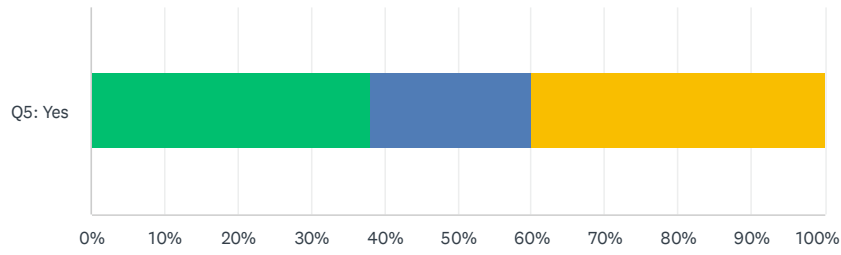


■ Completely confident   
 ■ Very confident   
 ■ Somewhat confident  
■ Not very confident

	COMPLETELY CONFIDENT	VERY CONFIDENT	SOMEWHAT CONFIDENT	NOT VERY CONFIDENT	TOTAL
Q5: Yes	18.21% 67	23.64% 87	31.79% 117	26.36% 97	100.00% 368
Total Respondents	67	87	117	97	368

### Q21 Are you saving more, less or the same for college than a year ago?

Answered: 368 Skipped: 175

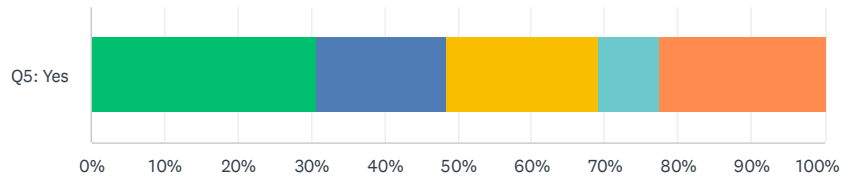


More Less Same

	MORE	LESS	SAME	TOTAL
Q5: Yes	38.04%	22.01%	39.95%	100.00%
	140	81	147	368
Total Respondents	140	81	147	368

## Q22 Do you know what a 529 college savings plan is?

Answered: 368 Skipped: 175

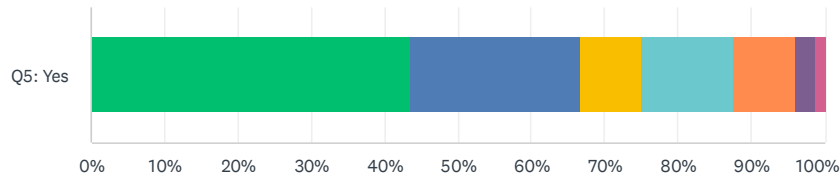


- Yes, I own a 529 plan
- Yes - one has been established for my child
- Yes, but I don't know much about them
- Yes, and I plan to start one soon
- No, I have never heard of them

	YES, I OWN A 529 PLAN	YES - ONE HAS BEEN ESTABLISHED FOR MY CHILD	YES, BUT I DON'T KNOW MUCH ABOUT THEM	YES, AND I PLAN TO START ONE SOON	NO, I HAVE NEVER HEARD OF THEM	TOTAL
Q5: Yes	30.71% 113	17.66% 65	20.65% 76	8.42% 31	22.55% 83	100.00% 368
Total Respondents	113	65	76	31	83	368

### Q23 If utilizing a 529 college savings account, what is the main reason?

Answered: 177 Skipped: 366



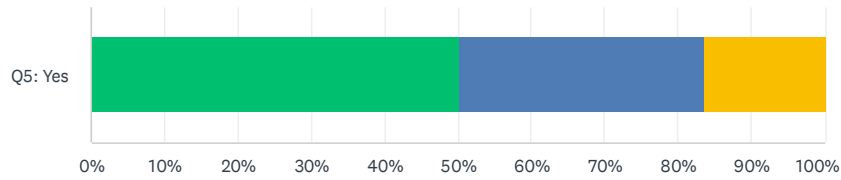
- Federal and/or state tax benefits
- Matching contributions
- Ability to change beneficiary
- Range of investment options
- Ability to use for K-12 education
- N/A
- Other (please specify)

	FEDERAL AND/OR STATE TAX BENEFITS	MATCHING CONTRIBUTIONS	ABILITY TO CHANGE BENEFICIARY	RANGE OF INVESTMENT OPTIONS	ABILITY TO USE FOR K-12 EDUCATION	N/A	OTHER (PLEASE SPECIFY)	TOTAL
Q5: Yes	43.50%	23.16%	8.47%	12.43%	8.47%	2.82%	1.13%	100.00%
	77	41	15	22	15	5	2	177
Total Respondents	77	41	15	22	15	5	2	177

#	Q5: YES	DATE
1	to save for my child's education costs	7/25/2019 1:16 PM
2	to help pay for tuition	7/25/2019 1:07 PM

## Q24 How was it opened?

Answered: 177 Skipped: 366



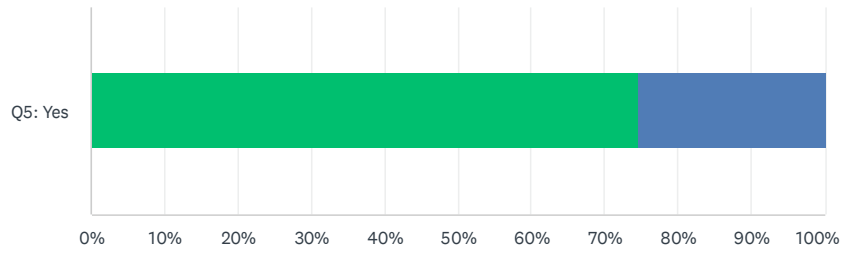
- Purchased directly from the state plan (e.g., through website or toll-free number)
- Purchased through my financial advisor
- Did my own research and invested directly

	<b>PURCHASED DIRECTLY FROM THE STATE PLAN (E.G., THROUGH WEBSITE OR TOLL-FREE NUMBER)</b>	<b>PURCHASED THROUGH MY FINANCIAL ADVISOR</b>	<b>DID MY OWN RESEARCH AND INVESTED DIRECTLY</b>	<b>TOTAL</b>
Q5: Yes	50.28% 89	33.33% 59	16.38% 29	100.00% 177
Total Respondents	89	59	29	177



Q25 Is there an automatic monthly savings plan set up for a 529 college savings account?

Answered: 177 Skipped: 366

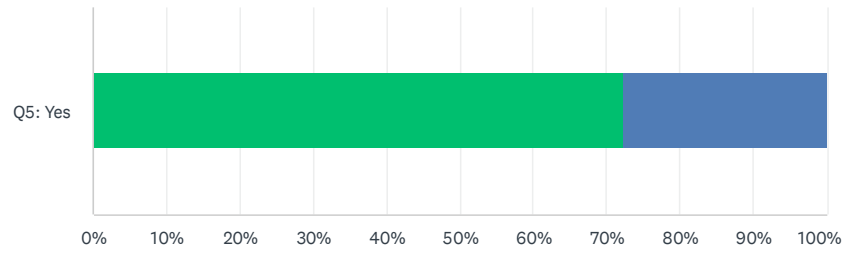


Yes No

	YES	NO	TOTAL
Q5: Yes	74.58% 132	25.42% 45	100.00% 177
Total Respondents	132	45	177

### Q26 If utilizing a 529 plan, is it sponsored by your home state?

Answered: 177 Skipped: 366

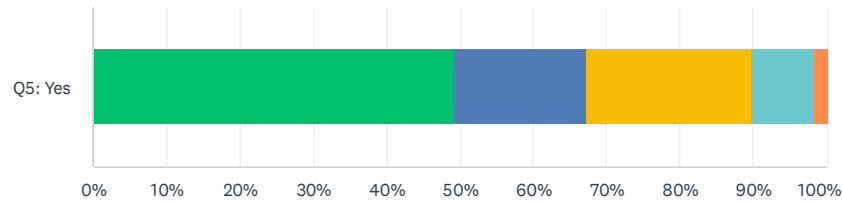


■ Yes
 ■ No

	YES	NO	TOTAL
Q5: Yes	72.32% 128	27.68% 49	100.00% 177
Total Respondents	128	49	177

### Q27 Why is the 529 plan sponsored by your home state utilized?

Answered: 128 Skipped: 415



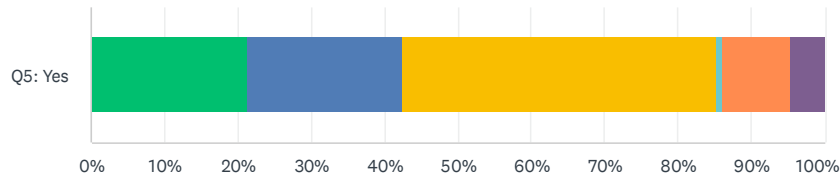
■ State tax benefit      ■ Superior investment performance  
■ Recommended by financial advisor      ■ Low fees  
■ Other (please specify)

	STATE TAX BENEFIT	SUPERIOR INVESTMENT PERFORMANCE	RECOMMENDED BY FINANCIAL ADVISOR	LOW FEES	OTHER (PLEASE SPECIFY)	TOTAL
Q5: Yes	49.22% 63	17.97% 23	22.66% 29	8.59% 11	1.56% 2	100.00% 128
Total Respondents	63	23	29	11	2	128

#	Q5: YES	DATE
1	all of the above	8/7/2019 8:42 PM
2	its all i knew about	7/25/2019 1:16 PM

## Q28 How has the economic environment affected your attitude and behavior toward saving for college in general?

Answered: 362 Skipped: 181

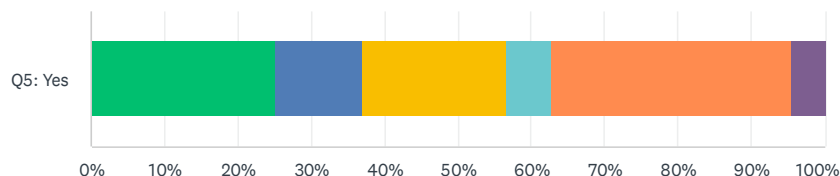


- Plan to start saving as soon as I have discretionary income
- Have already started to save more than before
- Would like to save more but can't
- Don't want to save and won't
- Hasn't affected my attitude or behavior
- Cut back my discretionary spending so I can save

	PLAN TO START SAVING AS SOON AS I HAVE DISCRETIONARY INCOME	HAVE ALREADY STARTED TO SAVE MORE THAN BEFORE	WOULD LIKE TO SAVE MORE BUT CAN'T	DON'T WANT TO SAVE AND WON'T	HASN'T AFFECTED MY ATTITUDE OR BEHAVIOR	CUT BACK MY DISCRETIONARY SPENDING SO I CAN SAVE	TOTAL
Q5: Yes	21.27% 77	21.27% 77	42.82% 155	0.83% 3	9.12% 33	4.70% 17	100.00% 362
Total Respondents	77	77	155	3	33	17	362

## Q29 What would make it easier for you to save?

Answered: 362 Skipped: 181



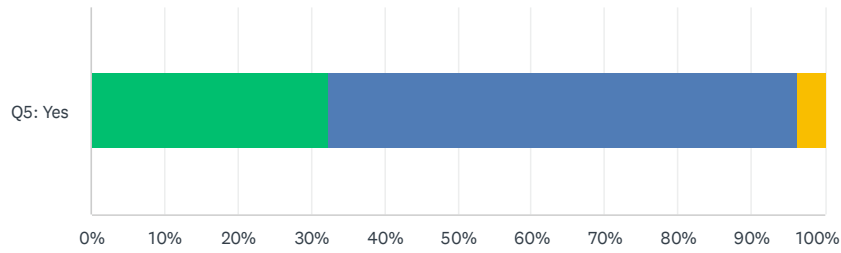
- More savings awareness - focus on saving, not spending
- More/better information on savings vehicles
- Automatic savings - so I don't have to think about it
- If I knew more about budgeting, managing money and investments
- Less debt
- Other, please specify

	MORE SAVINGS AWARENESS - FOCUS ON SAVING, NOT SPENDING	MORE/BETTER INFORMATION ON SAVINGS VEHICLES	AUTOMATIC SAVINGS - SO I DON'T HAVE TO THINK ABOUT IT	IF I KNEW MORE ABOUT BUDGETING, MANAGING MONEY AND INVESTMENTS	LESS DEBT	OTHER, PLEASE SPECIFY	TOTAL
Q5: Yes	25.14%	11.88%	19.61%	6.08%	32.87%	4.42%	100.00%
	91	43	71	22	119	16	362
Total Respondents	91	43	71	22	119	16	362

#	Q5: YES	DATE
1	more money	8/15/2019 4:33 PM
2	If me and my husband had more money from our employment	7/25/2019 1:56 PM
3	More income/less bills	7/25/2019 1:48 PM
4	More income instead of just getting by.	7/25/2019 1:45 PM
5	making more money	7/25/2019 1:44 PM
6	Will be paying off our own student debt until we die so there's no way at this point to save for our kids college	7/25/2019 1:36 PM
7	Nothing	7/25/2019 1:33 PM
8	Higher income	7/25/2019 1:24 PM
9	No	7/25/2019 12:58 PM
10	Sell most my furniture	7/25/2019 12:58 PM
11	Getting a job - currently unemployed.	7/25/2019 12:55 PM
12	If we made more money	7/25/2019 12:55 PM
13	Relying on my wife's income after grad ustingfrom college this yr	7/25/2019 12:54 PM
14	Higher paying job	7/25/2019 12:49 PM
15	Higher wages	7/25/2019 12:47 PM
16	Earning more money	7/23/2019 7:49 PM

Q30 Do you ask friends/ family to make a 529 college savings gift instead of material gifts?

Answered: 362 Skipped: 181

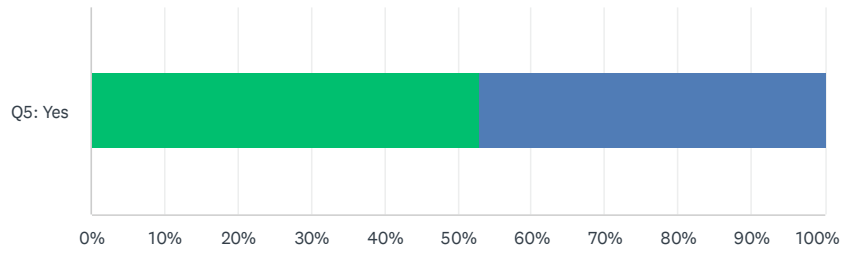


■ Yes 
 ■ No 
 ■ I don't know

	YES	NO	I DON'T KNOW	TOTAL
Q5: Yes	32.32% 117	64.09% 232	3.59% 13	100.00% 362
Total Respondents	117	232	13	362

Q31 Do you realize that many 529 college savings plans make giving a college gift easier?

Answered: 362 Skipped: 181

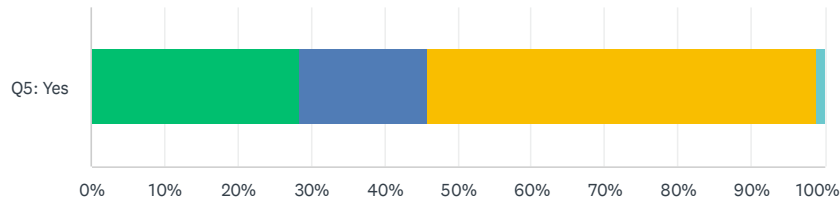


Yes No

	YES	NO	TOTAL
Q5: Yes	53.04% 192	46.96% 170	100.00% 362
Total Respondents	192	170	362

### Q32 What do you use to make a 529 college savings gift?

Answered: 362 Skipped: 181



■ 529 college savings gift registry   
 ■ Online gifting tool  
■ NA   
 ■ Other (please specify)

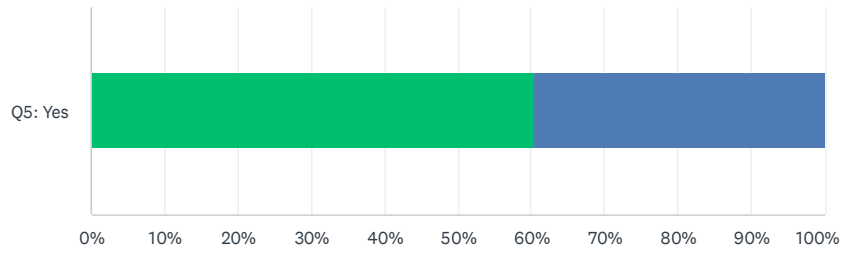
	529 COLLEGE SAVINGS GIFT REGISTRY	ONLINE GIFTING TOOL	NA	OTHER (PLEASE SPECIFY)	TOTAL
Q5: Yes	28.45%	17.40%	53.04%	1.10%	100.00%
	103	63	192	4	362
Total Respondents	103	63	192	4	362

#	Q5: YES	DATE
1	Hahahahaha	7/25/2019 3:12 PM
2	I don't know	7/25/2019 1:56 PM
3	I don't know, but I would like to know more.	7/25/2019 1:49 PM
4	I don't know	7/25/2019 1:02 PM



### Q33 Do you plan to borrow to finance your child's/children's college?

Answered: 362 Skipped: 181

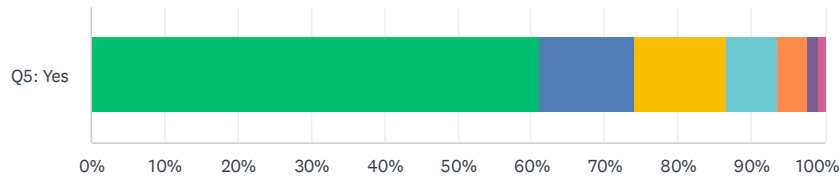


■ Yes
 ■ No

	YES	NO	TOTAL
Q5: Yes	60.50% 219	39.50% 143	100.00% 362
Total Respondents	219	143	362

### Q34 If you are borrowing, what do you anticipate will be your number one college financing source? (Check one)

Answered: 219 Skipped: 324



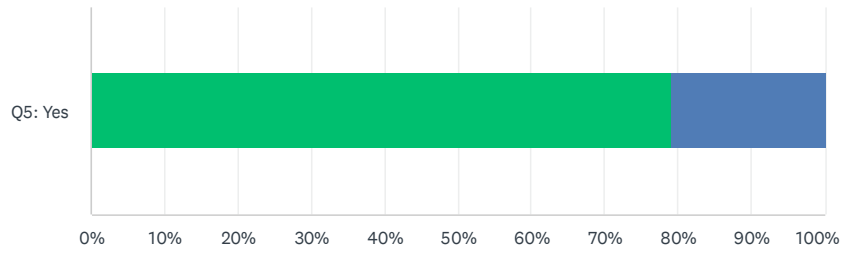
- Education Loans
- Second mortgage or home equity loan
- Credit card or credit line cash advance
- Borrowing against my retirement
- Borrowing against other investments
- N/A
- Other (please specify)

	EDUCATION LOANS	SECOND MORTGAGE OR HOME EQUITY LOAN	CREDIT CARD OR CREDIT LINE CASH ADVANCE	BORROWING AGAINST MY RETIREMENT	BORROWING AGAINST OTHER INVESTMENTS	N/A	OTHER (PLEASE SPECIFY)	TOTAL
Q5: Yes	61.19% 134	12.79% 28	12.79% 28	6.85% 15	4.11% 9	1.37% 3	0.91% 2	100.00% 219
Total Respondents	134	28	28	15	9	3	2	219

#	Q5: YES	DATE
1	not really sure at this point	8/7/2019 8:43 PM
2	Family	7/25/2019 1:02 PM

### Q35 Do you expect your child/children to contribute toward their college costs?

Answered: 361 Skipped: 182

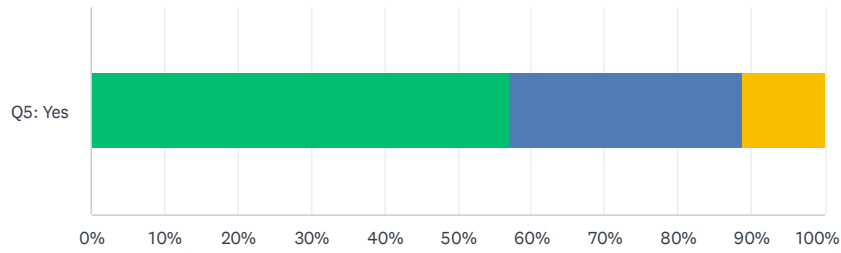


Yes 
  No

	YES	NO	TOTAL
Q5: Yes	79.22% 286	20.78% 75	100.00% 361
Total Respondents	286	75	361

### Q36 How much will your child/children contribute to paying for college?

Answered: 286 Skipped: 257

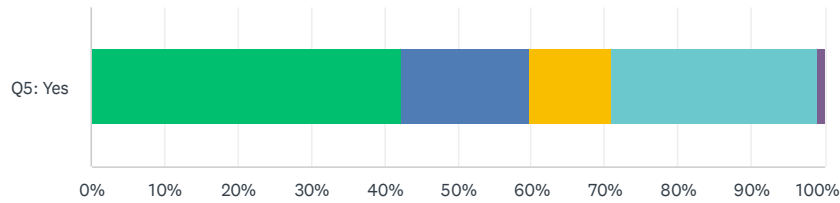


■ Up to one-third 
 ■ Between one-third and two-thirds 
 ■ Over two thirds

	UP TO ONE-THIRD	BETWEEN ONE-THIRD AND TWO-THIRDS	OVER TWO THIRDS	TOTAL
Q5: Yes	56.99% 163	31.82% 91	11.19% 32	100.00% 286
Total Respondents	163	91	32	286

### Q37 How will they contribute to college costs?

Answered: 286 Skipped: 257

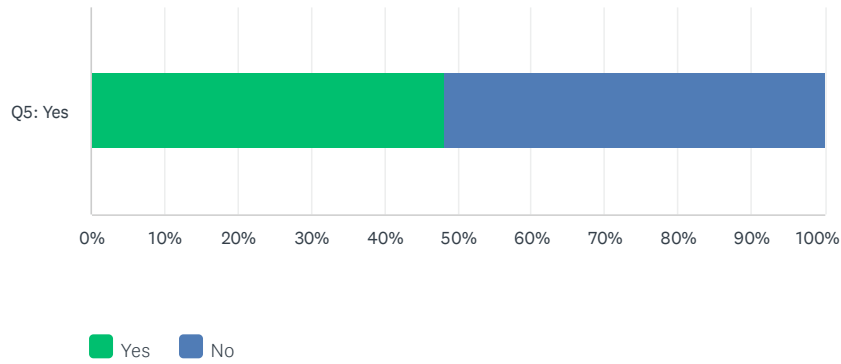


	JOB	OWN SAVINGS	LOANS	SCHOLARSHIPS/GRANTS/FELLOWSHIPS	MILITARY FUNDING	OTHER, PLEASE SPECIFY	TOTAL
Q5: Yes	42.31% 121	17.48% 50	11.19% 32	27.97% 80	0.00% 0	1.05% 3	100.00% 286
Total Respondents	121	50	32	80	0	3	286

#	Q5: YES	DATE
1	all of the above	8/7/2019 8:44 PM
2	all of the above except military	7/25/2019 1:52 PM
3	all of the above	7/25/2019 1:26 PM

### Q38 Do you utilize the expertise of a financial advisor for college financial planning?

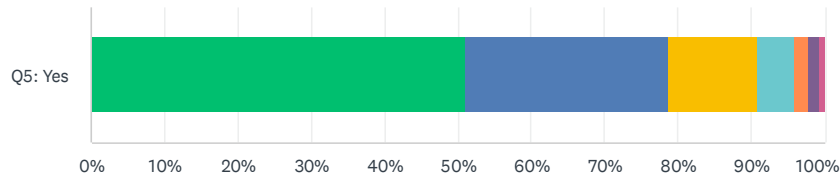
Answered: 360 Skipped: 183



	YES	NO	TOTAL
Q5: Yes	48.33% 174	51.67% 186	100.00% 360
Total Respondents	174	186	360

### Q39 If you work with a financial advisor, what is the primary product that they recommend for saving for college?

Answered: 174 Skipped: 369



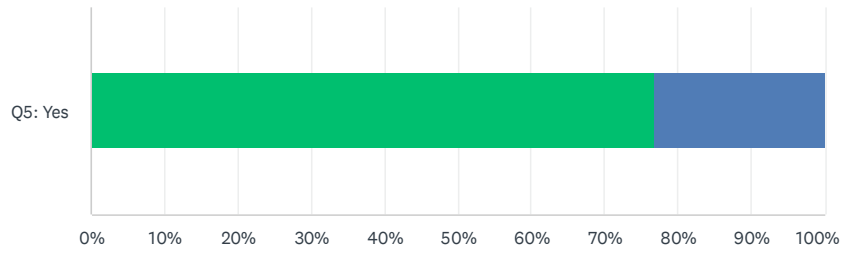
- 529 college savings plan
- General savings/investments
- Savings bonds
- Coverdell Savings Plan
- Retirement account
- Life insurance
- Other (please specify)

	529 COLLEGE SAVINGS PLAN	GENERAL SAVINGS/INVESTMENTS	SAVINGS BONDS	RETIREMENT ACCOUNT	COVERDELL SAVINGS PLAN	LIFE INSURANCE	OTHER (PLEASE SPECIFY)	TOTAL
Q5: Yes	51.15%	27.59%	12.07%	5.17%	1.72%	1.72%	0.57%	100.00%
	89	48	21	9	3	3	1	174
Total Respondents	89	48	21	9	3	3	1	174

#	Q5: YES	DATE
1	Grants	7/23/2019 7:49 PM

### Q40 If you knew that a financial advisor could help you with college savings, would you use one?

Answered: 355 Skipped: 188



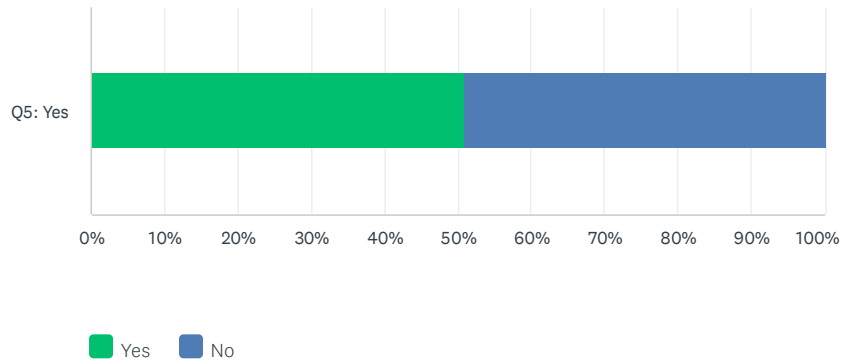
Yes
  No

	YES	NO	TOTAL
Q5: Yes	76.90% 273	23.10% 82	100.00% 355
Total Respondents	273	82	355



**Q41 Did you know that investing in a 529 college savings plan can alternatively fund your own future educational expenses (graduate education and lifetime learning)?**

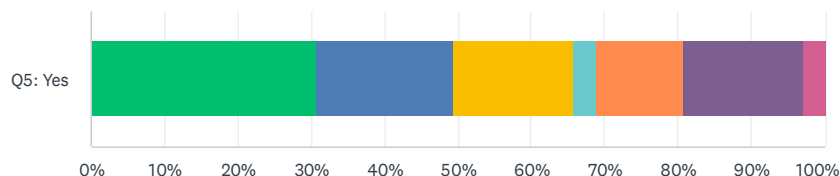
Answered: 355 Skipped: 188



	YES	NO	TOTAL
Q5: Yes	50.99% 181	49.01% 174	100.00% 355
Total Respondents	181	174	355

### Q42 What is the most important strategy your family uses or anticipates using to help reduce the cost of college?

Answered: 355 Skipped: 188



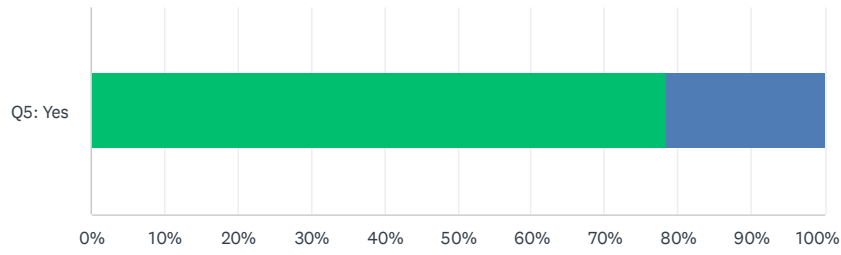
- Attend community college for two years and transfer to a four year college
- Live at home
- Take as many Advanced Placement and International Baccalaureate classes as possible
- Go into the military and use the GI bill
- Attend a state school rather than a private school
- Our family currently has no strategy
- Other (please specify)

	ATTEND COMMUNITY COLLEGE FOR TWO YEARS AND TRANSFER TO A FOUR YEAR COLLEGE	LIVE AT HOME	TAKE AS MANY ADVANCED PLACEMENT AND INTERNATIONAL BACCALAUREATE CLASSES AS POSSIBLE BEFORE GOING TO COLLEGE	GO INTO THE MILITARY AND USE THE GI BILL	ATTEND A STATE SCHOOL RATHER THAN A PRIVATE SCHOOL	OUR FAMILY CURRENTLY HAS NO STRATEGY	OTHER (PLEASE SPECIFY)	TOTAL
Q5: Yes	30.70% 109	18.87% 67	16.34% 58	3.10% 11	11.83% 42	16.34% 58	2.82% 10	100.00% 355
Total Respondents	109	67	58	11	42	58	10	355

#	Q5: YES	DATE
1	child will work and also get loans	8/15/2019 7:19 PM
2	tuition waiver - employed at university	8/8/2019 7:16 AM
3	search and apply for scholarships	8/2/2019 11:30 AM
4	evaluating all options	7/25/2019 1:53 PM
5	scholarships	7/25/2019 1:20 PM
6	All of the above- whatever works best for my child	7/25/2019 1:10 PM
7	Go to the university where I teach and get a discount	7/25/2019 12:57 PM
8	Starting a business	7/25/2019 12:49 PM
9	I	7/23/2019 7:52 PM
10	Full scholarship	7/23/2019 7:52 PM

### Q43 Would you like to have the ability to make 529 contributions through your employer?

Answered: 355 Skipped: 188

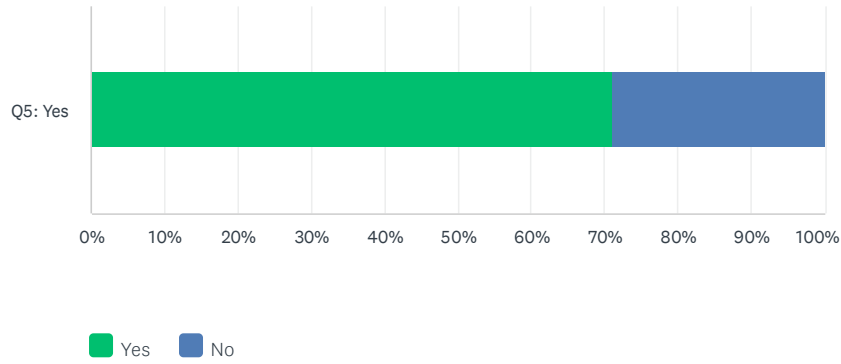


Yes 
  No

	YES	NO	TOTAL
Q5: Yes	78.59% 279	21.41% 76	100.00% 355
Total Respondents	279	76	355

**Q44 Did you know that people who attain a 4-year college degree earn on average \$55,050, which is \$21,650 more per year than those with a high school diploma? (US Bureau of Labor Statistics)**

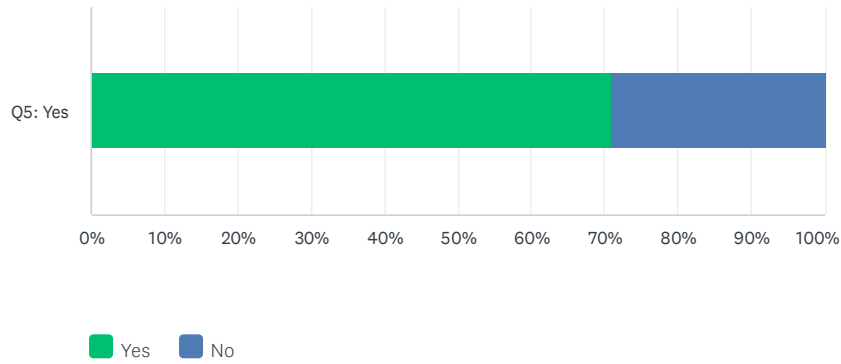
Answered: 355 Skipped: 188



	YES	NO	TOTAL
Q5: Yes	71.27% 253	28.73% 102	100.00% 355
Total Respondents	253	102	355

### Q45 Did you know that research shows establishing a higher education savings plan makes it more likely that a child will attain higher education?

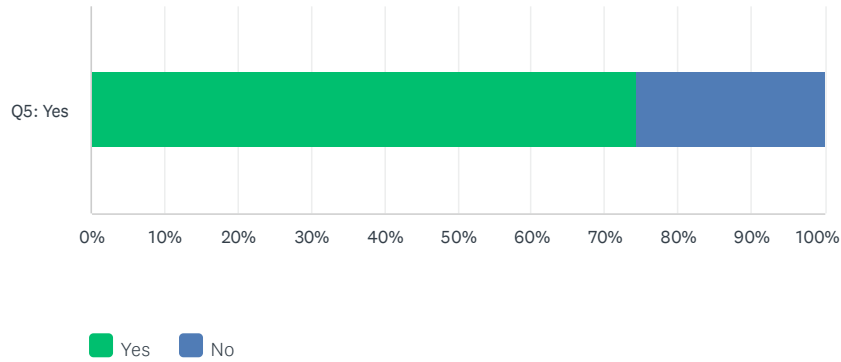
Answered: 355 Skipped: 188



	YES	NO	TOTAL
Q5: Yes	70.99% 252	29.01% 103	100.00% 355
Total Respondents	252	103	355

Q46 Are you aware that saving is vastly less expensive than borrowing? Example: Saving \$100 monthly for 18 years at a 5% return would grow to \$35,000 (\$21,600 in savings plus \$13,400 in earnings), as compared to the cost of borrowing which would be \$48,765 (\$35,000 in principal and \$13,765 in interest over 10 years at 7.0%).

Answered: 355 Skipped: 188



	YES	NO	TOTAL
Q5: Yes	74.37% 264	25.63% 91	100.00% 355
Total Respondents	264	91	355