

# 7 Keys of Retirement Life



# Agenda

Who is David?

Retirement Lifestyle Statistics

What are the 7 Keys?

What is the RTA?

Financial Advisor: Quotes about  
Clients

Walk through each key.

Any next steps.

# David Buck

35+ years business development (Fortune 500 and small business).

Worked independently and led teams of over 40 people.

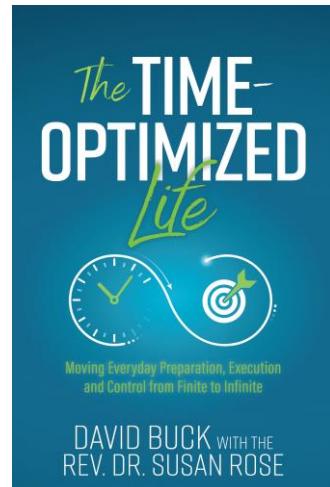
Fascinated by productivity and time management, started Kairos Management Solutions, LLC.

Led me to plan my own post-career life.

Certified Professional Retirement Coach (CPRC).

Motivated me to start the Infinity Lifestyle Design program.

Author of *The Time-Optimized Life*, April 2024.



# Retirement Lifestyle Statistics

**10%**

Divorce Rate

American Bar Association

**33%**

Depression

Psych Central

**900K**

Abuse Alcohol

The New York Times

**20%**

Return to Work

AARP

**+2%**<sup>(1)</sup>

Mortality Rate

NBER

(1) After 62 years

**15.7**<sup>(2)</sup>

Substance Abuse

The New York Times

(2) Cases Per Thousand

**3.0M**<sup>(3)</sup>

Living with Kids

Washington Post

(3) 85 or Older

**350K**

Moved 2023

AARP

# 7 Keys



Longevity  
Career Mindset  
Time Management  
Retirement Mindset  
Financial Mindset  
Anticipated Lifestyle  
Planned Activities



# Retirement Time Analysis (RTA)

# Participants respond to 36 scenarios.

A 12-page report provides areas of opportunity to explore how individuals and couples will live in retirement.

The bulk of today's data is drawn from completed assessments.



# Financial Advisor: Quotes about Clients

“My client told me he was bored, so he’s using his 2023 Mercedes-Benz S-Class as a Lyft driver.”

“Six months after they retired, my clients came in and said they talked with a franchise specialist and are going to start their own business.”

“I’ve got a couple that have over ten million with us and they’re scared they don’t have enough to retire on.”

“I’m worried that they might get a divorce. There’s just been so much tension since he retired.”

“Even if I didn’t watch the market, I’d know when it is a down day because I have a client who recently retired that calls me when there is a large drop.”

# 7 Keys



Longevity  
Career Mindset  
Time Management  
Retirement Mindset  
Financial Mindset  
Anticipated Lifestyle  
Planned Activities



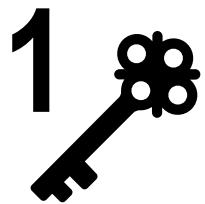
# Longevity/Life Expectancy



**79.1**   **73.2**  
Women   Men



**89.3**   **84.1**  
Women   Men



# Longevity/Life Expectancy

## HALE

(Healthy Average Life Expectancy)

**85.3**

Women

79.1

**82.7**

Men

73.2



**89.3**

Women

**84.1**

Men



# Average Retirement Age

CENTER *for*  
RETIREMENT  
RESEARCH  
*at* BOSTON COLLEGE

2022 Data

**62.0**  
Women

**65.0**  
Men

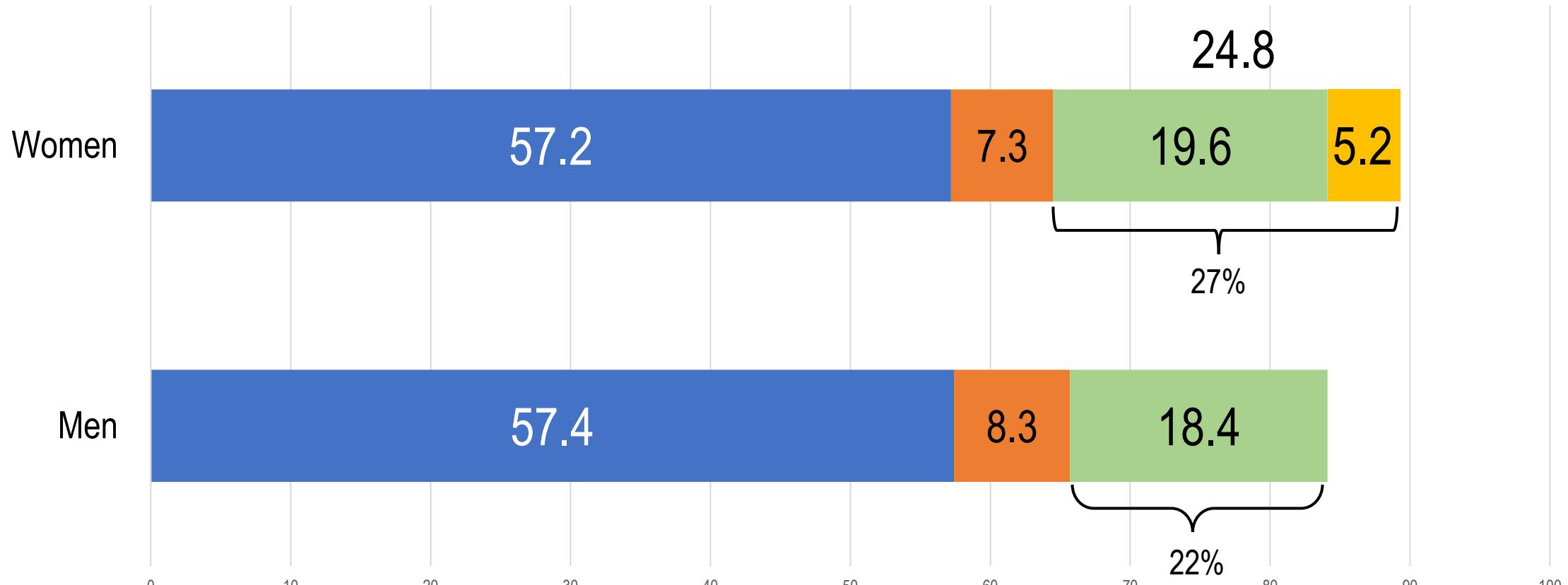


**64.5**  
Women

**65.7**  
Men



# Years in Retirement





# Longevity

How can you map out a post-career life?

Estimate their own lifespans.

Compare with spouse/partner.

Address any concerns.

Craft a plan to complete life goals together.

# 7 Keys



Longevity  
Career Mindset  
Time Management  
Retirement Mindset  
Financial Mindset  
Anticipated Lifestyle  
Planned Activities



## Career Mindset

**75%** **82%**

Women

Men

## Significant Personal Satisfaction



## Career Mindset

**48%** **58%**

Women Men

Main Fulfillment in Life



## Career Mindset

**37%**

Women

**37%**

Men

## Ready to Leave Career



# Career Mindset

How can you map out a post-career life?

Establish an end-date. (Why?)

Clarify work in retirement. (Need or want?)

Address any financial concerns.

Unpack career motivations.

# 7 Keys



Longevity  
Career Mindset  
Time Management  
Retirement Mindset  
Financial Mindset  
Anticipated Lifestyle  
Planned Activities

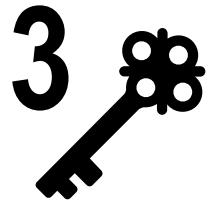
3  
key

# Time Management

39% 32%

Women Men

## Stated Purpose in Life

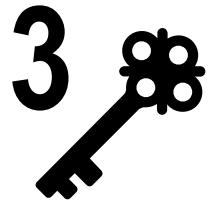


# Time Management

**48%** **60%**

Women Men

Manage Time Well

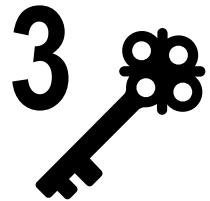


# Time Management

**43%** **34%**

Women Men

## Long-Term and Short-Term Goals



# Time Management

How can you map out a post-career life?

Encourage a robust goal planning strategy.

Impress upon the upcoming “free” time.

Underline organizing personal aspects of life.

Highlight imagining life without career.

# 7 Keys



Longevity  
Career Mindset  
Time Management  
Retirement Mindset  
Financial Mindset  
Anticipated Lifestyle  
Planned Activities



# Retirement Mindset

**48%** **52%**

Women

Men

## Reflect on Retirement Life



# Retirement Mindset

**41%** **40%**

Women

Men

Will Enjoy Retirement



# Retirement Mindset

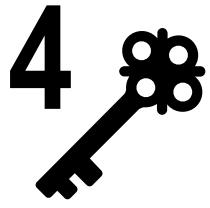
68%

Women

68%

Men

## Will Be At Ease In Retirement



# Retirement Mindset

How can you map out a post-career life?

Unpack retirement attitudes.

Determine what brings you personal value.

Emphasize the concept of flexibility.

Imagine life without career.

# 7 Keys



Longevity  
Career Mindset  
Time Management  
Retirement Mindset  
Financial Mindset  
Anticipated Lifestyle  
Planned Activities



# Financial Mindset

**51%** **61%**

Women

Men

**I am Financially Ready**

5  
key

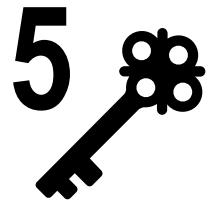
# Financial Mindset

**49%** **50%**

Women

Men

## Developed a Formal Budget



# Financial Mindset

**33%** **61%**

Women

Men

Accounted for Healthcare Costs

5  


# Financial Mindset

How can you map out a post-career life?

Question your understanding of financial readiness.

Create a formal budget (lean and regular).

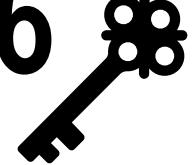
Develop a healthcare strategy.

Account for disruptive instances.

# 7 Keys



Longevity  
Career Mindset  
Time Management  
Retirement Mindset  
Financial Mindset  
Anticipated Lifestyle  
Planned Activities

6  


# Anticipated Lifestyle

87% 87%

Women

Men

## Plan to be Physically Active

6  
key

# Anticipated Lifestyle

68% 71%

Women

Men

## Important to Stay Connected

6  
key

# Anticipated Lifestyle

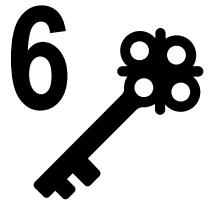
68%

Women

58%

Men

## Plan to Have an Active Social Life



# Anticipated Lifestyle

How can you map out a post-career life?

Promote a formal personal care regimen.

Reflect on their social network.

Plan a typical retirement week.

Create a change in residence strategy.

# 7 Keys



Longevity  
Career Mindset  
Time Management  
Retirement Mindset  
Financial Mindset  
Anticipated Lifestyle  
Planned Activities

7  


# Planned Activities

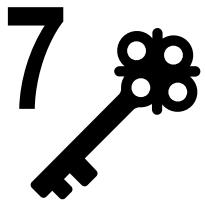
4%

Women

8%

Men

## Never Plan to Travel

7  


## Planned Activities

**40%** **21%**

Women

Men

Work a Formal Bucket or Vision List

7  


## Planned Activities

**76%** **74%**

Women

Men

## Have or Will Have Exercise Program



# Planned Activities

How can you map out a post-career life?

Have a travel strategy.

Explore formal hobbies, CE, volunteering.

Plan a typical retirement week.

Create and work a Bucket List.

# 7 Keys



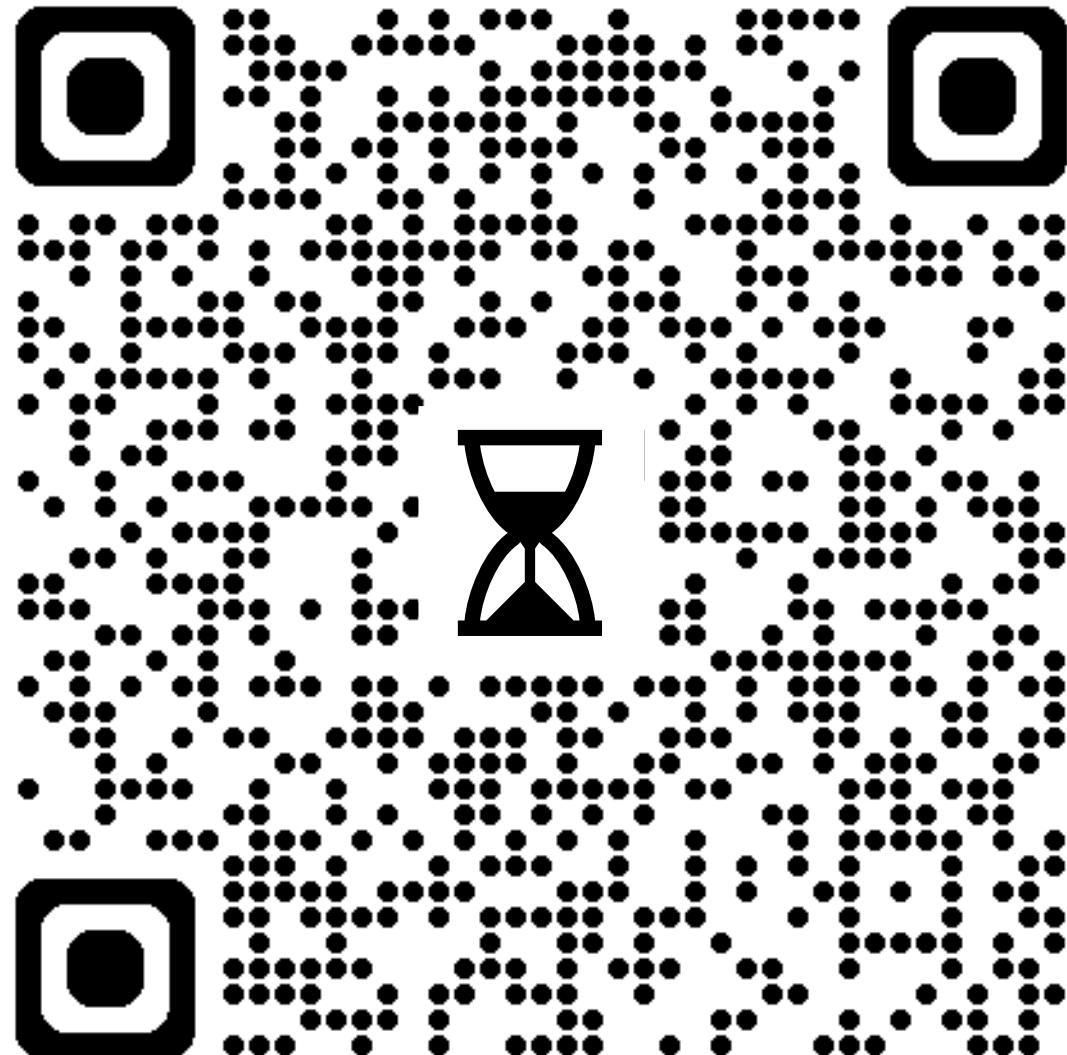
Longevity  
Career Mindset  
Time Management  
Retirement Mindset  
Financial Mindset  
Anticipated Lifestyle  
Planned Activities

# Key Takeaways

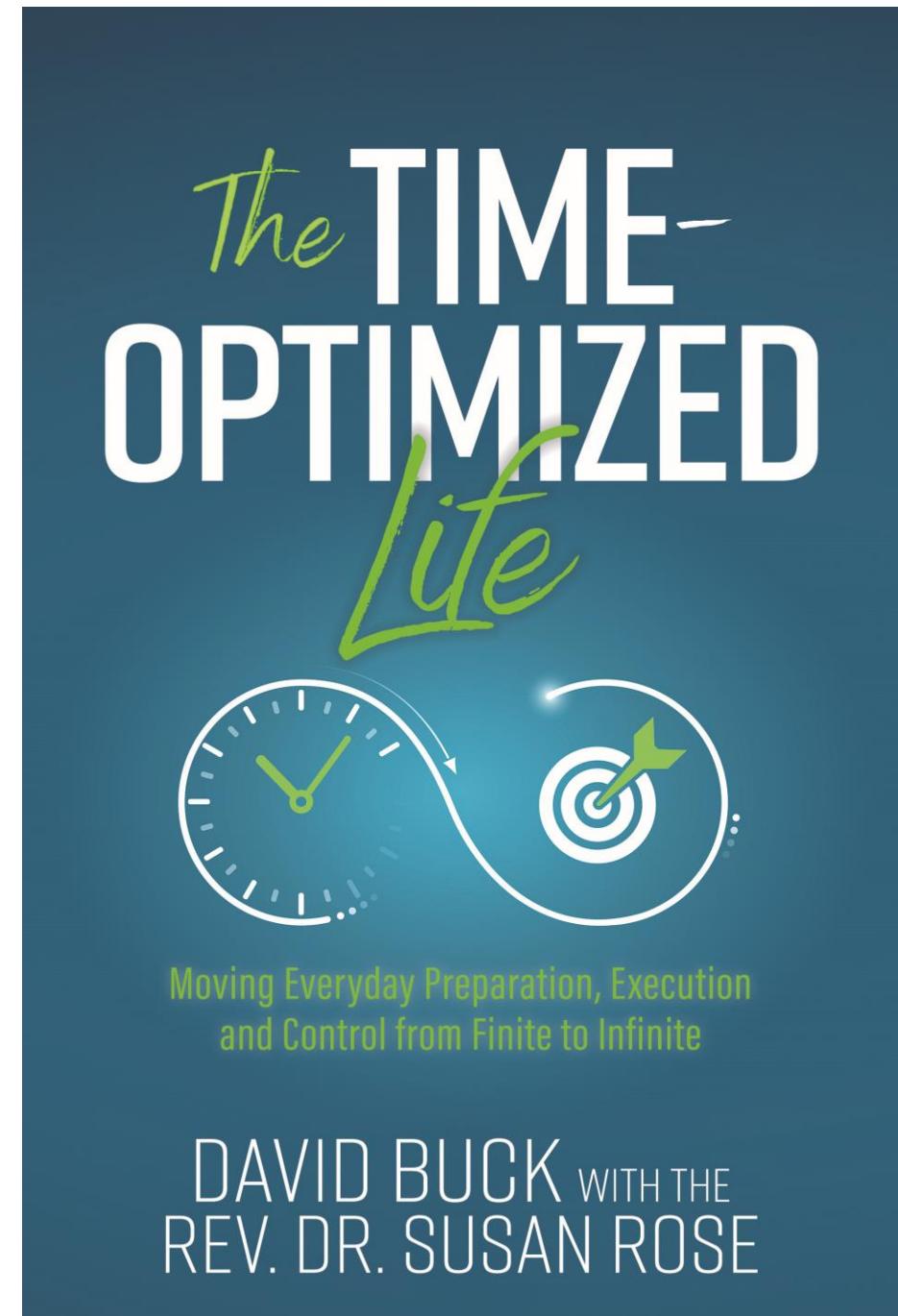


How should I initially approach my clients?

- Have you completed a formal and detailed budget?
- How will you manage all the free time that is to come?
- What are your feelings about leaving your career behind?
- What's a typical week going to look like for you?
- Have you thought about your longevity?



Order from Amazon





Free RTA:  
Promo Code:  
Key