



# TOP 5

## RETIREMENT

### PLANNING SECRETS



By Larry Jacobson

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# FOREWORD

“Success is not final, failure is not fatal: it is the courage to continue that counts.”

- Winston Churchill -

Sir Winston was right. It's not success or failure that counts but rather simply doing. Participating. Continuing to explore, dream, learn, discover, love, and appreciate every moment of this amazing life of yours. You have been busy your entire life creating, working, and being productive. While the idea of slowing down is appealing, the idea of retiring and not doing anything but watching Jeopardy on television is abhorrent to you. Why waste the best years of your life doing nothing? Most likely, you just haven't thought about the subject yet.

You've been calculating your fiscal retirement for years. Television and other media are relentless in asking if your calculations are done to ensure your retirement years will be well financed. You don't plan on being surprised with your fiscal planning.

However, most people are very surprised by the non-fiscal aspects of retirement. For the majority of new retirees, these mistakes can be avoided by putting some time into your non-fiscal retirement plan, just as you have done for your fiscal plan.

Do you know what you'll do with your time when you retire? If you have had a busy and purposeful professional life, retirement, known to many as the opportunity to do nothing, is more scary than exciting. Most people don't want to stop; they just don't know what to do in their retirement years...because they haven't thought about it. These are secrets because nobody talks about them. The only retirement talk and planning you've been exposed to is fiscal, and then you're on your own with what to do with your days. The average retiree watches TV more than four hours per day, or nearly 30 hours per week. Why? Did the programming on television suddenly get better? With your time and purpose unaccounted for, it becomes too simple to default to the lazy choice, which leads to depression in over one third of retirees.

How much time did you spend planning your most recent car purchase? How much thought did you put into writing your company business plan? How much time do you spend with your financial planner? How much money have you spent on advice from your accountant, attorney, doctors, psychiatrist, family counselor, travel agent, business coach, relationship counselor, trainer, nutritionist, and all of the other advisors in your life? So, when it comes to planning for the best years of your life, why haven't you given any thought to what you'll do with your time? Your retirement years should be happy and productive. Read on for 5 major keys that will contribute to your fulfilled retirement. You've dreamed of and deserve.

# 1

## HAVING PURPOSE

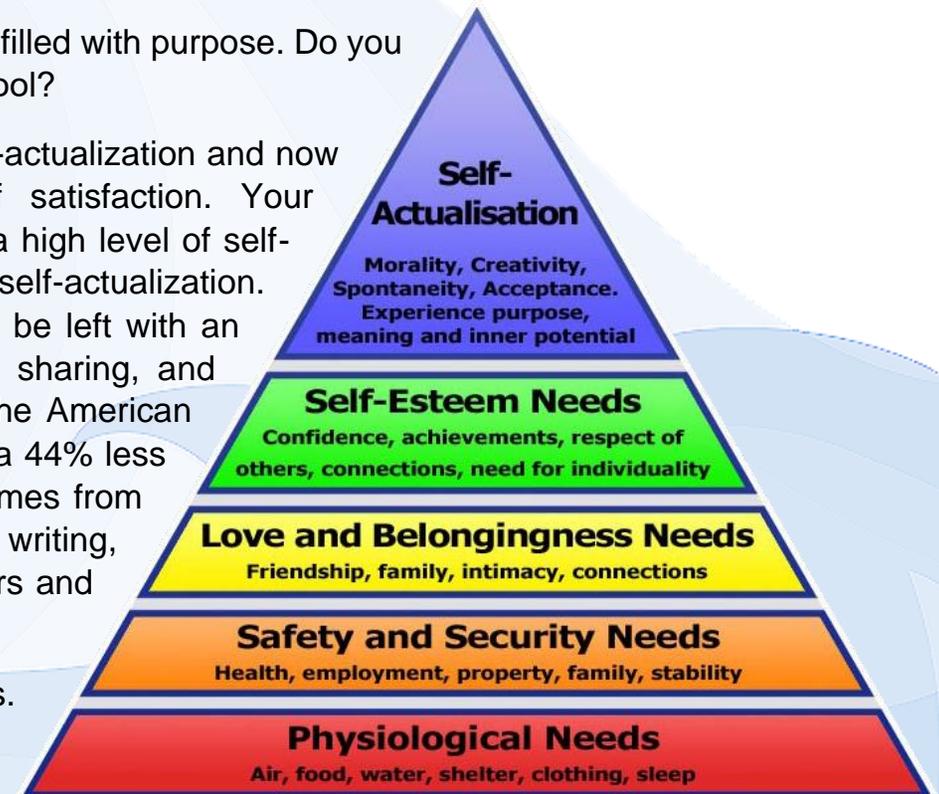
The most important secret to happiness in retirement is living a life filled with purpose. Do you remember studying Maslow's Hierarchy of Needs way back in school?

You have strived all of your life to achieve the elusive goal of self-actualization and now you have the opportunity to obtain that highest height of satisfaction. Your accomplishments in life have most likely already brought you to a high level of self-esteem, and perhaps you are experiencing a certain degree of self-actualization. However, if you stop striving to deepen this experience, you will be left with an empty feeling—as though you have stopped growing, learning, sharing, and allowing your true inner potential to flourish. And, according to the American Heart Association, if you have a strong purpose in life, you have a 44% less chance of having a stroke. A life of meaning with authenticity comes from helping others, helping improve your community, teaching, writing, speaking, volunteering, mentoring, creating opportunities for others and giving back.

The solution is to discover a new purpose for your retirement years.

“You don't stop laughing because you grow older. You grow older because you stop laughing.”

Maurice Chevalier



## STAYING SOCIALLY CONNECTED

You have spent your life learning and obtaining many skills, much knowledge, and expertise in your area of work. You have learned lessons the hard way and shared your accomplishments with your fellow work colleagues. Many of those colleagues have become your friends and you spend more than work time with some of them. You share your work life, your stories, and your dreams. These people have become an integral part of your network of social connections.

When you leave your career, it's natural to lose touch with most of these people. It's also natural to feel a big loss as your social network is reduced dramatically. Now who are your friends? Who will they be? Is it important?

No, it's not only important - it's critical to maintain social connectivity. If not with your former work colleagues, then it is up to you to seek new connection elsewhere. At work, you were:

- Needed
- Appreciated
- Respected

Where will you get this reinforcement once you leave your career?

**Social connection is the #1 key to happiness.** Make an extra effort to find new people with whom you connect.

Without a plan of how you are going to share your life, and with whom, you will feel under-valued, unappreciated, and can easily lapse into depression.

**The secret** is to have a routine that requires your presence and is interactive with others.

**“I am the master of my fate: I am the captain of my soul.”**

**William Ernest Henley**



# 3

## MISTAKING SHORT-TERM PLEASURES FOR TRUE HAPPINESS

If you're like most retirees, you will want to spend some of your newfound freedom from work to indulge in some of the pleasures in life that you enjoy. Sports such as golf, tennis, swimming, bike riding, and sailing are some of the more popular pursuits of retiring boomers. Travel is high on many people's lists and takes the form of adventure hiking to cruise ship life. This is your chance to take a vacation longer than the usual two weeks.

### Go for it!

However, after you've golfed twice a week and seen the part of the world that's been on your bucket list, the pleasures are absorbed. They make you feel good at the time and you feel good about having spent the time to indulge. The common error is mistaking these pleasures for happiness. True happiness and satisfaction doesn't come from short-term pleasures. It comes from the satisfaction of knowing you have achieved the highest level possible in all of your endeavors. Having goals and achieving them not only provides self-esteem, but also continues to drive you forward both physically and mentally. It is this pursuit that keeps you young.

The solution is to enjoy the short-term pleasures and also have a long-term plan of dreams and goals to strive for.

**“A man who dares to waste one hour of time has not  
discovered the value of life.”**

**Charles Darwin**

# 4

## TAKING THE TIME TO IDENTIFY YOUR PASSION —AND THEN PURSUE IT

After a lifetime of work, you may find it difficult to let go of the identity your career gave you. If you were a doctor, it may be hard to not identify with the field of medicine anymore. If this truly is your passion, then you can pursue it in other forms than administering medicinal advice.

However, for most new retirees, letting go of your professional career is an opportunity to discover your other passions. You might be a retired CEO who really would like to be an artist. You never pursued your passion during your career years because you felt it too risky of a change. Now it's time to take that risk and give yourself permission to follow your dream and practice that passion by throwing yourself into it with all you've got. It takes deep introspection to ask yourself the right questions about what truly is the passion you wish to follow. But in the end, will you be happy knowing that you let your true passion lie fallow? Or should you awake your inner self, throw caution to the wind, and do what you've always wanted to do?

The solution is to dig deep and discover your true passion and then create a plan to pursue it.

**“The true voyage of discovery consists not of seeking new landscapes, but having new eyes.”**

**Marcel Proust**

# 5

## HAVING AN ORGANIZED PLAN OF ACTION FOR YOUR RETIREMENT YEARS

Without a written plan, that includes your dreams, goals, objectives, and plans on how you will achieve them, you will, like most retirees spend an inordinate amount of time watching television, going to early bird dinners at 4pm, miss the interaction with others, and end up longing to go back to work. You will have missed the point of the most valuable years of freedom you have worked so long and hard to obtain.

Retirement does not mean an end to living, learning, loving, laughing, exploring, and experiencing new things. The idea of stopping all of your creative flow just because you have stopped working is failing to recognize all of your achievements in life. You already know from your career life the importance to plan, set goals, have objectives, and make a commitment to the plan. Now it's your turn to have a new big dream and goals for you, not the company. There's a lot more for you to do in life and now you have the time, knowledge, skills, and experience to do it. This is the time to find your passion, share your experience, guide others, and feel good about what you are doing every waking moment. Continue to drive your thought process so your brain doesn't stop working and continue to drive your physical activity so your body remains as fit as possible.

And remember to laugh.

The solution is to make a plan for what you will do with your time in your retirement years.

**“What you leave behind is not what is engraved in stone monuments, but what is woven into the lives of others.”**

**Pericles**

# ABOUT LARRY JACOBSON



“Retirement is the opportunity for a new beginning—it’s not the end,” says Larry Jacobson, the authority on non-fiscal retirement planning. Jacobson uses his own successful experience in business, in getting out of business, and in achieving his personal dreams as proven models to help clients reach their goals. His experience has attracted entrepreneurs, CEO’s, doctors, attorneys, and political candidates. He teaches the actual how-to method of retirement planning for a fulfilled and happy next chapter in life. Not accepting that retirement is a time to stop, he coaches clients to seek their passions and make a plan to pursue them.

Jacobson is the nationally recognized go-to person in the field of non-fiscal retirement. His personal coaching and award-winning online video classroom were developed by reverse engineering his own successful experience and that of his clients. Larry successfully transitioned from CEO to sailor and achieved his dream of sailing around the world. Then from sailor to author and speaker, he now focuses all of his energy into his coaching programs for retirement planning. His groundbreaking program, *Sail Into Retirement*, has quickly achieved notoriety as the gold standard in the field.

A California native, circumnavigator and adventurer, Larry Jacobson is an avid sailor with over 50,000 blue water miles under his keel. He is the author of the six-time award-winning memoir of his six-year circumnavigation in the book, *The Boy Behind the Gate*. He lives in the San Francisco Bay Area and welcomes new friends and inquiries at: [www.buoycoaching.com](http://www.buoycoaching.com)

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[www.BuoyTraining.com](http://www.BuoyTraining.com)

[larry@BuoyCoaching.com](mailto:larry@BuoyCoaching.com)

