Market Dynamics

Taking the emotion *out* of investing

It's natural to feel a roller coaster of emotions as the stock market rises and falls. After all, you're investing money in the market to save for your future.

As indicated below, people are more likely to invest when they're feeling good about the market—that is, when share prices are high. And when the market is down and prices are low, they're less likely to invest.

The trick is to make better decisions by taking some of the emotion out of investing (the dark blue line).

Reducing the emotional extremes when investing

- Account value +

Euphoria
Thrill
Anxiety
Investors often buy here
Excitement
Fear
Optimism
Panic
Optimism
Capitulation
Relief
Investors often sell here
Despondency
Hope
Depression

For illustrative purposes only. There is no guarantee that any investment strategy will achieve its objectives.

Don't let these feelings cause you to make decisions that throw your retirement goals off course. When the stock market gets volatile (and it will), it's best to pause, focus on your long-term vision, and consider the following factors before taking any action.

Putting market fluctuations in perspective

- **Your motivation—**You chose your existing investments because you believe they'll help you attain your long-term goals. Unless this belief has changed, there's no reason to consider changing your investment strategy.

- **Time horizon—**Do you expect to retire 5, 10, 20, or even 30 years from now? Your existing investments have potentially years to recover from a market downturn before you'll need the money.

- **Timing the market—**No one can predict with 100% certainty when the market will go up or down. If you choose to change your investment strategy during a market decline, you then have to figure out the best time to change it back—something even financial professionals find challenging to do. If you don't time it right, you could miss the market rebound, making it even harder to make progress on your goals.

- **Dollar cost averaging—**When the market fluctuates, so does the price of your investments. Making regular contributions to your 401(k) helps average out the highs and lows over time, which can help your personal, long-term return on investment. This investment strategy is known as dollar cost averaging.[1]

John Hancock®

1 Dollar cost averaging does not guarantee a profit or eliminate the risk of a loss. Systematic investing involves continuous investment in securities, regardless of price-level fluctuation. Participants should consider their resources to continue the strategy over the long term.

For complete information about a particular investment option, please read the fund prospectus. You should carefully consider the objectives, risks, charges, and expenses before investing. The prospectus contains this and other important information about the investment option and investment company. Please read the prospectus carefully before you invest or send money. Prospectus may only be available in English.

There is no guarantee that any investment strategy will achieve its objectives. Past performance does not guarantee future results.

It is your responsibility to select and monitor your investment options to meet your retirement objectives. You should review your investment strategy at least annually. You may also want to consult your own independent investment or tax advisor or legal counsel.

The content of this document is for general information only and is believed to be accurate and reliable as of the posting date, but may be subject to change. It is not intended to provide investment, tax, plan design, or legal advice (unless otherwise indicated). Please consult your own independent advisor as to any investment, tax, or legal statements made herein.

John Hancock Retirement Plan Services LLC, 200 Berkeley Street, Boston, MA 02116

MGTS-P27915-GE 04/23-430569   MGR0320232798133 | 430569

Most market fluctuations last a relatively short period of time, and your retirement savings are invested for the long term. Taking the emotion out of investing can help you stay on track for the future you want.

Ask for help
You don't have to ride out market turbulence alone. Consider working with a financial professional to help you determine the best course of action, which may be no action.