

Dear clients and colleagues,

Announcements

This E-zine is reorganizing slightly to include a section called “*Your Next Chapter*.” The section is targeted at those of you “Boomers”--born between 1946 and 1964. In October, I will complete a twelve-hour class and be certified in Coaching Authentic Retirement. It is one of the first such certifications in the country, and I am excited to include some of this new information in my monthly E-zine.

Feel free to pass this free E-zine on.

To subscribe, click on my email address, <mailto:randy@randyblock.com>
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Upcoming Secure Retirement Seminar

We no longer can rely on a linear plan (inputting age, money, money needed at retirement, annular rate of appreciation, inflation, etc.) for our retirement. Now, using a “Monte Carlo” simulation with a myriad of historical data, planners can make a better estimate of the financial requirements for retirement. For example, using the Monte Carlo simulation, it becomes clear that a couple (ages 59 and 57) that is ready to retire (at age 62 and 60) with \$850,000 savings (including social security and excluding real estate holdings), which need a \$75,000/year income, have only a 43% chance of secure retirement. After all, we *will* be living longer (it’s no secret that Greenspan is asking to increase the retirement eligibility age for Social Security). The super wealthy have a smooth road, but the rest of us don’t.

My financial advisor and I will be offering a half-day seminar in Corte Madera (Marin County) in late September. We will have a demonstration of the Monte Carlo simulation and tips on how to work as long as possible through fewer hours per week. Exact date and time TBA. There will be a nominal charge for refreshments.

Please call **415-383-6471** if interested.

This month’s topics:

- 1. Career Change Is Not For Wimps!**
- 2. What Is A Job Club?**
- 3. Your Next Chapter**
- 4. Success Story**
- 5. Humor Department**
- 6. Words that Inspire**

1. Career Change Is Not For Wimps!

We live in a different world now with globalization, terrorism, and rising healthcare costs. It is estimated that most people will change careers (not jobs or companies) five to ten

times in their lifetime. It takes a lot of courage to make these changes, and *we are not taught how to do this in college or high school*. My legacy for my son is to teach him the skills to change careers. With a good grasp of these tools, he'll rarely have to worry about paying the bills.

If you are considering a career change, here are some tips to get you started:

1. **Know thyself.** Give yourself time to really understand what you value most in your work. What skills do you really enjoy using? What are your natural talents?
2. **Go on an exploration.** Be curious. Ever had a dream of what you thought you could do? Ask a lot of people about their work. T.S. Eliot said: "It's never too late to be what you might have been." Try <http://www.online.onetcenter.org/>. It has good information about skills needed, education requirements and salary ranges for many careers.
3. **Honor ambiguity.** When you change careers, you are giving up an old identity and moving into a new one. You will need to make a leap of faith. Know that your next career move may come out of the blue from a place least expected. Test out your new idea by volunteering or working part time. Ever tried job shadowing? Follow someone around for a day and see what it's like.
4. **Go after it.** After you have identified an area that excites you, put together a job search campaign or a business plan if you decide to opt for self employment. Make a list of at least five different strategies you'll use to go after your best work. Networking is the most efficient way to maximize result. Also, send targeted letters to organizations that you'd like to work for even if they are not hiring.

-- Excerpts from an article written by Ann Ronan in the June 8 edition of The Gladiator.

2. What Is A Job Club?

As a job seeker, you can easily become discouraged, isolate or limit yourself, or even abandon the search. A job club can help keep you focused and positive. Some key points:

--Networking groups or Job Clubs can offer support and camaraderie so that you don't feel so alone.

--Members meet on a regular basis (10 to 30) to share job leads, practice interviewing and networking skills, listen to presentations and do résumé evaluations.

--Clubs are usually (and should be) free. There will be a nominal fee to cover incidentals such as room rental and printed materials.

--Many clubs work with employers and search firms representing their membership.

--Some job clubs cater to specific populations such as senior executives, mature workers, or a specific function (manufacturing, entrepreneurs, etc.)

Resources to find such clubs are: the local library, house of worship, community groups, your peers, the unemployment office, local newspapers or phone books, and free employment weekly newspapers published by some local governments. Also, try these two websites: <http://www.careerjournal.com/calendatr/> and <http://www.rileyguide.com/support.html#netweb>.

3. Your Next Chapter

This column is devoted to what's ahead for those born between 1946 and 1964. I strongly advise that you obtain the advice of a good financial planner to understand what your financial position is at this time.

I will be focusing on the *non-financial impact* of "your next chapter." We will talk about: such topics as:

- The significant trends facing the "Boomers" today
- Redefining retirement ("The Next Chapter")
- Lifestyle issues
- Emotional adjustments
- Work and creating supplemental income
- Reinventing your identity
- Social and relationship shifts
- Retirement assessments
- Varieties of retirement lifestyles
- Defining your "purpose" in life
- Outlining necessary job search skills.

4. Success Story

Peter S.: early 50s

Peter received his marketing and sales training at IBM. His educational background was solid: an MBA from Colgate and an MA in French.

He left IBM and went to work for small companies in senior marketing and sales roles. Like many others, he was caught up in the dot com crash, recession, and 9/11. For a while, he worked for almost nothing for a small healthcare software firm that was unable to raise the necessary funds to succeed. He had applied everywhere with limited results.

Through coaching and guidance, he revitalized his network and became very clear about who he was and how he could contribute. He became very discriminating about who his prospective employer should be. He learned that the more you know about yourself the more effective networking is.

He is now working for a B2B hardware firm to consultative selling.

5. Humor Department

The Lexicon of Intentionally Ambiguous Recommendations (LIAR)

A man like him is hard to find.

He disappears frequently.

She was always high in my opinion.

She was often seen smoking a joint.

Most of us had rather good impressions of him.

But there was this one guy who could mimic him perfectly.

He's a man of many convictions.

He's got a record a mile long.

I am pleased to say that she is a former colleague of mine.

I can't tell you how happy I am that she left our firm.

He's a difficult man to replace.

He'll sue if you try to fire him.

He takes a lot of enjoyment out of work.

And ruins it for others too.

She merits a closer look.

Don't let her out of your sight.

He is a man of great visions.

He hallucinates.

He is definitely a man to watch.

I don't trust him at all.

She commands the respect of everyone with whom she works.

But she rarely gets it.

You will never catch him asleep on the job.

He's too crafty to get caught

5. Words that Inspire

“One day Alice came to a fork in the road and saw the Cheshire cat in the tree. ‘Which road do I take?’ she asked. His response was a question: ‘Where do you want to go?’ Alice answered, ‘I don’t know.’ ‘Then, said the cat, ‘it doesn't matter.’”

--*Lewis Carroll*

Your comments and feedback on this E-zine are welcome!

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