

FINANCIAL STEWARDS | INVESTMENT FIDUCIARIES

SOYOU THINK YOU ARE READY TO RETIRE?

WORKBOOK EXERCISES



So You Think You Are Ready To Retire?

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How Much Do You Understand About This Phase Of Life?

There are many views of the ideal retirement picture, and most of us have some pre-conceived notions about 'retirees'. Here are 15 statements that have been made about retirement and represent some common perceptions of this phase of life. Do you feel that they are TRUE or FALSE?

 1.	"The key to a successful retirement is having enough money to enjoy your life."
 2.	"There are very few employment opportunities for those people over 65."
 3.	"You should plan to live on 75% of your last year's income in your first year of retirement."
 4.	"The longer that you stay in the workplace, the higher your risk of dying earlier than expected."
 5.	"One of the best ways to enjoy retirement is to find replacements for those things that you enjoyed about work."
 6.	"Retirement is less stressful on marital relationships than when you are working full-time."
7.	"New Zealand's public pension system doesn't provide much for retirees and lags when compared to other developed countries' pension systems."
 8.	"KiwiSaver is effectively a government 'bank account' where your retirement money is kept safe from market risk."
 9.	"The size of your social network in retirement can affect your life expectancy."
 10.	"To have a comfortable retirement at age 65, you need over \$500,000 in the bank"

Answers

- **1. False.** A Merrill Lynch survey of retirees (Merrill Lynch, 2014) found that "maintaining health and preparing for retirement health care expenses" are the most important for a happy, fulfilling and financially secure retirement. This doesn't mean that having enough money isn't important. Defining what is "enough" money means having a clear understanding of the life that you want to lead and then assessing how much that is going to cost you.
- 2. False. In New Zealand there are increasing numbers of companies providing work for people over 65 and New Zealand has been ranked as one of the best places in the OECD to be an older worker (PwC, 2016). One of the major issues in the workplace today is that companies are trying to retain highly experience and skilled older workers. There are many opportunities for older workers to contribute their knowledge and experience.
- 3. False. This number has been widely bandied about by financial advisers and the press as a rule of thumb. The fact is that some retirees may be able to retire on 75% of their last year's income if they already own their own homes, don't want to change their lifestyle or intend to stay at home more. So much depends on the overall assets that an individual possesses rather than just their income level.
- **4. False.** A recent US study (Wu, 2016) found that the longer you stay in the workplace, the greater your chances of living longer in the absence of other health problems. Among healthy retirees, a 1-year older age of retirement was associated with an 11% lower risk of death.
- **5. True.** Work provides five basic needs. Retirees will find more success if they are able to identify what they gained from the workplace and then find a way to replace it.
- **6. False.** In fact, retirement can be more stressful on relationships due to factors such as a lack of structure that result in stress, differences between the partners' ideas of retirement, hormonal differences that occur as we age, changing family and work dynamics, etc.
- 7. False. New Zealand has one of the most, if not the most, generous pension systems in the world and the largest basic pension in the OECD relative to incomes (OECD, 2015). Furthermore, New Zealand Superannuation is not income or asset tested, unlike most country's pension systems, and you can receive it while continuing to work.

- **8. False.** KiwiSaver is a government-initiated scheme but it is privately run by investment management companies. There is a wide range of fund types that can be chosen and they essentially all have exposure to New Zealand and global market forces. Even a default fund is likely to be invested in shares, property, government and corporate bonds and money market funds, not just in New Zealand but many countries overseas.
- 9. True. Researchers in the US looked at a number of studies conducted in the developed world and found that those with poor social connections had on average 50% higher odds of death (Giles et al, 2005). Having strong social connections and being outgoing are two of the most important factors in a successful retirement.
- 10. False. It depends on what kind of life you want and how you define "comfortable lifestyle." While having a million dollars in your retirement plan will certainly alleviate some of your financial worry, many people believe that they have to have a large lump sum in order to have any security or comfort in retirement. The fact is that there is no rule of thumb and the key is to assess the kind of lifestyle the resources that you have will purchase.

Your Retirement Vision

Retirement is an opportunity for you to focus on your values and to spend your time doing the things that mean the most to you. Having a vision of where you want to be and what you want to be doing requires you to think about what is most important to you. The following questions will help get you started on your retirement vision.

In what year do you believe that your present work situation will change? Choose

the terms that will best describe this next phase: Not working at anything Working part-time at the same job Working part-time at a new job Starting a new career Developing a second business Becoming self-employed Consulting in my area of expertise Perpetual leisure/relaxation Building or renewing social relationships Spending more time with family, friends Buying a new business Continuing to work full-time by choice Doing what I want, when I want Focusing on hobbies Travelling more than three months a year Education or study Learn new skills Volunteering or community involvement Developing talent Moving to a new location

	Addressi	ng health	or fitnes	ss issues	i					
	Becoming more "spiritual"									
	Managing my investments									
	Doing wh	nat I do n	ow							
At i	this time	e, the id	dea of	retiren	nent m	akes	me fe	el:		
1	2	3	4	5	6	7	8		9	10
Sad			Neith	er Good	nor Bac	t				Excited
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	Well thou	ught-out								
	Just a fin	ancial pla	an							
	Have had some thoughts about it									
	Haven't t	:hought a	bout it							
	Don't inte	end to re	tire							
					_			_		
Wh	at are y	our gr	eatest	concer	ns ab	out th	e futu	ire?		
	Not havir	ng enoug	ıh assets	or incon	ne					
	Inflation									
	Lengthy									
	Difficult f	amily rela	ationship	S						
	Moving to	o a new a	area and	then not	t liking it					
	Moving to	o a new l	nome and	d then no	ot liking	it				
	Being bo	red								
	Not bein	g produc	tive or us	seful						
	Missing r	ny friend	s from m	y work-li	fe					
	Investme	ent crisis								
	Other									



When I Retire...

What do you think you will do when you retire? How do you think you will feel? What do you want to do when you retire? Doing the following exercise will help you get an idea of this and also bring out some of your expectations and attitudes towards retirement.

Complete the following sentences as many times as you can—when you think you have run out of ideas, wait at least two minutes and then see if more ideas come.

When I Retire, I Will	When I Retire, I Will Feel	When I Retire, I Want to

Paint the Picture

One way to begin to control the future is to create a vision of what you want the future to look like. Below is a creative exercise to help spark possibilities and begin the process. **Let your vision be big!**

everything you see that's going well regarding this time in your life. Imagine! See yourself as the person you want to be. Write as many details as possible. What are your feelings? What is happening? Don't edit anything and don't think too hard! Just write and keep the pen moving for at least three minutes.

When we ask clients what they discovered from doing this activity, they told us, "It allowed me to dream...it opened up possibilities I hadn't ever thought about before...I gained a clearer picture of the nature and quality of the life I seek for myself in my retirement... I got a sense of excitement from writing about how I want to feel in my retirement and I discovered that what I really want is to be active and involved in many different areas of life.



Identify Your Values

Attitudes represent how you feel about things today; your values are your core principles that guide your life. This exercise looks at your values because you will tend to carry these through all stages of your life.

These values are fundamental to your outlook, your motivation and your life planning. Some typical values that people hold are listed below. Check off which values are important to you in your life today. If there are others that are important to you but aren't listed, write these in the blank spaces.

Take the five values that you feel will be the most important to you in your Retirement Transition and note them in the column below. Do you know deep down what these five values really mean to you? In a brief sentence, write down what each value will mean in the way you live your life.

Community Trust Adventure Truth Compassion **Family** Devotion Knowledge Honour Wonder Honesty Kindness **Parenthood** Comfort Safety Friendship Tolerance Respect Love Freedom Culture Health Humility **Exploration** Inner Peace Achievement Dignity **Positive Emotion** Independence Success **Optimism Engagement in Life** Joy **Service** Charity Life Meaning **Power** Creativity Meaningful Relationship **Spirituality Faith**

For example, if you choose *health* as a value that guides your retirement you might say that *health means living a healthy life by maintaining both my mental and physical health to the best of my ability*. You want to be as specific as you can so that you can solidify in your own mind what each value means to you.

Security

Decide how important each value is to you and rank them in order of importance.

Sharing

Life Value	What does this mean to you in the next phase of your life?	Rank

We will revisit your values when we focus on your leisure activities (Chapter 20) and your bucket list (Chapter 22).

The Importance of Attitude

Let's complete a short assessment to help give you a snapshot of how you view this change in your life. Below you will see two sets of statements. For each of these statements, we would like you to decide which one is more representative of how you feel. Between each pair is a set of numbers from 5 to 1, which represent the strength of your agreement with one of the statements. If you circle 1 or a 5 it means that you strongly agree with the statement on either end. If you circle 2 or 4, it means that you agree somewhat with the statement on either end. If you circle 3, it means that you neither agree nor disagree with either statement.

I expect my retirement to be a very exciting period in my life.	5	4	3	2	1	When I look at the previous stages of my life, I think retirement will be very restful.
I'm looking forward to a lot of great opportunities after retirement.	5	4	3	2	1	Retirement is the end of opportunity.
I expect to call my own shots and be active and involved in lots of things.	5	4	3	2	1	Everyone else will be telling me how to live.
Changes are openings to possibilities.	5	4	3	2	1	I wish things didn't have to change.
Life can be funny. I'm going to look for the humour in whatever I do.	5	4	3	2	1	There is nothing funny about retirement. What good am I?
Retired people have a lot of advantages over younger people.	5	4	3	2	1	Retired people are mostly disadvantaged in our society.
This is going to give me time to make new friends of all ages.	5	4	3	2	1	My friends are all at work, dying or moving away. This is only going to get lonelier.
Retirement is a great time to try some new ideas and to take some risks.	5	4	3	2	1	Retirement is no time to be taking chances.

I'm in a position to be creative and make some contributions to society.	5	4	3	2	1	I'm all used up. There's nothing left to give.
Maybe I can't run a four- minute mile, but I can still have a good physical life.	5	4	3	2	1	I'm broken down and getting worse. Why fight it?

What Might This Tell You About Your Attitude?

If your total is 40-50, your attitudes will probably lead you toward a happy, rewarding next phase of your life. If your total is 30-39, you are somewhat skeptical, but are open to possibilities of contented retirement living. If your total is under 30, you will need to develop more positive attitudes and approaches to the retirement phase of your life.

If you found that this exercise hinted that your attitude toward retirement life is not as positive as you might like, you might consider these questions:

- Are you happy with all parts of your life, or can you make some important changes in a particular area that would have a positive effect overall? (Chapter 31 of the book can assist you in making a plan.)
- What things in your life do you really value? What things make you feel the most fulfilled? (You might want to pay particular attention to Chapter 8 of the book.)
- How much time do you spend on solitary relaxation, where you get a chance to meditate and contemplate the beauty around you? (We have also addressed the importance of this in Chapter 8 of the book.)

Your Legacy

Consider the questions below to prompt ideas about how you'd like to create your own legacy:

At your 80th birthday party, when your friends gather to honour you, what would you like them to say about you in these areas?

- 1. As a spouse/partner
- 2. As a parent
- 3. As a friend
- 4. As a community-minded individual
- 5. As an intellect

If you knew that you only had five productive years left to live, how would that change how you live your life today?

- It wouldn't change how I live my life today.
- I would spend less time working and more time doing the things I like.
- I would quit my job and spend the next five years having fun.
- I would spend the next five years trying to create my legacy.
- I would try to get the most out of the time I have left.
- I would focus more on family and relationships with family members.

What Will You Do With This Information?

- 1. Do you feel that you have a realistic view of your retirement?
- 2. What areas of your life do you have to address to complete your picture of retirement?

Will the pursuit of these values lead to your future happiness?

SOME THINGS TO CONSIDER:

Now that you have a vision about this next phase of life, do you actually have the plan in place to achieve it?
What (if any) changes should you make to make sure that your transition goes as smoothly as possible?
Are there some misconceptions that you held that might have affected how you look at this next phase of your life?



"I wasn't prepared for his retirement - less money and more of him."

Learning From Others Who Have Already Retired

Think of someone you know who has retired. They could be current or past family members, friends, acquaintances, co-workers, etc. Picture what their days look like: How do they handle their retirement? Do you think that they are generally happy or generally unhappy?

Here are a few questions that may help you envision their retirement.

- What factors have made their retirement successful?
- What could have improved their retirement lives?
- What personal characteristics have added to their retirement success?
- What personal characteristics have detracted from their success in retirement?

The changes that I wish to make in my planning are:

Here are the changes I wish to make to my current planning	Here are the specific steps that I'm going to take to incorporate these



Your Reason for Retiring

People have different reasons for retiring or wanting to retire. For some it is a redundancy at work, for others it is the age of receiving a pension and for some it is because of deteriorating health. What are your reasons for retiring or wanting to retire?

The reason that I am retiring is:	
	-

Your Attitude to Work

In the exercise below, we will give you an opportunity to think about the role that work plays and how you actually view leaving it.

In viewing your current work, how would you rate your enjoyment of what you do?

1	2	3	4	5
I get no satisfaction whatsoever	Most of my time at work is unfulfilling	My work has both positive and negative effects on me	I get a lot of satisfaction from what I do	I can't wait to get to work each day

Having a Generally Negative View of Work

-	ou rated your current view of work between 1 and 3, check off any of the reasons ed below that relate to why you are looking forward to retirement:
	Work is an obligation that I would rather not have.
	I find my work to be very stressful.
	Work is a source of personal or professional frustration.
	I am bored with what I am doing.
	I find my job to be too physically challenging.
	Work forces me to regiment my life.
	Work takes time away from my family and the things I like to do.
	Work forces me to think and I don't like that.
	I find work to be too difficult for me now.
	My workplace treats me with disrespect.

What did you learn? How many of the statements you checked above are specific to your current job? How many represent your views about work in general? How many could be fixed if you changed your focus, changed your career or started your own business?

Having a Generally Positive View Of Work

If you rated your view of your current work between 3 and 5 in the above exercise, check off any of the reasons listed below that relate to why you are considering working in your retirement years. What particular aspects of work do you value the most?

-					
	I like the idea of keeping busy.				
	Work is a source of personal or professional satisfaction.				
	Work allows me to be me.				
	I really enjoy what I do.				
	I don't find my job to be too physically challenging.				
	Work gives structure to my life.				
	Work gives me added income for me to do the things I like to do.				
	Work keeps my mind active.				
	My workplace treats me with respect.				
	What did you learn? As you examine the statements you checked above, how many are specific to your current job or represent your views on work in general? Pick the				

top three that you'd keep if you changed your focus, changed your career or started your own business.

Retirement kills more people than hard work ever did.

— Malcolm S. Forbes, publisher

What Are The Positive Roles That Work Plays In Your Life?

Review the six roles that work plays in your life below and rank them from 1-5 according to their relative importance to you, with 1 being the most important.

Work provides you with	Which means	Rank how important this is to you
Financial stability	The ability to contribute financially to your lifestyle and sustain it	
Time management and structure	The structure provided through the expectations and time demands of your job	
Sense of utility	The sense of purpose that work gives you and the motivation to improve	
Social	The camaraderie that you feel with co- workers and the friends that you connect with at work	
Status	The ego boost and sense of identity and accomplishment that satisfying employment gives you	
Community	Getting out into the world and participating in situations as a result of your work	

What did you learn? If you look at each work benefit, you can identify quickly which one was a major driver for you. In fact, you may have two or more drivers. As you plan for the future, which of these will you try to incorporate into your new life?

Retirement at 65 is ridiculous. When I was 65, I still had pimples.

- George Burns, comedian and actor

Self-Discovery: Your Strengths and Transferable Skills

Think of the things that you really like about work, those things that create positive energy for you.

Leading

Teaching

Public Speaking

Delegating

Team Building

Listening

Managing

Politicking

Implementing

Creating

Consulting

Learning

Analysing

Strategising

Calculating

Problem-Solving

Designing

Tinkering or Building

Editing

Planning

Selling

Simplifying

Coordinating

Creating

Relationships

Organising

Writing

Mentoring

Facilitating

Building

Boosting

Morale

Travelling

Restructuring

Physical Exertion

What Can You Do?

In the previous exercise, you examined those things that you liked to do in your job. You were able to articulate your traits, skills or strengths that contributed to a positive work experience for you. Very often we are well aware of our weaknesses, sometimes to the point of being overcritical of ourselves. Many people are more comfortable (and familiar) with their weaknesses than they are with their strengths. They sometimes need help in developing a vocabulary of strengths and support in talking about them.

This exercise is about building a picture of your personal strengths. In the space below you have room to make an exhaustive list of all of the things that you can do. Don't limit the list to work-related skills, but include your hobbies, life skills, talents, resources, strengths, capabilities and potentials of all kinds, even things that you haven't done for years!

Skills, Talents, Abilities, Strengths, Capabilities				
I Can				

Your Peak Work Experiences

Think back and select from your work experience one episode that stands out as a "peak" experience. This was an experience that gave you intense fulfilment, broke through the pattern of everyday life... you know what we're talking about. Select a specific event rather than a period of time.

Focus on the *work moment* rather than on the reward moment that might have followed. Think about it... visualise it... try to live it in every vivid detail. Where are you? What is the date and time? What led you to this moment? Who else is there? How do you feel? Are there any other circumstances you can remember?

	Peak Experience	Skills, Talents and Abilities I used
1		
2		
3		
4		
5		

What did you learn? The tendency is for people to look at their last jobs and then find ways to replicate what they had recently enjoyed. This exercise encourages you to "think outside the box" and to go back to a time when you may have used other skills or were engaged in a completely different kind of work. For example, a retired accountant at a workshop now restores old cars because he worked in a mechanics workshop when he was going to university.

Putting Together a Retirement Work Plan

As you consider the information that you wrote down from the preceding exercises, ask yourself what kind of work you might like to do in your next phase of life. Here is a questionnaire to help you organise the information:

The reason I am retiring is
The thing I will miss most about work is
The way that I will replace this in my retirement is
In my life, the major role that work plays is
The things I love to do at work are
My ideal retirement work would be
The strengths or skills that I have to do this are

Continued from Exercise 14
The steps that I need to take to build this new endeavour are
A part-time work pursuit that I would like is
The steps that I need to undertake to make this happen are

Who Am I?

The exercise below is a valuable one that has been used by psychologists for a long time. We use it in retirement planning because it gives you a snapshot of how you see yourself today and in the future.

In this exercise, you will explore your personal view of who you really are. You will want to free-associate in order to get the most from it. Don't censor anything and quickly write down whatever comes to mind.

Write down a series of statements about yourself after the words **I am**. Your statements could reflect any aspect of your life: your job, your relationships, etc.

For example:

I am

I am a father, husband, sister, daughter, friend, collaborator, and problem-solver.
I am a caregiver, community volunteer, boss, executive, lawyer, etc.
I am intelligent, caring, loved, respected.

l am			
l am			

Continued from Exercise 15		
am		
am		

Now discard the five that are least important, and then prioritise the remaining in order of importance to you now and in your Retirement Transition. Then, for each role you listed, list what you love about that part of your identity and then list the talents you bring to that role.

For example:

I am

I am a: problem-solver.

What I love about this role is: Collaborating with others and generating a positive creative energy to find practical solutions that work!

The talents that I bring to this role are: My ability to find common ground, my cando attitude, my interpersonal and problem-solving skills and my practical nature that seeks to keep things simple and do-able.

What common threads do you see in your answers to the "Who Am I?" activity? How do you see yourself today and what roles and talents do you want to carry with you to use to the fullest during the next phase of your life?

I Am A	What I Love About This Role Is	The Talents That I Bring To This Role Are

How Prepared Are You Mentally For Retirement?

In the exercise below, we have given you two sets of statements. These represent opposite ends of the spectrum in each area. In the middle is a column that represents "somewhere in the middle" that you can tick if neither choice applies. Remember the bell curve of optimism/pessimism that we talked about earlier. Are you closer to one side or in the middle?

If you are externally driven	Neutral	If you are internally driven	
Retirees are happy doing what they do and don't seek to change anything.	I don't generally try new things	I am always trying new things	Successful retirees tend to be open to new challenges and pursuits
Retirees try to maintain the status quo where possible.	I don't like a lot of change in my life	I embrace change and make the best of it.	Retirement is a time of great change. Successful retirees make adjustments to their new situation.
Retirees tend to focus on flow activities and are content with the journey rather than the destination.	I have a few things that I like to do in my spare time.	I have lots of things that I like to do in my spare time.	Successful retirees try to create a balance between many different kinds of activities.
Retirees make their surroundings fit their needs and find comfort in what they have.	I would never consider changing where I live	I would be open to changing where I live if the circumstances are right.	Successful retirees adjust to their changing reality, even if it means moving to a new home; those who will not change may find that change is forced on them by health or family circumstances that they didn't anticipate.

If you are externally driven	Neutral	If you are internally driven	
Retirees focus on feeling well mentally.	I don't exercise regularly	I like to exercise regularly	One of the keys to healthy ageing is to find time regularly to raise your heart rate or to regularly exercise. Those who live a sedentary lifestyle may encounter health challenges that will compromise their life enjoyment
Retirees are happy with who they are or are prepared to accept their situation.	I don't pay attention to good health principles.	I pay a lot of attention to good health principles.	Understanding the principles of healthy aging includes both mental and physical health awareness. Failing to pay attention to the basic principles of healthy aging may compromise longevity or retirement happiness.
Retirees are sceptical about the advice they receive and worry often about the safety of their money.	I am usually concerned about my finances.	I am seldom concerned about my finances.	Successful retirees are normally comfortable with their financial situation and have an understanding of the extent of the financial resources available to them. Concern over one's financial situation can affect life enjoyment by creating unnecessary stress or missed opportunities.
Retirees don't feel the need for new friendships and may have a few close friends.	I don't have a big social network.	I have a large social network.	Saving in retirement should not be undertaken at the expense of lifestyle enjoyment or health. Successful retirees find balance and try to use their money to invest for the future and provide lifestyle enjoyment today.
Retirees are concerned with the return of their money, not getting a return on their money.	I tend to be more of a saver.	I want my money to work as hard as it can for me.	Successful retirees continue to expand their social network and recognise the value of strong and nurturing friendships. A limited social network can lead to stress and a sense of isolation in later life.

If you are externally driven	Neutral	If you are internally driven	
Retirees are not outgoing or social and see no need to build a social network	I don't make friends easily.	I make friends easily.	The key to expanding a social network is the willingness to meet new people and create new personal relationships. Those retirees who have trouble meeting new people and creating commonality will probably see their social networks shrink over time.
Retirees don't find comfort in their families.	My immediate family causes me much anxiety.	My immediate family is a source of much comfort and fun.	In retirement, close family relationships become increasingly important to mental and physical health; those without nurturing family relationships may experience loneliness and isolation.
Retirees have a limited social network of nurturing and supporting friends.	I don't have many close, supportive ongoing relationships	I enjoy several close, supportive, ongoing relationships with good friends	There is a direct correlation between the existence of an intimate relationship and longevity.
Retirees believe that work is a negative and that leisure is an ideal situation.	I dislike my work	I love my work	Current dissatisfaction with work may affect how a retiree views work in general. Successful retirees tend to look at work as a positive and seek out opportunities to use work as positive mental stimulation
Retirees are not content with doing something over and over and have fewer interests that engage them.	I get bored easily.	I am seldom bored.	Successful retirees make good use of their time, balancing out both fulfilling and time-filling activities. Boredom and lack of purpose leads to stress and can compromise both mental and physical health.
Retirees believe that stress is something that is always there and find themselves distressed often about normal life events or perceived catastrophes.	I carry a lot of stress in my life.	Stress is not a big factor in my life.	The No. 1 cause of death in both Canadian men and women is stress-related disease, such as cardio-vascular, stroke or stress-related cancers. The ability to manage stress will be an important factor in a happy and contented retirement.

If you are externally driven	Neutral	If you are internally driven	
Retirees equate their view of themselves with their "work persona."	My work position means a lot to me.	My work position doesn't mean a lot to me.	If you tend to define yourself by your job, you will have to redefine yourself when you retire. Successful retirees find replacements for the things that they liked about work, but their identity and sense of self-worth is not tied to their position at work.
Retirees see no need to learn new things or engage in new activities.	I don't try to learn a lot of new things and feel that my education is basically over.	I am always learning new things and continue to find ways to keep myself mentally active.	In retirement, you will have to "use it or lose it." Successful retirees continue to learn new things and to challenge themselves by undertaking new mental pursuits. There is a direct correlation between mental activity and longevity.
Retirees don't believe that structure is important and that retirement should mean "no structure."	I don't like structure in my life.	I like a lot of structure in my life.	Successful retirees understand that structure has always been part of their lives and that, in retirement, they will have to find ways to incorporate structure. Those without structure will probably find a retirement without purpose.
Retirees believe that "whatever will happen will happen" and that they have no control over it.	I don't make a lot of plans for the future.	I like to make plans for my future.	Creating an overall plan for the future makes handling the inevitable life transitions a lot easier. Those without a plan tend to lack goals or day-to-day structure in their lives that would lead to life enjoyment.
Retirees are not motivated by achievement or success.	I don't have many things in my life that I consider achievements.	I have many things, big and small in my life that I consider to be achievements.	Successful retirees continue to strive for achievement and cherish victories both large and small.
Retirees look at a "glass half-empty."	I consider myself a pessimist or realist.	I consider myself to be an optimist.	Successful retirees are optimistic about the future and try to look at the positives in each situation.

Scoring This Exercise:

Look at three things as you consider your responses:

- 1. How many check marks did you put on the left-hand column? Is there a reason why you have chosen to take that approach?
- 2. Consider the check marks that you put in the middle column. How much effort would it be to move more to the right column?
- 3. What specific things do you think you should do to incorporate the ideas in the far right-hand column into your retirement plan?

There are no right or wrong answers to the above statements. Not everyone is an extrovert or a self-starter and there are many retirees who are perfectly content in retirement even though they ticked off more items in the left-hand column.

What Will You Do With This Information?

How can you use this to focus on being the person you really want to be in your Retirement Transition?

Can you strengthen how you define yourself to reflect how you see yourself rather than how others see you?

Are you optimistic or pessimistic about the future? Don't confuse being a realist with being a pessimist—if you are a realist, you will try to control what you can and then understand that there are some things that are beyond your control. For example, you can't control certain elements of your health but you can always control how you feel about your health.

PERMA Actions

The PERMA concept discussed in Chapter 9 of the book is a powerful blueprint for achieving happiness not just in retirement but at any age.

What are some of the actions that you could do in your life to focus on the individual PERMA factors identified that contribute to happiness? What are the specific plans you can map out to help you get on track?

	Things I can do in my life	Specific plans today
Positive Emotion Optimism Excitement Taking charge		
Engagement Involvement Fulfilling Activities Community Education		
Relationships Family Social Network Community		
Meaning Purpose Goals Values Spirituality		
Achievement Big and small "wins" Goal-setting Bucket list Work and education		

What Will You Do With This Information?

In each area, what specific things can you do to engage yourself in activities that will lead to your retirement happiness?

DID YOU KNOW?

Happiness has nothing to do with ageing. In fact, the later years can be the best time of your life. Many studies have shown that people get happier as they age. If you eat healthily, exercise, take care of your mind and stay connected with others, you can influence your happiness levels.

Assessing Your Hardy Personality

Below is a quick inventory of the "hardiness" concept discussed in Chapter 10 of the book. Hardiness is an important element of your personality, as your ability to control stress is critical to navigating a successful Retirement Transition.

Determine how much you are like each of the statements below using the following scale:

0	1	2	3	4	5	
Never	Seldom	Sometimes	Often	Usually	Always	
I have a written list of things that I would like to accomplish in my life that I update regularly as things are completed.						
I spend qui	et time meditatir	ng and contemplating	my life and my	world.		
I wake up ii	n the morning fu	ll of optimism and lool	king forward to	starting my day	y.	
I have a cle	ear picture of wha	at the next phase of m	y life will look l	ike.		
I try to learn	n as many new th	nings as I can.				
I sleep well	and am able to	relax when I have free	e time.			
I believe th	at I have control	over most things in m	y life.			
I look forward to the changes that happen in my life and view them as challenges.						
I feel that I have a purpose in life and I am clear on what that is.						
I am usually an optimistic person when it comes to how I view my future.						
I am adventuresome, continually pushing my limits to try new things.						
I would consider myself to be very goal-oriented.						
				Tot	al:	

Scoring the Hardy Personality Test

- **0-24** You may not feel in control of your world or spend much time making plans. Your ability to handle stress is not as strong as you would like.
- **25-36** You do some planning, but probably wish you did more. You tend to be other-directed and not always in control of your life.
- **37-48** You are more self-directed and normally handle stress well. You tend to be goal-oriented, though you could be more focused on setting goals.
- **49-60** You are very goal-oriented and know the difference between being stressed and handling stress.

What Will You Do With This Information?

- We can learn a lot from successful people of retirement age about the Dos and Don'ts of building a happy Retirement Transition.
- Attitude is more important than money when it comes to a happy retirement.
- Stress management is an important element of healthy aging; it directly influences your day-to-day mental and physical health, which directly impacts your quality of life.
- There are four distinct elements of a stress-resistant or hardy personality: control, commitment, challenge and connectedness.
- · Having a "hardy personality" can be learned.

DID YOU KNOW?

One of the best things you can do for your brain later in life, research shows, is learn a new language.



"Tom, come quick! Kinney in accounting has come up with a way to put a price on happiness!"

Activities You Can Undertake To Increase Your 'Hardiness'

List below the activities that you think you can do to increase your 'hardiness' in your life. List also specific plans that you can put in place today.

	Things I can do in my life	Things I can do in my life
Taking Control Making plans Feeling like I have control Taking initiative		
Challenging Myself New activities or pursuits Setting goals Learning new things Meeting new people		
Commitment to Life Positive outlook Doing new things Getting out of the house Meditating		
Connecting To Others Joining groups Making new friends Strengthening relationships Seeking conversations		

Your Retirement Changes

While we can't anticipate exactly when a change will occur, we should consider the probability in terms of changes that could occur in the next year, the next five years and beyond five years.

Take a look at each change and try to forecast when it might occur for either you or your spouse or partner. Then, check the right-hand column if you have talked about what would happen should this occur.

Life Change	Within the next year?	Within the next five years?	Five years and beyond?	Plan in place
Health				
Chronic conditions				
Sudden health condition (heart attack, stroke, etc.)				
Mental or physical decline				
Incapacity				
Caregiving				
Relationships				
Loss of companion				
Loss of pet				
Caregiving				
Family conflict				
Loss of parents				
Work				
Mental or physical incapacity				
Forced retirement				
Change in business				
Voluntary retirement				
Leisure				
Physical or mental incapacity or decline				
Loss of companion				
Financial challenge				

Life Change	Within the next year?	Within the next five years?	Five years and beyond?	Plan in place
Home Downsizing Within the next year? Within the next five years? Five years and beyond? Plan in place?				
Assisted care				
Moving to new location				
Moving in with family				
Financial Retirement				
Inheritance				
Helping children or grandchildren				
Sale of home or business				

What Will You Do With This Information?

There is an old saying: Forewarned is forearmed. Simply put, the more you recognise the issues that could happen, the more you are prepared to withstand them and then make any transition to your new reality.

How do you handle stress in your life?

As you consider the things that happen to you over the course of a day, how able are you to "roll with the punches" and handle negative stress?

Here are some common stressors in our busy lives. Tick the ones that apply to how you live or view your life:

Do you...

- · Neglect your health
- · Get easily upset at other people
- Fail to see the humour in situations that others find funny
- Dislike change
- Act rudely
- Feel that you are losing your zest for life
- Seldom take time to relax during the day
- Look to others to make things happen
- Resent structure, deadlines and expectations
- · Have difficulty making decisions
- Feel disorganised
- Feel uncomfortable around people who disagree with your views
- Keep your emotions inside
- Avoid exercise
- Feel that you are addicted to things that could be bad for you
- Lack supporting relationships
- Self-medicate with pills, drugs or alcohol
- · Get too little rest
- Like to talk about other people or gossip
- Ignore stress symptoms

- Feel uncomfortable in the relationships that you are in
- · Refuse to take advice when doing something
- Refrain from making plans
- Get stuck on things that happened in the past
- · Make a big deal out of everything

Scoring this exercise:

If you ticked:

0-7: You are probably a "low-stress" person. It appears that you have things under control in your life and that you have developed some good strategies to handle the things that could be stressful each day.

8-13: Generally you handle stress well. However, there are situations where you would be better off taking a deep breath before reacting. As you plan for retirement, you should find ways to strength your hardy personality. (See Chapter 10)

14-20: Your personal thermometer is rising and there could be danger ahead in your Retirement Transition, based on how you react to situations. Be aware of the dangers ahead if you continue to react to your situations in the way you do.

More than 20: Yikes! As you look at your attitudes toward life, your relationships with others and your approach to healthy ageing, you must find ways to reframe the stressors and your reactions to them. You may miss many opportunities to get the most of your Retirement Transition by focusing on negative things.

Defining Your Relationships

If you had to assign the people you know to the four levels that we spoke of earlier, how would you do it? In the area below, look at your Level 1 to 3 relationships and identify those people who fit.

Level 1

These are your closest family, friends and spouse or partner. You share your deepest feelings with these people and consider them an integral part of your life.

Level 2

These are the people you would call "friends". You may see them regularly and they are an important part of your social life. You could also include close friends who live elsewhere, if they don't fit into Level 1. There is an emotional attachment to them, though not to the same degree as Level 1. If you choose, you could put some family members here.

Level 3

These are people you interact with regularly, at work, at the club or in the community. This level consists of your "relationships" as opposed just to "people you know." As you think about your relationships, we want you to look at why you placed them on the level you did and what kinds of things you can do to strengthen and support them. Think of the highlights of each relationship and how important they are to your life today and your Retirement Transition.

As you think about your relationships, we want you to look at why you placed them on the level you did and what kinds of things you can do to strengthen and support them. Think of the highlights of each relationship and how important they are to your life today and your Retirement Transition.

Relationship	Relationship Highlights proximity, frequency, nurturing, caring, etc.	What can you do to strengthen and support this relationship?
Your spouse or partner		
Your children		
Your grandchildren		
Your parents and in-laws		
Your siblings		
Your friends		
Your work relationships		
Your organisations, clubs, etc.		
Other relationships (advisers, etc.)		
To strengthen my social na following:	etwork in my Retirement T	ransition, I need to do the

Your social network today

If you are single today or find yourself on your own, here is a quick assessment of the strength of your social network. Rank your life on a scale of 1 (low) to 5 (high) to indicate how you feel about your social support network in each situation.

My overall perceived level of social support (average of questions 1-10)	
10 - When I need someone to help me out, I can usually find someone.	
9 - When something's on my mind, just talking with the people I know can make me feel better.	
8 - I enjoy the time I spend with the people who are important to me.	
7 - I often feel very lonely.	
6 - There is someone who can cheer me up when I am down.	
5 - I have no one to lean on in times of trouble.	
4 - I don't have anyone who I can confide in.	
3 - I seem to have a lot of friends.	
2 - I often need help from other people but can't get it.	
1 - People don't come to visit me as often as I would like.	

Scoring this exercise:

- 1. Add up your scores above and then divide by 10 to get an average.
- 2. If you scored 4-5, your social network appears to be strong.
- 3. If you scored 3-4, you may wish to do some more work to strengthen your social network.
- 4. If you scored less than 3, you run the risk of not having as strong a social network as you will need to enjoy retirement on your own

What Brings You Joy?

As you consider the concept of flow activities, what kinds of things can you do in this next phase of life to put yourself "in the zone," relieve stress and "get away from it all"? These could be activities that you are already doing but perhaps don't					
have enough time to do more of.					

Your Time Management Habits Today

What challenges do you have when it comes to time management? The exercise below will give you a quick snapshot of your current skills/views. Tick the box that applies to you after each statement and then add up your score at the bottom.

	never 1	seldom 2	sometimes	usually 4	always 5
I feel that I am organised and that I plan ahead as much as possible.					
I set aside time on a regular basis to do the things that I most want to do.					
I am able to accomplish the things that I want on a time schedule that I have set for myself.					
I believe that managing my time is an important element of my life and will be in the future.					
I have as much free time as I need to enjoy the things that I love about life.					
I take time on a consistent, regular basis to keep up with my emails, pay bills, do banking, attend to personal needs, etc.					
I recognise how quickly time moves and I try to "get things done" while I can.					
I am able to prioritise my time so that I can focus on the most important things first.					

	never 1	seldom 2	sometimes	usually 4	always 5
I keep a "to do" list or a calendar to keep me organised and I review it regularly.					
I do not waste my time on things that do not contribute directly to my quality of life.					

Scoring this exercise:

If you scored:

Less than 29: You may not be in control of your time management and find that you have challenges accomplishing the things that you want to do on a timely basis.

Between 30 and 39: You have some success in managing your time and you are aware of the things that you should be doing to maintain control.

More than 40: You have few problems with time management. This will be an important strength as you enter your retirement transition.

An Average Week in Your Retirement

Think about an average week in retirement when you are at home just living your life. How will you spend your time? This is a great exercise to get you thinking about how you might apportion your time.

Include spirituality, meditation, fitness, personal activities, and hobbies in the "Personal focus" category.

Day	Sleep	Family Focus	Work Focus	Personal Focus	Friend Focus	Community Focus
Monday						
Tuesday						
Wednesday						
Thursday						
Friday						
Saturday						
Sunday						
Totals:						

Incorporating New Activities into Your Retirement

What kinds of new things do you think that you might like to do in your retirement that fit into the concept of "flow" from Chapter 20 of the book?

Remember, these things don't just "happen" and the concept of flow suggests that you have some mastery over the activity; that probably means that "golfing" may not immediately become a flow activity if you are frustrated every time you tee up!

My Current Flow Activities

	Activity	What do I like best about it?
1		
2		
3		
5		
6		



"Now you can write your epic novel about bug control."

How Balanced Is Your Leisure?

The self-assessment below will give you a snapshot of how you currently take advantage of your leisure time. How do you spend your leisure time today? Tick off those activities that you expect to do more of in your retirement transition.

SOCIAL INTERACTION	SPECTATOR APPRECIATION
SOLITARY CONTEMPLATION	PHYSICAL ACTIVITY
CREATIVE EXPRESSION	INTELLECTUAL STIMULATION

What did you learn?

How balanced is your leisure today? Are there some activity areas that have "gotten away" from you and that you just don't spend a lot of time in? What do you want to change in this next phase of your life?

Key Values That Will Drive Your Fulfilling Activities

Following on from the previous exercise and from the values exercise earlier (Exercise 5) and from Chapter 3 of the book, list specific values and goals you have around these values.

In the middle column, prioritise your values.

Your Values	Some specific goals in areas of your life such as: health, personal, work, spiritual, family, relationships and leisure
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	

Now ask yourself, which one of these values is the strongest? Prioritise your values in terms of which one means the most to you in your retirement transition. Then, list some of the goals that you might have in each of these areas (if they apply). Note that "money" is not a life area in this discussion but can be applied to each area.

As you look at the above list of values and the goals that relate to each, think about which goals are "urgent" versus those goals that could be "left to later." Any goal that is directly related to the most important value that you hold is probably an urgent goal. Others, based on those values that have lower priority in your life, could be left to another time.



Your Bucket List by Type of Activities

In the exercise below, think of some things that you have always wanted to accomplish. Make sure that these goals fit the SMART formula we talked about in Chapter 22. Try to fit several goals in the categories below.

SOCIAL GOALS	SPECTATOR GOALS
SPIRITUAL GOALS	PHYSICAL GOALS
CREATIVE GOALS	INTELLECTUAL GOALS

Does Your Home Meet Your Retirement Needs?

In the exercise below, compare how big the major home issues are today versus how they might affect you in the future. If you feel that something might be an issue, simply put a check mark in the space that fits your expected time frame.

Based on your review of these issues, what circumstances would cause you to change where you live?

Possible issue with your home today	What issues would you face from 5-10 years from now?	What issues might you face beyond 10 years?
Ease and cost of maintenance		
Need for housekeeper, gardener, etc.		
Cost of heat, power, heat pump, etc.		
Presence of stairs		
Handicap accessibility		
Proximity to social network		
Proximity to health- care facilities		
Security		
Climate		
Need for renovation		
Real estate market		
Family move in/out		
Change in relationship		
Loss of spouse		
Access to transportation		
Access to international airport		
Access to recreation		

DID YOU KNOW?

Those who are 55 and over are more likely to see proximity to family as the key factor in deciding on retirement location, compared with those aged 45–54.



Family Attitudes and Beliefs about Money

Which of the following attributes or beliefs about money did your parents, grandparents or caregivers have?

Spendthrift	Value-conscious	Affluent
Savers	Insightful	Rational
Shoppers	Price-conscious	Generous
Extravagant	Risk-averse	Impoverished
Teachers	Optimistic	Sharing
Bargain hunters	Worried	Businesslike
Controlled	Risk takers	Middle-class
Charitable	Pessimistic	Selfish
Conventional	Indebted	Cash payment
Ambivalent	Investors	Live beyond means
Foolhardy	Irrational	Enterprising
Economical	Flashy	Credit

Assessing Your Financial Efficiency

How efficient are you with your money? In other words, do you know where your money is going so that you can be sure that you are maximising its use? Do you feel confident that you have enough to live the life you want?

For each of the statements below, assign yourself a score from 1 (least like me) to 5 (most like me). The scoring key follows the exercise.

I keep a regular household budget that relates our income with our expenses and provides me with a clear financial picture each month.	1	2	3	4	5
I pay attention to the price of the items that I buy and try to look for the best combination of price and value.	1	2	3	4	5
When I reflect on money that I have drawn out of the bank, I have a reasonably good idea of where I spent it.	1	2	3	4	5
I will often sacrifice buying something if I am not certain where the money will come from in my budget.	1	2	3	4	5
I pay my credit cards off each month and use my cards as a cash- management device.	1	2	3	4	5
I try to "pay myself first" by putting a percentage of my income aside toward my long-term financial planning.	1	2	3	4	5
I keep my accounts up to date at all times and have a system in place that organises my bill-paying activities.	1	2	3	4	5
I keep track of the money that I spend on my "extravagances" and will not spend if I don't feel that I can afford them.	1	2	3	4	5
My spouse or partner and I have a clear understanding of our day- to-day financial situation and have the same view on accounting for the money that we spend.	1	2	3	4	5
I make use of financial-planning or budgeting software to help me stay organised.	1	2	3	4	5
Total Score					

Scoring this exercise:

10-29: You may not have the handle on your day-to-day financial affairs that you will need in your retirement. A wise person once said, "If you look after the cents, the dollars look after themselves." Are you spending money as if there is an unlimited supply and not accounting for how you dispense it? In this next phase of your life, you will be faced with competing priorities for your money. It may be best to start deciding now what is important about each dollar you spend.

30-39: You may have some control over your expenditures but also might lack a structure that allows you to keep track. Financial comfort comes to many people if they know exactly what they spend. Keeping track doesn't mean you should spend less, or that you have to sacrifice. It means that you will have the data to make the right decisions for you — both short-term and long-term.

40-50: You seem to be in control of day-to-day expenditures and have created a system to help you manage your money. In your Retirement Transition, this will serve you well as you work with more limited sources of income and competing demands.

What Does This Say About You?

- 1. What does this tell you about the lessons that you learned about how to use your money?
- 2. Go back to the list above and check the attitudes you currently hold about money. Then, circle those attitudes about money that you share today with people who influenced you when you were growing up.
- 3. How happy are you with the current meaning that you have given money in your life? Are your core values reflected in the way you use your money? Are you using your money on activities that are aligned with your core values? Are you simply trying to "keep up with the Joneses"?
- 4. What obstacles have your habits with money placed on your ability to reach your life goals?

What Do You Really Want Your Money To Do For You?

You want to be clear about what you believe your money should do for you today and in your Retirement Transition. Review the list below and identify those things most important to you.

I want enough money to	This will improve my quality of life over the long run.	This is a short- term expense that provides me with fun.	This makes a contribution to other people and is true to my values.
Buy "toys" such as cars, vacation homes, electronics, etc.			
Save me from worry so that I don't have to be concerned about money.			
Travel extensively on a regular basis so that I can see the world.			
Educate myself by taking courses or degrees to improve my mind.			
Buy a new home, downsize or move to a new location.			
Play more, having the freedom to pursue leisure activities.			
Get me out of debt so that I can start accumulating more money.			
Protect me from the cost of illness so that my income will not be compromised.			
Upgrade my lifestyle so that I can enjoy more of the finer things in life.			

I want enough money to	This will improve my quality of life over the long run.	This is a short- term expense that provides me with fun.	This makes a contribution to other people and is true to my values.
Gamble, speculate or use my money to generate more money and have fun doing it.			
Give to my family.			
Be philanthropic or help out the causes that I believe in.			
Look after basic living expenses so that I am always secure that I have enough to live on.			
Change my life by creating new opportunities to do or be something different.			
Take a spiritual journey.			
Invest for investing's sake so that I can make money management my main job.			
Help pay for my children or grandchildren's education.			
Look after my parents so that they can enjoy their later years.			
Pay my bills so that I am not bothered by the arrival of the mail.			

Look at the things that you checked off. Do you see a pattern in the types of things you most want to spend money on? Are they material items? Short-term investments? Long-term investments? Or some combination of all of these? The goal is to have congruence between what you value and how you spend your money.

Creating a Legacy

A new trend in financial planning is to create a legacy plan as opposed to an estate plan. Estate planning looks after the disposal of your assets in an efficient manner after you pass on, while legacy planning targets what you want your money to do while you are still alive, and the impact you want to make on society and/or on your family long after you pass on.

If you answer "yes" to several of the situations listed below, legacy planning may fit well for you.

I keep an up-to-date will and have a clear idea of where I want my assets to pass to.	YES / NO
I get a great deal of satisfaction from giving to others or making contributions to charities, my community, etc.	YES / NO
I like to set aside a portion of my income on a regular basis to help others.	YES / NO
I have others whom I care about who could use some additional financial assistance to make their lives better.	YES / NO
I have some causes that I would like to contribute to on a regular basis.	YES / NO
I would like to free up some of my time to volunteer for charitable organisations.	YES / NO
I have made myself aware of potential tax benefits of charitable giving and have discussed these with my financial adviser.	YES / NO

What Is Your Level Of Financial Comfort Based On Your Knowledge Of Money?

For each of the statements below, assign yourself a score from 1 (least like me) to 5 (most like me). The scoring key follows the exercise.

I have a basic understanding of the various kinds of investments that are available to me.	1	2	3	4	5
I am aware of the basic tax considerations on the various kinds of investments.	1	2	3	4	5
I have a good understanding of the way investment markets work, including the cycles that markets seem to follow.	1	2	3	4	5
I regularly read the business section of the newspaper or keep up by listening to the business reports on radio or TV.	1	2	3	4	5
I try not to get too caught up in the day-to-day changes that might affect my long-term investments.	1	2	3	4	5
I receive information and advice at least twice a year from a knowledgeable financial professional.	1	2	3	4	5
I know where all of my financial papers are and have them organised so that I can access information easily.	1	2	3	4	5
I have a basic understanding of the need to have a will and to organise my estate efficiently.	1	2	3	4	5
I try to attend seminars or workshops that will add to my knowledge of financial-planning issues.	1	2	3	4	5
I feel that I have enough knowledge of my financial affairs to make an informed decision, either on my own or with the help of a financial professional.	1	2	3	4	5
TOTAL SCORE					

Scoring This Exercise

If you scored:

10-19: You have chosen not to get involved in the basics of managing your money and learning how to use it. You may be missing many opportunities to make your money work for you. Even if you have a professional who can make decisions for you, your low level of knowledge may make it difficult for you to feel comfortable with things that you don't understand or to feel confident regarding decisions you have made on the advice of your financial adviser.

While not caring about money or financial affairs may appear to decrease your stress, the fact is that an understanding of day-to-day money issues is crucial to your financial comfort. Things such as budgeting, paying for a vacation or moving money to another financial institution all require a general knowledge of finance.

20-29: You may want to increase your basic knowledge of financial and investment affairs in order to get a better understanding of your money. The problem with not having enough knowledge is that it is difficult to make informed decisions or to feel comfortable about recommendations that are made to you by others. When something happens that you may not understand (falling stock markets, for example), you may become unnecessarily stressed.

30-39: You have a general idea about financial issues, although your knowledge could be strengthened in certain areas. You will still require the advice and guidance of a financial professional to fill in the gaps in your knowledge, but you have learned enough to make financial planning and money in general less stressful in your life. If you fall into this category and you still find yourself stressed, you might want to identify the issues that concern you and then increase your knowledge in those areas.

40-45: You are obviously on top of your financial situation. You may make decisions for yourself without an adviser, or you may still seek out experts to help you. Possessing a lot of knowledge is a good thing as long as you are not a prisoner of the process. Is your interest in financial affairs enjoyable, or does it add to your overall stress? If you find that you have become involved in the management of your investment portfolio or financial affairs to the point where your involvement is negatively affecting your emotions or your relationships with others, you may want to step back or seek the help of a professional.

Creating your Retirement Budget

As you think about your income needs in retirement, an easy way to think about how you will "get paid" is to give yourself pay cheques with the same frequency as you experienced when you were working. This is a great way to control you spending, and help you budget.

It is a good idea to create a budget, even if you feel that you have more than enough money to live your retirement life without worry. A major mistake that many make is to stop paying attention to how they are spending their money.

Overleaf is a sample income and expense budget template to get you started.

Example Retirement Budget

INCOME	Today	Retirement
Employment Income (net of tax)	ioaay	Tream ement
Investment Income (e.g. rental property)		
NZ Superannuation		
KiwiSaver Drawdown		
Other Pension Income		
Other Income		
Total Income		
HOUSE EXPENSES	Today	Retirement
Mortgage or Rent	loday	Kethement
Council Rates		
Maintenance, Repairs		
Building & Contents Insurance		
Other		
Sub-Total		
PERSONAL EXPENSES		
Grooming		
Clothing		
Holidays		
Gifts		
Car Expenses		
Car Registration and Insurance		
Fuel and Maintenance		
Other Transport		
Sub-Total		
LIVING EXPENSES		
Groceries		
Entertainment & Leisure		
Water, Electricity, Gas Utilities		
Telephone/internet		
Sub-Total		
MEDICAL EXPENSES		
Prescription Medication		
Private Health Insurance		
Sub-Total		
TOTAL EXPENSES		
Budget Outcome		
Income (Current & Forecast)		
Expenses (Current & Forecast)		
Forecast Surplus/Debit (Current & Forecast	t)	
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My Plans for This Next Phase Of Life

Here are some specific areas of your retirement life that you may want to plan for, based on your thoughts about the exercises that you have completed.

In this area of my life	I need to do	This is what I am going to do
My Work		
My Health		
My Family		
My Home		
My Community		
My Leisure		
My Mind		
My Spirit		

Life-Planning Consideration	Some Financial Implications	Things to ask Financial Adviser about
<i>My</i> Work	 Income Replacement Severance Bonus Phased-in Retirement Self-employment Possibility 	
My Health	Long-term CareCritical IllnessIncome ReplacementBenefit Programs	
<i>My</i> Money	 Adequate Income Return vs. Risk Tax Implications Pension Plan Contributions Charitable Giving Healthy Savings 	
<i>My</i> Family	Income ProtectionHealth BenefitsEducation FundingCritical Care for ParentsEstate Planning	
<i>My</i> Home	 Mortgage Protection Financing Considerations Vacation Property Investment Property 	
My Community	Charitable GivingTeam Sponsorship	
<i>My</i> Leisure	Vacation FundingHobby CostsBudgetingIncome Replacement	
My Mind	 Financial Education Goal-setting for the Future Financial Comfort 	
<i>My</i> Spirit	 Legacy Planning Charitable Giving or Tithing Estate Planning Travel Budgeting 	



BARRY LAVALLEY

Barry is President, Retirement Lifestyle Center and has studied the retirement transition in North America, Australia and the UK for the past twenty years.

His company, is a research, education, and advocacy organisation, focussed on the non-financial aspects of the transition into retirement.

Barry's approach is to look at the psychological and emotional aspects of retirement and ageing: he then uses the research available from around the globe to help people understand their passage to this next phase of life which, as lifespans increase could easily be 20 years or longer.

Barry's formal education was in psychology and he has since worked extensively in the financial services industry developing client engagement programmes around retirement for several major North American companies.

He regularly travels the world speaking and writing on retirement issues and lives in Nanaimo, British Columbia, Canada.

Barry partnered with Cambridge Partners to develop the New Zealand edition of the book.

"As one of the largest independent advisory firms in New Zealand, we could see that so many of our clients would really benefit from addressing the questions posed in the book; and we are delighted to have made it both relevant and available to New Zealander's looking ahead to retirement."

- Jacob Wolt, Director & Principal Adviser, Cambridge Partners Limited

You can find more about Cambridge Partners at www.cambridgepartners.co.nz

These exercises are taken from the book *So You Think You Are Ready To Retire* and gathered here for additional content. Exercises must be read in context with the book content.

The book is full of exercises that will help you gain a better understanding of your own feelings about retirement and prepare you to consider your retirement holistically rather than just the financial aspects. It has been fully updated to reflect New Zealand statistics and legislation.