



# Transitioning from Work to an Encore Career



## Bill Losey, CFP®, CSA "America's Retirement Strategist"



Bill Losey, CFP®, CSA, America's Retirement Strategist®, has been named one of America's Top Financial Planners by the Consumers' Research Council of America. He is a highly sought-after advisor, retirement authority, thought-leader and author because he makes the complicated and mundane topics of investing and retirement fun! (Want a good laugh right now? Check out his hilarious [baby boomer retirement movie](#). Please allow 30 seconds for it to load).

Bill has nearly 20 years experience in the financial services industry and is a Certified Financial Planner™ practitioner, a Certified Senior Advisor and Certified Retirement Coach. He is the author of [Retire in a Weekend! The Baby Boomer's Guide to Making Work Optional](#) (a 2008 Finalist at The Indie Excellence Book Awards), Founder of [National Retirement Planning Month](#), and he publishes [Retirement Intelligence®](#), an award-winning weekly newsletter that reaches thousands of subscribers worldwide.

As a qualified professional in the areas of retirement strategies and investment alternatives, Bill has been interviewed or appeared on the FOX Business Network, CW11 Morning News, Retirement Living TV, Leading Experts TV, the CBS Radio Network, BankRate.com, CNNMoney.com, Aol.com, SmartMoney.com, Morningstar.com, the Wall Street Journal Online, GrandParents.com, NationalPost.com, SeniorMarketAdvisor.com, ThirdAge.com, CNNfn, FOX's "Hannity & Colmes", Bloomberg Business Radio, and hundreds of radio stations nationwide. He is a former guest host of "Money Matters", a daily personal finance radio program simulcast throughout NY, NJ and CT, and formerly a financial commentator for RNN-TV.

Bill currently writes a weekly column in *The Saratogian* called "Making Work Optional", a monthly magazine column called "Dollars & Sense", and he is the Retirement Success Expert for Boomj.com, a baby-boomer social networking website. He has also appeared in *Financial Planning*, *Personal Excellence*, *Investment News*, *Kiplinger's Personal Finance*, *Inside Information*, *the Journal of Financial Planning*, *Triathlete*, *Senior Market Advisor*, *Reach!*, *Violet for Women*, *Boom News*, *Next!*, *The Albany Times-Union*, *The Richmond Times Dispatch*, *The Saratoga Business Journal*, *Saratoga Today*, *Senior Beacon*, *The Bergen Record*, *Northeast Pennsylvania Business Journal*, *Arkansas Aging*, *The Pacific Business Journal*, *National Underwriter Life & Health*, *TheStarPress.com*, *The Capital District Business Review* and *The Chronicle of Higher Education*. Bill's first book, [101 Stock Market Guarantees](#), was published in 2004.

In his leisure time, Billy, as his friends call him, loves to sing. He is an accomplished vocalist and has performed the National Anthem at Madison Square Garden, the Pepsi Arena and other sporting venues. His love of singing and knowledge of money, combined with his witty sense of humor and desire to fight financial illiteracy, come full circle with his development of hilarious financial-related song parodies found at [www.PerfectHarMoney.com](http://www.PerfectHarMoney.com).

Bill is a graduate of Marist College and obtained his certification in financial planning from The College for Financial Planning in Denver. He is a member of the Financial Planning Association, the Society of Certified Senior Advisors and the National Ethics Bureau. Active in his community, Bill has coached youth soccer and basketball, and has volunteered to help raise money for Special Olympics, March of Dimes, Make-A-Wish Foundation and the American Heart Association. Additionally, he has volunteered his time to advise individuals at the Financial Planning Clinic sponsored annually by the Certified Financial Planner Board of Standards Inc.

Bill has been married for nearly 20 years to his wife Tori. Together they have 3 sons, 2 dogs, and 5 fish.

## Begin Transcript

Bill: Ladies and gentlemen, today is Wednesday, July 2, 2008. Good afternoon. Thank you so much for joining me today for our National Retirement Planning Month teleseminar entitled "Transitioning From Work to an Encore Career."

As a matter of introduction, my name is Bill Losey. I'm the founder of National Retirement Planning Month. I'm also the publisher of Retirement Intelligence, a free, weekly, award-winning newsletter. I'm the author of *Retire in a Weekend: The Baby Boomer's Guide to Making Work Optional*.

Without any further ado, let me get started and introduce my guest. Our guest is Lin Schreiber, who is a retirement revolutionary. She's also a highly sought after speaker who teaches self-reliant women how to reinvent themselves in the next stage of their life, a stage formerly known as retirement.

She passionately believes that the traditional model of retirement no longer fits her healthier, wealthier, longer-living, trail-blazing generation. Lin is a professional certified coach. She's also a certified retirement coach.

Through her business, Revolutionize Retirement, she delivers comprehensive coaching programs to individuals over the phone as well as to groups at her boot camps and live events.

Lin has been featured on the PBS series "Boomers: Redefining Life After Fifty" and she's also the author of *The ABCs of Revolutionizing Retirement*. You can learn more about Lin by going to [www.RevolutionizeRetirement.com](http://www.RevolutionizeRetirement.com). Lin, welcome to the call today.

Lin: Thanks, Bill. I'm glad to be here.

Bill: This is a really interesting topic, about transitioning from work to an encore career. I had never heard the phrase "encore career" before, but it's come up in the past couple of months. Where did it first start?

Lin: I would like to tell you that I created it, but I didn't. Marc Freedman, the author of *Prime Time: How Baby Boomers Will Revolutionize Retirement and Transform America* has a new book out called *Encore*. He coined the phrase "encore careers" and I love it.

His take on encore careers, because he's all about civic engagement, is about taking our resources and brilliance and serving in some way.

Certainly I work with people in that way, but for me, encore career is not retiring from life, which is the traditional model of retirement. It is to retire the part or parts of our lives that no longer fit. For many of us in our 50s and 60s it's our work or at least some parts of our work.

Often people will come to me and say, "I really love what I'm doing, but I can't keep doing it the way I'm doing it." We work together to try to transform it.

More often than not, women who come to me say, "I've had a very successful career. It's not really what I wanted to be doing all these years and I can't see myself doing it any longer. I don't want to stop working. I don't want to stop living, but I want to do what I really want to do and put my passion into it." Sometimes they know what that is, and sometimes they don't.

Bill: Lin, you mentioned women. Do you also work with men, or is your practice almost exclusively women?

Lin: I market exclusively to women, but sometimes do work with men. It's interesting. Most of the men I work with come to me through their women. The women work with me and the men say, "Oh, this is kind of cool! Maybe I should do this, too."

Bill: Lin, you're a big believer that money is not the most important requirement for retirement planning. What do you think is?

Lin: You'd probably disagree with me. Most financial planners do, and I get a lot of flak for it. I want to be very clear. Yes, the money is very important, but what I think is even more important is having a purpose.

I've seen it over and over again in my business. I'll give you a perfect example. A client of mine, Tom, whose wife pushed him into working with me, had been retired for seven years. He retired from a Fortune 1,000 company. He was very successful and had all the money he needed. He could have lived to 120 and not worried about running out of money.

He loved to play golf and he figured, "I've got money and I've got golf. What more do I need?" He lives in a warm climate and he played golf nearly every single day for about 14 months, until he wanted to tear his hair out.

For the next five years, he gradually started sleeping more and more during the day. He was so bored and didn't realize it. He didn't plan beyond the money or the golf what this next stage of his life might look like.

By the time he got to me, he was literally sleeping most of the day. He would get up and have breakfast with his wife, who would go off to work, go back to sleep, get up, have lunch and watch some soap operas.

Imagine this vital man watching soap operas in the afternoon. He would take a nap, get up, take a shower, get dressed, go out to dinner with his wife or whatever, but he basically wasn't living. He was really dying. He was contracting into himself.

In our work together, instead of one encore career, he found areas of interest that really fascinated him. He volunteered his time in certain areas. He did some consulting in a whole new arena, which was very exciting for him.

He started a small business around skiing, which he loves to do. He got a whole new lease on life. The point being that golf is not a purpose. No matter how much you love golf, unless you love golf so much that you want to teach a whole new generation, you're really engaged in that way and giving back in some way. For most of us, playing golf for the next 30 or more years isn't it.

**Bill:** Lin, one thing I do want to disagree with you on is that I'm not one of those advisors who thinks that money is the most important thing. Although

that's how I earn my living, when I sit down with people, I believe that money is just a tool that helps people get what they want.

The biggest challenge that I have as an advisor and retirement coach is trying to figure out what it is that they want. I'm finding with the clients that I serve, and I work primarily with Boomers between the ages of 50 and 65, that most people know what they don't want, but they haven't done that introspective work to find out what it is they really do want.

Lin: Yes, it's interesting. We have a boot camp coming up in November. The Retirement Boot Camp, and that's really so much of the foundation of the work that we do on that weekend.

It's a perfect place to start. When you say, "What do you want?" to most people, they may say, "I don't know." If you ask them what they don't want, they can give you a whole laundry list.

We start with, "What don't you want?" and then start to reframe it in the present and the positive into what they do want. It's not everything they want, but it starts to build a little foundation of what you do want when you start to analyze what you don't want. It seems really simple and ridiculous, but it absolutely works.

Bill: In preparing for today's teleseminar, I was reviewing some information on your website. I saw that, like Tom, your mom retired early but didn't really have a plan for her retirement either. Tell us how that affected your life and how you do what you do.

Lin: Most of our role models for retirement are not exactly our picture of how we want to live the rest of our lives. Both my mom and dad were role models for me.

My father died when my mom was 48, so she went to work for the federal government. She was secure and had a pension, insurance and all those things, but she hated her job. She really hated it. When she could retire at 62, she jumped at it. She just figured that she bought into the traditional idea of, "You've worked hard your whole life. Now it's time for you to rest and play."

She got the rest part down, but didn't quite get the play part. She did a little part-time work for a while. She had things she loved to do. She loved to sing and dance. There were some creative things she loved to do, but she never pursued any of them.

Over the last 23 years of her life, I watched her very slowly, and for me very painfully, contract into herself. I did not want to do that. I probably go a little too far in the other direction, but it's about creating balance.

So many of us, women and men alike in this generation, have had careers. We've thrown ourselves into our careers and we try to create balance in our lives and haven't done a very good job of it.

Now, especially if you're going to create an encore career, is the time to do that. It's not about continuing to work yourself into the ground for the next 15 or 20 years. It's about creating something that really feeds you and fits into the life that you want to be living instead of what I always did up until this time, which was create the work and then try to squeeze some life in around the edges.

Bill: Talk for a moment about how someone can create that balance in their life. For most people, that's the challenge. If they have the typical corporate job and have to be somewhere every day by a certain hour, have a certain amount of time for a break and vacation, how do they really create that balance?

Lin: You hit the nail on the head. That's one of the key things we need to incorporate into this next stage of life, which is time management. You just said it.

When you have a job, you have to be some places at a certain time, lunch is at a certain time and you are expected to show up. All of a sudden, you retire and have all of this free time. Yikes!

Here's the greatest challenge to creating what's next for people. They try to do it the way they've done everything else. "I have to know now. I have to do it perfectly." They just jump into the first thing.

I see this happen a lot with men. High-powered men who retire from their jobs, and within a week they're working at K-Mart, because they're going

nuts because they're not working or their wives are going nuts at home and driving them nuts.

It's really the time management piece that is very important. When we're making this transition, if we're trying to do it out of our heads logically, "I've done this and next I'm supposed to do this. This is what retirement is supposed to look like," I think all the red flags should start to go off.

If you're going to do it right, it's an internal journey. It's about stopping, for many of us for the first time in our lives, and just saying, "What do I really want here?"

For some of us, all of our care-giving responsibilities are over. For others, they are not. We still have aging parents or we may have some boomerang kids hanging around, but it's still our time to start to pull back and say, "This is my time now."

I'm 59, and there are a lot of mornings when I wake up with this realization that most of my life is behind me. None of us know how much is ahead, but certainly a lot less unless. "I'm going to live to be 120. How do I want to spend that time? How do I want to make the most of that time? What's most important to me now?"

People think, "First you do this and then you do this and then you do that."

They want a three-step program, but really it's about looking inside and strengthening up our personal foundation. You're not going to build a house on quicksand, but if you try and build a retirement without having a strong personal foundation it's going to collapse. Like for Tom. Tom collapsed.

**Bill:** One of my friends, Ann Fry, who is the CEO of It's Boomer Time, has three simple rules for living life on your terms. I think it's the most simple, but most potent, poignant thing I've ever heard.

She says "Number one, stop doing what you don't want to do. Number two, start doing what you do want to do. Number three, don't let anyone else tell you what you can or shouldn't do."

Lin: I love it. Gene Cohen, the positive aging guru says, "If not now, when?" We've heard that a thousand times before. Then he says, "Why not?" and then my favorite part, that he finishes up with is, "So, what are they going to do with me?" It's not going on our permanent record, and if it does, who cares?

Bill: Everybody has a different way of defining retirement. I know that a decade or two ago, this vision of retirement was really about quitting work all together, perhaps living off of your pension or social security and maybe doing a little bit of traveling and a lot of relaxation. How do you define retirement today?

Lin: That's a really good question. I don't have a definition for retirement. Not only do I not have a real definition for retirement, I would like to find a new word to replace retirement, as I know so many of us working in this arena would like to. Unfortunately, no one has come up with something I really like.

I've said it before. It's our time. I feel like it's time to do it your way for the first time and for many of us in our lives. Look at this time ahead as a real opportunity and really explore all the options that are available to us because so many of us have so many options.

When I work with people, they often say they don't have any options. I say to them, "Let's explore a little bit." As we explore, we discover that they have a lot of options. They may not want to exercise them because people are afraid to even look at the options and what is possible.

Here's the thing about retirement today. Just like we're looking for a new term for this next stage in life, I think that it's up to each of us to define retirement for ourselves.

One of the biggest mistakes people make in this transition, as many of us have done for our whole lives, is they start looking for the answers in all the wrong places.

We're looking to our financial advisors, retirement coaches, best friend, spouse or conventional wisdom. It's not out there. The answers are not out there.

You can get information, but then you need to filter the information and do your internal journey to discover what you really want to do. What will really feed and nourish you?

I like to use the expression, "What will pull you out of bed in the morning, excited about what this new day will hold?" For each of us, that's going to be different.

**Bill:** We just received a question via email. It says, "Just a moment ago, you mentioned the point about a person retiring and being at home with their spouse. I'm 63 and already retired. My husband is going to be retiring in the next year." In essence, this person is concerned about being able to spend all of their waking time together with their spouse. How do you help somebody cope with that?

That's an interesting thing. My wife now works out of the house again after 12 years. When she was home, it was rather challenging to be around her all the time.

**Lin:** You've heard that expression, "I married you for life but not for lunch." It's a huge challenge. For many us women who had careers in the work world, the house was still pretty much our domain. We ran the house and also had the career. All of a sudden, there was this encroachment on our domain.

Here's the thing about couples. This woman's husband has a year before he retires. It's vital to immediately start the conversation about, "What is our retirement going to look like?"

When I work with couples, which I do from time to time, they come together and say, "Work with us." What I do initially is I work with each one individually. Then we come together.

As I said, this is a journey of discovery. Especially if you're married, it's vital for each partner to do that journey to discover what they want and what will fill them up, then come together and negotiate it.

If you're married, like me, you do not have to be attached by the hip to your spouse or significant other if you're not married but in a long-term relationship. We think we need to do that. I help couples negotiate or start

to discover the touch points or places where they want to spend time together.

Maybe they both love to travel. Often, one partner loves to travel and the other one isn't interested at all, but the one who is interested says, "Okay, we won't travel." Why not? You can travel. You don't have to be together all of the time. It's that kind of thing.

This is an exaggeration, but often, things like this happen. The two parts of the couple are getting ready to retire. They each have a picture of what it's going to look like, but they haven't communicated to the other one.

He thinks they're going to buy an RV and travel all around the country. She thinks about the grandchildren and gardening. "I'll never have to leave home again!" Oops! We have a real disconnect there.

**Bill:** It's interesting that you make the comment that you don't have to be joined at the hip. Maybe two questions ago, you were talking about how people don't see all of the options. Most people see things in black or white. I like your idea about one person liking to travel and the other one doesn't. People think the person who likes to travel will be staying at home and not be happy.

I actually had a similar situation just a few years ago where my wife and I were having a conversation after attending a workshop. She mentioned how she would really like to do competitive ballroom dancing. Nothing has happened since that conversation.

I told her, "I really enjoy watching that sort of competition, but to put in the time and training, I would rather do something else like sing. I love to sing. I'd rather go to a studio to cut an album or CD than train for dancing. Have you considered going someplace to look for a partner?" She had never even considered the option that she could dance competitively with another guy.

**Lin:** That's great.

**Bill:** When I said that, her face totally lit up. She still hasn't taken me up on the offer because she's busy in her life, too, but it's an interesting option to consider. Most people think you have to be joined at the hip.

Lin: What happens when you each go off to pursue your own interests and have your own passions is that you have so much more to bring back to the relationship. It feeds it. It doesn't take away from it.

My husband and I both love to travel. Four or five years ago, we sat down and each made a list of all of the places on the planet that we would like to visit before we die. When we compared our lists, and I got to India, there was this long pause. He said, "It's not on my top 100, but someday I would love to travel with you. I'm happy to go."

Within three or four months, I had an opportunity to go to India. It was too good to pass up. He said, "No, I'm not ready to do India," so I went with a group of 10 women. One of the women was our guide for three weeks all over Northern India. It was an amazing, magical trip.

After the first three or four days, when we finally figured out how to work the phone, I talked to my husband every day. I would say, "Today, this thing happened." After about five or six days, he said, "The next time you go to India, I think I'd like to come with you."

Sometimes when you go off to explore your own things, and you bring back your excitement, you can spark that kind of interest in your partner.

Bill: We have a lot of people on the phone with us today, Lin. I want to thank all of you for joining us on today's National Retirement Planning Month teleseminar.

I want to take a quick break for a second to let everybody know that we are having another teleseminar two weeks from today on Wednesday, July 16. I'll be interviewing Barry Levine, who is the president of a company called The Negotiators.

If you are thinking about buying or leasing a new car, he is going to talk about how to win the new car buying game and how you can save thousands off of your next new car purchase. We used his service just a couple of months ago and saved about \$1,500 on the purchase of a new minivan.

I also want to let you know that on Wednesday, July 30, I'll be interviewing Ernie Zelinski, author of the bestselling book, *How to Retire Happy, Wild and Free*.

I encourage all of you folks to go to the website, [www.NationalRetirementPlanningMonth.com](http://www.NationalRetirementPlanningMonth.com) to start your complimentary subscription to Retirement Intelligence. We will continue to alert you about free teleseminars as well as some other free things that we have planned.

My guest today is Lin Schreiber. Lin is a certified retirement coach and retirement revolutionary. Our seminar title is "Transitioning From Work to an Encore Career." If you have questions, email them to [Bill@MyRetirementSuccess.com](mailto:Bill@MyRetirementSuccess.com).

Lin, this is one of the questions that came in. "In your opinion, what is one thing people can do that will most ease the stress of financial planning for retirement?"

Lin: I know you don't do this, Bill, which is why I feel there is so much synergy between our works. There are so many financial advisors and planners who are still operating from whatever that magic formula might be, like 80% of your current salary to sustain your current lifestyle.

The first question I ask clients is, "How happy are you with your current lifestyle?" A lot of them say, "Not that much." The most important thing to do, and what eases that stress, is to first figure out what the heck you want to do and how the heck you want to live your life.

You have so many options, yet you get into your comfort zone. You have all of this money coming in. You get to do all of these things. That's great, but are those the things that you really want? Are you that attached to them? Is there something you would like to be doing more?

What you want to be doing more might cost more money, but you need to go on that journey and discover what you want to do and how you want to live your life. Then figure out how much money you need to do it.

What is wrong with those formulas is that a lot of us still want to work. There are a lot of us who still need to earn money. We're in our 50s and 60s. We blew it in the dot-com bubble or whatever. We thought we were

going to retire young. I have clients who come to me and think they won't be able to retire until seven years after they're dead.

How can you earn money? It's not about, "I have to keep making money, so let's just keep doing the same thing." It's about, "If I need to make money, how can I make money and do something that I really enjoy doing?"

I'm here to tell you that you can do it because I'm doing it. I'm doing work that I love, making money doing it and having a blast. It's unlike any aspect of my career or part of the careers that I've had prior to this.

Bill: You're also now self-employed. Were you this happy when you had the normal 9-to-5 job?

Lin: I had 9-to-5 jobs earlier in my career. Most recently, in my last lifetime in Boston, I was freelancing in television, producing the Fourth of July on the Esplanade event, which I am happy to tell you is in two days, and I'm not working on it. I enjoy the fourth of July so much more now since I left that job.

I guess it was a 9-to-5 job or it was a 9-to-9 job in the months that I was working on it. We live in the Berkshires now. It was back in Boston. I was there for six months living in an apartment and going to work every day. It's not my thing. I don't enjoy the politics. I'm a team player. I think everybody should be on the team. We should have a vision and go for it. That's not how most companies work.

It's been a lot of years since I've had a 9-to-5 job. In the seven years that I've been doing this business, once in a blue moon, I'll be in the shower shampooing my hair and have this thought, "Maybe I'll take a job. I would get the insurance." We pay for our own health insurance. We're not even going to have that conversation on this phone call.

It lasts for a split second. Then I think, "No. I have tremendous freedom." With the way I've created my life, I can be on vacation in New Hampshire and do this call with you today. I couldn't do that if I had a 9-to-5 job.

Bill: What would you say are the four most common mistakes people make when they plan their retirement?

Lin: 1. Looking for answers outside of yourself. It's a scary time. What I want to tell people about this transition is, in so many ways, it's exactly like every other transition you've gone through in your life. Maybe we have more choices at this point.

The scary part about this transition is, because of what retirement has always been, and also because we're older and this is one of our last stages of life, the end game is out there. That makes it scary.

The answers are not outside of yourself. If you try to find the answers outside of yourself and move forward that way, you'll be very sorry.

2. Letting fear get the best of you. This is scary. Often I hear, mostly from men, "Lin, I feel like I'm facing the big black hole." There's this big void coming up and it's scary. Change is scary. There's also an opportunity in it. You can reframe the fear.

They say that physiologically we experience fear in the same exact place and way that we experience excitement. I still get scared. Every once in a while, my stomach clenches. I think, "Can I do that? I'm going outside of my comfort zone."

I just say, "Wait a minute. This could be fear, but it could be excitement." I choose to say that it is excitement and move ahead.

There are a lot of ways to deal with the fear, but don't let it stop you. You can acknowledge it. It won't go away. Just say, "Thank you for sharing and move ahead."

3. Lacking confidence. Fear stops us from pushing outside of our comfort zone. Every time we push outside of our comfort zone and we have a success, which most of the time we do, even if we fail, if we can learn from it for the next time, then we've had a success.

The more that we push outside of our comfort zone, the more confident we become. But we let the fear stop us. We lack the confidence to start that business or write that book.

I say there is this “itty, bitty, shitty committee” sitting on our shoulders. It’s that chorus that says, “Who do you think you are? You’re too old. You’re not enough of that.”

4. We’ve talked about this already. Forgetting the purpose piece. I believe that you need to have a purpose that gets you out of bed in the morning and look forward to. It doesn’t necessarily have to be one thing. Your life is a work of art. You’re really crafting, designing or painting on a blank canvas what this next stage will look like. Make it beautiful, vivid and alive.

**Bill:** I just want to spend a minute talking about one of the things you said to explain the journey that I’ve gone through in the past couple of years.

I’ve been in the financial planning and investment field now for about 20 years. For the first 17 years, I was always an employee, working that 9-to-9 schedule, as you say. It’s never really a true 9-to-5. I always had these different VP and Director of Financial Planning and Investment positions.

Three years ago, I made the leap to start my own company. Probably for the five years preceding this, I let fear get the best of me. I thought, “Who the heck am I to have my own company? Am I really good enough? Will people want to work with me?” At the end of the day, I really lacked the confidence.

Maybe it took those extra five years to muster up that extra confidence, but in the last three years, I’ve really thrown myself out there into very uncomfortable situations. Certainly there was some fear behind it, but I’ve also found now that, as I’ve thrown myself out there, the worst thing didn’t happen. I’m still here. I still have a business and new clients seeking me out.

I find the same thing when I’m working with people, especially a lot of women who are either widowed or divorced. They’re not confident at all in their financial decision-making ability.

After they’ve been a client of mine for at least 12 to 18 months, because of all of the education and communication that I provide to them, confidence replaces that fear. I always say, “You’re very confident today.”

Lin: It is about gaining knowledge. You're teaching them things about finance, which they need to know, but they're also learning to trust themselves. You're not saying to them, "This is it. Pick this." You're giving them choices.

They're going inside and starting to trust what I call your IGS, like GPS in your car only better. It's your Internal Guidance System. It's solid gold. In our culture, we're taught not to trust, believe and use it.

I had an experience when I was in college at the University of California in Santa Barbara. If you've ever been to downtown Santa Barbara, when you park your car, there is grass, sand and the ocean.

It was winter. I had jeans and a sweater on. I got out of my car and there was a young man sitting in the grass. I walked by him and said, "Good morning." Then I went down the beach and sat in the sand.

As I was walking toward him, I don't know if it was a voice or just a hit that said, "Go back. Stop. Don't do this," but I said, "Good morning," and kept walking. When I went to sit down in the sand, within minutes, he jumped me from behind, stuck a knife in my neck and said, "Do exactly as I say, and you won't get hurt."

I'm slow sometimes, but I'm not going to do that again. You know how they say your whole life flashes in front of you. I was 19, so it was a quick flash. There was not much to flash.

I literally went on autopilot. I said things to this young man that I would never have said in a million years if I had thought about it. I was a child of television, so I spit things out like, "Why don't you put that thing away before you hurt somebody?" He did. We actually sat down and he didn't attack me or anything. We had a conversation.

Finally, two men came on bikes and sat on a bench behind us in the grass, so I managed to excuse myself and leave. I didn't get hurt, but it was a very powerful lesson very early on that we do have an inner guidance.

We know there's an intuitive hunch or gut instinct, whatever you want to call it. If we listen to it, we're always golden. If we don't, we're always sorry.

Bill: My guest today is Lin Schreiber, who is a Certified Retirement Coach. I have someone who has gone to your website, Revolutionize Retirement, and they're curious to learn more about "Your TQ." What's Your TQ?

Lin: What's Your Transition Quotient? When you go to the first page of my website, there's a little hover ad that pops up.

You can order my free starter kit, which includes the ebook *ABC's of Revolutionizing Retirement*. It also includes "What's Your TQ?" It is a short quiz about your transition quotient. Just check off what's true for you right now. It's a great little place to start because what's not true for you right now are some places you can start to work on. It's how you handle transition.

Do you trust your gut? Are you very intuitive, and do you trust that when you're in transition? When you're in transition, do you take all the time you need to make that transition, to discover what it is you want and what's next for you before you take the leap, or do you just leap?

Then finally, there is also my biweekly ezine, which is *Living with the Brakes Off*. I'm not doing a weekly, Bill. You're a better man than I.

Bill: People can get all that stuff by going to [www.RevolutionizeRetirement.com](http://www.RevolutionizeRetirement.com).

Lin, your specialty is actually in helping baby boomer women create encore careers. Can you go over again what an encore career is and explain why on Earth you would even want one when you're finished with your primary career?

Lin: Why would you want one? A lot of people don't want one. I'm not leaving men out of this because this may be true for a lot of men. Women particularly often end up taking the path of least resistance.

For many of us, men and women, we really wanted to do something creative. We wanted to be a writer, actor or however you want to fill in the

blank. We were told, “No, you can’t make money doing that.” So we became an investment banker, attorney or a doctor.

Bill: I wanted to be a singer, Lin.

Lin: There’s still time, Bill. Don’t stop. Don’t waste any time.

For many of us who want to stay engaged and who really enjoy working, being out in the community, and connecting with people, like so many people I work with, it’s creative expression that’s been squelched.

Many of us want to stay engaged and really enjoy working, being out in the community and connecting with people. I feel like for the first time in my life I’m actually making a difference in people’s lives with the work that I’m doing now. Before, it was a fabulous job, but who cares if 500,000 people come to the Esplanade on the 4<sup>th</sup> of July. It doesn’t make a big difference on the planet.

That was really important to me. It’s an encore career. It’s for those of us who didn’t have the career of our dreams the first time and are now at a place in our lives where we could create that. We may be scared and lacking confidence. It’s really about empowering yourself and being empowered to go for it because if not now, when and why not?

Bill: One of the other questions is, “Can you tell me about your coaching programs?”

Lin: I work one-on-one with people, three times a month on the telephone, unlimited email volley in between, and quick pickup calls as needed.

I did group coaching when I first started my business seven years ago. I was so busy doing individual coaching that I stopped doing it.

There are women who want more support at each boot camp we do so we’ve been creating some group coaching. I have one starting called What is Next: Win Action Program. It starts in August and runs for four months. Those are the basic programs.

Also, we have the boot camps twice a year. We do them at Kripalu Yoga and Health Center, which is a phenomenal facility in Lenox.

Bill: That's Lenox, Massachusetts.

Lin: We do the entire Retire Retirement Boot Camp: Basic Training for the Rest of Your Life the weekend of November 21, the weekend before Thanksgiving. Then in May, we will do the Boomer Boot Camp, which is about designing a remarkable rest of your life.

Bill: Is that information about the Retire Retirement Boot Camp on your website as well?

Lin: Everything is on the website.

Bill: If you want to learn more, go to [www.RevolutionizeRetirement.com](http://www.RevolutionizeRetirement.com).

What would you say is people's biggest fear about retirement?

Lin: I do a lot of presenting. I travel around the country doing keynotes, workshops and seminars. When I first started doing this work, there was a huge pink elephant in the room. I was dancing around in front of it and holding my arms up so no one could see it. People in the audience would be looking other places so they wouldn't have to look at it.

Then a friend of mine said, "There's always a big pink elephant in the room, and that is death." How many of us know someone, a relative or friend, who retired and within a year or two, died. For so many of us, retirement is equated with death. We're also getting older, and the end game is death.

I started to bring it up in a light way in the very beginning when I'm introducing everything. I get the "D" word out there. As soon as I do, it's almost like people are holding their breath. They sigh and then we can focus on the work at hand because we've exploded the pink elephant.

As I said at the beginning of the call, I wake up a lot of mornings and say, "Whoa, the bulk of my life is behind me." We're all going there. My mom died a year ago, and my father died many years ago. There's that mortality line that when our parents are gone, we step up to the line and we're next.

Bill: In your bio on your website, if I remember correctly, doesn't it say your dad actually passed away a couple of years before he retired?

Lin: Yes, that was my other role model for retirement. My father worked so incredibly hard for us his entire life. I'm an only child. He had amazing dreams about places he was going to go to and things that he was going to accomplish when he retired at the age of 65.

At 63, he was diagnosed with acute lymphocytic leukemia and was dead 10 days later. It's a childhood disease. It's very rare in adults. It's chronic leukemia.

In those days, in 1969, it was a death sentence for anyone who had leukemia, so he was just gone. I didn't really think about it too much. It was like, "Wow, he's gone and he didn't get to live those dreams."

When I turned 50 and that magic number 65 was looming out there, I thought, "There are some real lessons here that I need to take to heart because I'm not going to start living when I'm 65." I try to live every day as fully as I can.

Bill: I hear a lot of people say, "I'll travel when I retire. I'll do this when I retire." Why wait?

Why don't you talk for a moment about positive aging? There seems to be a lot of information about positive aging now. Is it possible? What's required?

Lin: I'm here to tell you that it's absolutely possible. All of the research and brain science that's out there is confirming that positive aging goes way beyond good nutrition and exercise. We all think if we're exercising and eating right, we're going to live a long life.

Again, like the money, I'm not saying that it's not important, but they're discovering that there are capabilities that we either have or we can develop that help us to live positively. One of them is what I call "positivity." People say, "Oh, you're such a Pollyanna."

I talked earlier about reframing. We can go through life and look at the glass as half empty or half full. If you're a half-empty kind of person, then I

encourage you to start reframing situations, attitudes and beliefs in a more positive framework. People who can do that can take the slings and arrows that life throws at them.

There are all kinds of physical challenges that are going to happen, especially as we age. Change is always fraught with loss. We may lose our significant other, a child may die, our friends are dying around us, or we're losing our health. That's another kind of mourning.

There are fascinating studies. You've probably known people who have had a chronic illness and are completely focused on the illness. They're not living. They're just focused on the illness.

Then there are people who have life-threatening illnesses who do what they need to do around the life-threatening illness, but they get on with their lives. Instead of making the disease their whole life, they put it in perspective and continue to live their whole life around this one small piece of their lives. Those people usually live longer. Even if they die sooner, their quality of life is so much better.

Bill: It's really about a mind/body connection.

Lin: We work with the whole idea of the Law of Attraction in the November boot camp. We can actually change our energy. When our energy is low or when we're negative, we attract negative things. When we're negative, angry and upset all the time, our body changes and it's not healthy for us.

I happen to be a pretty positive person, but I have my moments. My mom died last year and I went into a funk. I just came off of five months of craziness with a lot of traveling and presenting.

Then my husband's father died. I'm in a little bit of a funk again, but I can be in a funk and I can embrace it and go with it. At the same time, it doesn't become my life.

I still have a positive outlook, and I'm so incredibly grateful for everything that I have. These qualities help us to age positively. They are the capabilities and qualities that help us make this transition positively into this next stage of life so that it is joyful, exciting, peaceful and all the things that we want it to be.

Bill: I know one of your most popular programs is something you call “Boomer Angst.” As a follow-up to what you just said, what are three things that people can do to stop worrying and have fun discovering what is next for them?

Lin: The first thing is to stop worrying. It’s like fear. It doesn’t ever really go away.

It’s about managing it and not letting it get the best of you. The first thing is awareness. When you find yourself worried about something, say, “I’m worried about that.” What are you worried about? “I’m worried that I’m going to run out of money.”

That’s a big one for people. Money and health are usually the top two. The third one is boredom. “I’m worried I’m going to be bored.” Instead of sticking with that, “I’m worried. I’m going to be bored,” the Law of Attraction tells you that you’re going to be bored. You’re going to attract that into your life.

So take that, “I’m afraid I’m going to be bored,” and reframe it into “I’m going to be excited and engaged in life every single day.” Make that your mantra. Make that your focus, and then start to find those things that will allow you to be engaged, happy and excited each and every day.

Another thing is gratitude. It seems like such a simple thing, but again, I’ve been in this funk recently and I get into the funk and say, “Okay, you’re funky and you have a reason to be funky right now, but look around you. What are you grateful for?”

I can stand in the shower in the morning and go, “Hot water! This is great.” Then we have this funky rubber ducky shower curtain with a clear liner and I think, “I love my clear liner because I can see through it to see the rubber duckies.” It makes me smile. It sounds silly, but I’m grateful for those things.

If you’ve never traveled in a third world or developing country, I invite you to. We have so much to be grateful for living in this country.

Just start thinking about five things you are grateful for every day before you go to bed or the first thing in the morning. You'll feel your energy changing, and you won't be as worried because you're not focused on what hasn't even happened yet. You're focused on something that's very positive.

The other thing to avoid worry is to really develop your inner guidance system. Learn to trust that. When it's your head talking, that's your itty-bitty-shitty committee. "You should be worried about this," and "What is this, and what is that?" That's my head. What is my heart telling me?

If my heart is telling me, "I really want to sing. I'm going to go to the recording studio and sing now," I should tune into that. Turn off the head as much as possible and tune into the heart.

Bill: Lin, can you tell people about the different free resources you have available at your website, [www.RevolutionizeRetirement.com](http://www.RevolutionizeRetirement.com)?

Lin: You can go to [www.RevolutionizeRetirement.com](http://www.RevolutionizeRetirement.com) and sign up for my free starter kit. It's a downloadable ebook, *The ABCs of Revolutionize Retirement*. You'll be signed up for my biweekly ezine, *Living with the Brakes Off*. You will be able to take the "What's Your Transition Quotient?" quiz.

Bill: Lin, thanks so much for joining me today. I've learned a lot, and hopefully all the folks on the phone today learned something as well.

I want to encourage everyone to go to Lin's website, which is [www.RevolutionizeRetirement.com](http://www.RevolutionizeRetirement.com). If you haven't done so already, check out the [www.NationalRetirementPlanningMonth.com](http://www.NationalRetirementPlanningMonth.com) website as well. You can get all sorts of free information, blogs, downloads and tools.

I want to remind everyone that on July 16, I'll be interviewing Barry Levine, the president of The Negotiator. If you or someone you know is in the market for a new car, whether it's a purchase or lease, Barry is going to talk about how to win the new car buying game and save thousands of dollars.

On Wednesday, July 30, I'll be interviewing Ernie Zelinski, who is the bestselling author of *How to Retire Happy, Wild and Free*.

Lin, thanks again for joining us. Ladies and gentlemen, thank you so much for being on the call today. This is Bill Losey saying, "So long for now. I'll talk to you soon."

End Transcript

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