

**Table 3: Odds Ratios Predicting the Relationship Between High-Net-Worth (HNW) Respondents and Their Preferences (N = 1,000)**

	Interest in building financial education	Importance of incorporating ESG factors	Prefers active management (n = 820)	Likelihood of hiring an adviser (n = 317)	Confident in my own abilities to invest (n = 202)	Want asset allocation advice from existing or new adviser (n = 798)	Satisfaction with existing adviser (n = 683)
HNW	1.42*	0.93	1.19	1.01	1.53	1.36	1.26
Controls	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Adjusted R <sup>2</sup>	13.89	15.76	2.14	24.46	9.96	2.38	2.11
Wald X <sup>2</sup>	174.47	152.32	13.86	72.27	14.28	14.03	10.84

\*p < 0.05, \*\*p < 0.01, \*\*\*p < 0.001