## The Golden Opportunity of Silver Marketing: Housing \& Financial Services Kenneth Alan Grossberg <br> DISCLAIMER <br> No portion of these materials is to Waseda University

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## More than 20\% of Japan's people are over 65.

More than 5\% are
over 80.


## Baby boomers - are they the mother lode after all?




## Financial Services for Japanese Seniors

- Banks
- Japan Post
- Investment Trusts




## Housing For Empty Nesters?

"Togetherness" VS.
"Active Senior" Lifestyles





