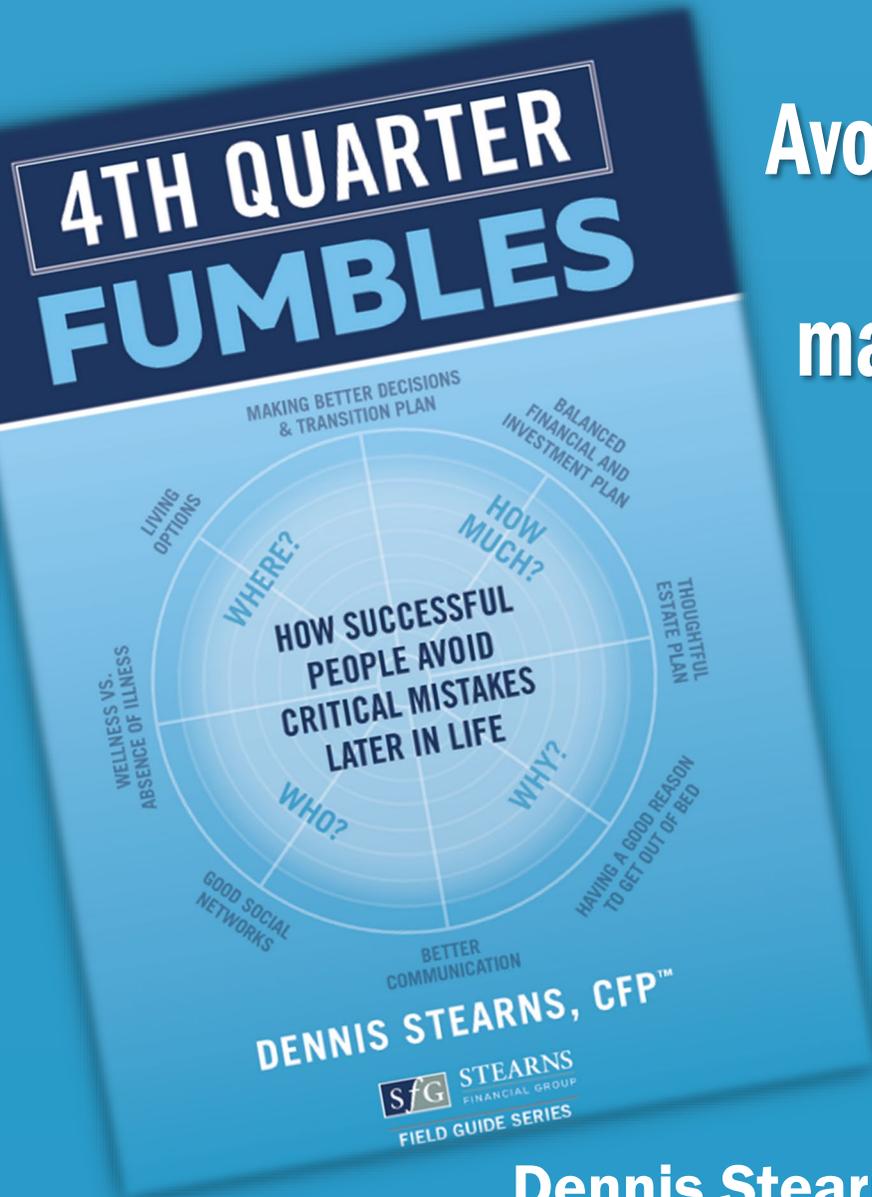


4TH QUARTER CHAMPIONS

A Companion Workbook to *Fourth Quarter Fumbles*.



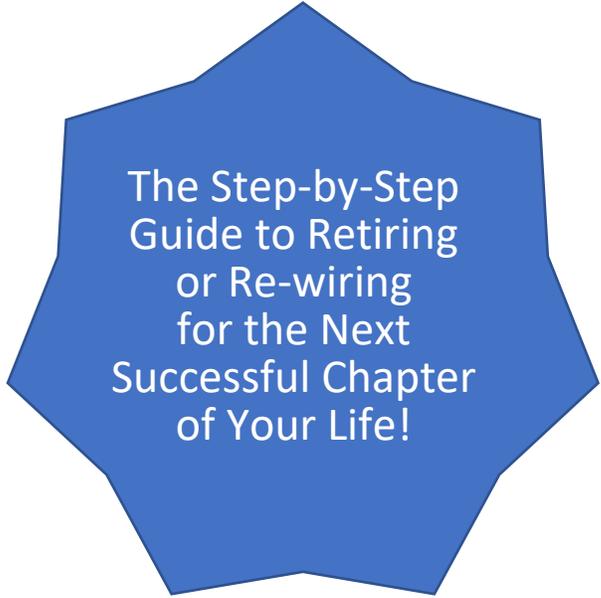
Avoid 4th quarter fumbles
and strive toward
making your 4th quarter
the best ever

The Step-by-Step
Guide to Retiring
or Re-wiring
for the Next
Successful Chapter
of Your Life!

Dennis Stearns, CFP®

Fourth Quarter Champions

Workbook to avoid fourth quarter fumbles and strive toward making the fourth quarter the best ever.



The Step-by-Step
Guide to Retiring
or Re-wiring
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Successful Chapter
of Your Life!

Dennis Stearns, CFP®

Author of

Fourth Quarter Fumbles:

How Successful People Avoid Critical Mistakes Later in Life

“Dennis Stearns is spot on with Fourth Quarter Fumbles. As a veteran aging services professional, I’ve seen all too often the missteps in this book. Dennis offers outstanding advice in the book to avoid or alleviate fourth quarter fumbles which all too often leads to crisis.”

Stephen Fleming

CEO of Wellspring Life Plan Community, and Chair of Leading Age,
the nation’s trusted voice for aging and part of the Global Aging Network

“Dennis has done a marvelous job of challenging each of us to make wise, proactive decisions to maximize our fiscal, physical and mental health as we head into the fourth quarter of life. His concepts are well presented and easy to follow, and many “pearls” will stick with you as you tackle the next three (or four) decades. Implementing these principles may make the fourth quarter the best one yet!”

Dr. Camron Nelson, M.D.

Preventative Medicine Physician and President/CEO
of the Cooper Clinic in Dallas, Texas.

The Cooper Clinic was an early pioneer in disease prevention and is recognized the world over as an authority in wellness, research and education – helping millions lead longer, healthier, happier lives.



This workbook is dedicated to
Elaine and Win Dermody.

They retired and re-wired and adapted as life
threw them many curveballs.

Laine and Win are Fourth Quarter Champions
who were recognized for their success in healthy aging
in a Colorado aging initiative.

They are also beloved family members
and an inspiration for our family's own future
"healthy aging" aspirations.



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More info on 4th Quarter Fumbles:

<https://stearnsfinancial.com/4th-quarter-fumbles.html>

Dennis Stearns, CFP® is the President of Stearns Financial Group, a \$1.8 billion wealth management firm with offices in Chapel Hill and Greensboro, NC and clients around the U.S. and overseas.

Highlights:

- Dennis has been called “one of the leading scenario experts and futurists in the financial planning industry” by the Financial Planning Association.
- He is regularly quoted in leading industry magazines and news sites, including the *Wall Street Journal*, *Barron’s*, *TheStreet.com* and the peer reviewed *Journal of Financial Planning*.
- Dennis is the author of several books, his latest being *Fourth Quarter Fumbles: How Successful People Avoid Critical Mistakes Later in Life* and *Whitewater: How Business Owners Survive and Prosper in the Valley of Death*.
- He frequently leads best practices workshops for financial planners and advisors at local, regional and national conferences.
- Dennis has been awarded three national community service awards from three different non-profit organizations.
- He is a former chess master and played on one of the winningest Pan-American Chess Teams in U.S. history. He has taught an inner-city chess club for at risk youth for over two decades.

Welcome to Re-wirement!

Whether you are planning a traditional retirement or one of dozens of new retire/re-wire options, your time to create an **intentional** new journey is here. You may be leaving behind some stressors, like early alarm clocks, aggravating co-workers or in-boxes that fill so quickly you can't catch your breath. You'll now have other challenges, including the one that trips up far too many people – crafting a life from a (mostly) blank canvas.

Retiring partially or fully can be unsettling. Past generations did not have to deal with this issue – most people worked until they either reached age 65, or they got sick and died. Even those who retired from work at age 65 often didn't have many healthy years before they became sick, and then died. Boredom was rarely a major problem like it is among today's retired. Various studies have shown that boredom is the #1 killer for those who didn't prepare well for the last chapter of life. Or Overtime.

For decades you've made a difference for your family, your community and your work. You've had purpose in your life.

Don't stop now. Make it the best day every day from this point on. You deserve it!

Table of Contents

1. Traits of Fourth Quarter Champions – Retiring and Rewiring
2. Fumble Avoidance Strategies
3. Exploring Options
4. Connecting Financial Planning and Life Planning
5. Weekly Planning
6. Getting Out of the Ditch – Resiliency Skill-building
7. Fumbleocity Quiz and Guidance

Cleveland Foundation Successful Aging Initiative



Five Key Traits of Fourth Quarter Champions

- **Active mobility every day** – whether walking, biking, tennis or golf, getting out and tuning up your muscles.
- **Having a goal to make a difference every day** – it could be helping your family, your community, or creating a stronger friends network.
- **Healthy eating habits** – no “going to seed” for Fourth Quarter Champions! Track your balance of calorie intake and how much you burn each day. Stay leaner but indulge at times. Avoid unhealthy food binging caused by stress.
- **Consume only positive communication** – Fourth Quarter Champions limit their exposure to toxic negativity, whether from family members, friends or the 24/7 news media. They seek out positive people and stories, and themselves become positive role models.
- **Take money stress out of the picture** – We’ve seen many people muzzle their ability to enjoy life stressing out about money. Having a good financial plan that adapts as you age is critical toward avoiding money stressors that impact the four other champion traits above.



Not Retiring just yet? Re-wiring Bonus Traits (if you are still working full or part time)

- **Being serious about work-life balance** – If you are good at what you do for work, you may get sucked into the vortex of working more for ego or money or that shot of dopamine to your brain that happens when you solve a big problem. Champions know when to throttle back and make time for their family, friends and other important areas of their lives.
- **Why not start a new business?** You have the time, experience and money to build something special. If you decide to start a new business as some of our clients have done, make sure it is designed to run like a true business – without you being there much of the time.



How to More Effectively Use this Workbook

This workbook is not intended to be an intellectual exercise. It is most powerful when used as a tool for transforming your life. You'll notice some areas overlap – consider this cross training for your next chapter. Even if you get only one thing better, and avoid only one fumble, that can mean the difference between a great fourth quarter and a mediocre one.

You may be preparing for the fourth quarter at age 60 or age 75. We have clients who believe their fourth quarter starts at different ages based on their health and family history. If you're already into your retirement or “re-wirement” and things aren't going well, relax. We've seen many people get their fourth quarter back on a championship track.

Take notes. Add ideas as you go. Share your ideas with life partner and friends, especially those who are good at adapting to new situations. If you need an accountability coach, find the one friend (could be your spouse) best suited to helping you become a champion. Or SFG's experienced advisors can help you develop your fourth quarter plan and help you adjust and adapt as you run into rough spots or have major decisions to make.

Learn and grow.

A Good Financial and Estate Plan

It is likely that most of the people reading this workbook are clients of Stearns Financial. This means the following checklist may be redundant since you've already got finances and estate matters under control. If not, consider the areas that you don't feel confident as areas to strengthen as you approach or enter the fourth quarter.

Top Seven Financial Considerations

#1 – “Enough” money to live on comfortably, come what may. A well thought out financial plan, updated every three-to-five years, is a good way to determine how bullet proof you are in the fourth quarter.

#2 – A balance of spending on key areas that matter (many that you identified in this workbook) and keeping budgets in line with asset resources.

#3 – Investments that provide diversified ways to hedge both taxes and inflation. Tax diversification is a rare but important way to lower the impact in the fourth quarter as you become aware that tax bills with large retirement plans may go up! For those fortunate enough to live deep into the fourth quarter, or into overtime, inflation can be a silent killer to purchasing power.

#4 – Staying well-grounded as change accelerates in the world. Living in the techno-industrial revolution, coupled with the 24/7 “scare you to death” media cycle, change is happening faster than ever.

#5 – An updated will and trust arrangement. Does it consider many contingencies, including the possibility that you or your spouse will become incapacitated by dementia?

#6 – Other updated estate documents and risk insurance. Have you reviewed your general power of attorney or health care power lately? If children are involved, are they still the best choice to guide health care or financial decisions? Do you have the right balance of insurance for the fourth quarter?

#7 – Where I or we will live in the fourth quarter. The debate over retirement communities versus aging in place in your home or other housing options has never been more intense. If you're single, these issues move from important to critical. You've considered the pros and cons and have at least a general plan as you approach your slow-go or no-go years.

How would you rate yourself in each of these areas?

5 = Good, 1 = Poor

#1 – “Enough” money to live on comfortably, come what may.

#2 – Balanced spending

#3 – Investments that provide diversified ways to hedge both taxes and inflation.

#4 – Staying well-grounded as change accelerates in the world.

#5 – An updated will and trust arrangement.

#6 – Other updated estate documents and risk insurance.

#7 – Where I or we will live in the fourth quarter.

The “One Thing”

We have often been asked by clients and reporters, “Is there one thing that stood out in your research as to why people succeed or fail in the fourth quarter of their life?” I am usually quick to say there are multiple factors that create better odds of happiness later in life, but yes, there is one thing.

Jack Palance in the classic movie *City Slickers* said to Billy Crystal, looking to re-wire his own next chapter, there is “1 thing” that, if you find it in life, will give you lasting happiness. In our Fourth Quarter research, we discovered one thing that was common in Champions and less present in most people who fumbled often – **Gratitude**.

Dr. Gary Bradt, SFG’s Change Master in Residence, is a renowned expert on dealing with change and a master of the keys to happiness. He was the national spokesperson for the mega-successful *Who Moved My Cheese* book, author of several books including *Ring in the Rubble* and consults with entities all over the world on dealing with change and pursuing happiness. He has studied the many aspects of happiness and gratitude and offers the following ideas.

“Gratitude has been called the virtue from which all other virtues spring. For example, grateful people tend to be more generous and motivated to help others. They tend to be less materialistic and less likely to suffer from burnout. In addition, gratitude helps strengthen relationships with loved ones and strengthens the bonds of a community. Finally, research suggests that expressing gratitude can increase physical and psychological health and increase an overall sense of happiness and well-being.”

There are several ways to incorporate gratitude practices into your life. What is your action plan? Jot down a few notes under each of the following:

Write a gratitude letter to someone who's made a difference in your life _____

Keep a gratitude journal _____

Note three things you are thankful for every day _____

Be grateful for the bad things that haven't happened _____

Be grateful for the joy of your senses _____

Set a daily intention to express gratitude _____

Keep visual reminders for what you are most grateful _____

Avoiding the Key Fumbles

You can't avoid every fumble in the fourth quarter of life, just as you couldn't avoid fumbles in the other chapters of your life. You can avoid some, lessen the impact of others and figure out how to get out of the inevitable "ditch" you or a loved one may find themselves in.

Chances are some of the problem-solving skills you acquired during your life up to now will help. Some new skills are needed that perhaps you didn't sharpen well in previous chapters.

Our original Fourth Quarter research took over two years – it spanned hundreds of interviews with Fourth Quarter Champions and failures, collaboration with thought leaders in each of the key areas for fourth quarter success and reading thousands of studies and articles on success aging. Ultimately, we boiled it down to nine key areas to avoid fumbles – the five traits of champions encompass fumble avoidance in multiple areas that are woven together. From our hundreds of clients moving through the go-go, slow-go and no-go years of the fourth quarter, we suspected this "connective tissue" between the fumbles was important. Our deep research confirmed this – **beginning to lose a grip in one area will affect other areas.**

In the *Fourth Quarter Fumbles* book, we introduce the concept of Kaizen, popularized in Japan for continuous improvement in business. Turns out that "small steps" in the Kaizen approach help build stronger habits in the fourth quarter of life. It also tricks the part of your brain that dislikes change and tries to sabotage you when you are trying to take on too big of a challenge.

As you engage with energy and thoughtfulness through the sections of this workbook, you will learn some new insights into how to avoid fumbles, and more importantly, improve your skills to move toward being a Fourth Quarter Champion!

Here are the Nine Key areas discussed in the *Fourth Quarter Fumbles* book, along with one Kaizen tip for each.

1. Making Better Decisions

Kaizen Tip – Cultivate one more good sounding board person in your life.

2. Having a Good Transition Plan

Kaizen Tip – Visualize thoughtfully and write it down in a first “sloppy copy” draft.

3. A Balanced Financial and Investment Strategy

Kaizen Tip – Invest your time in a dynamic, multi-scenario plan and keep it updated.

4. Having a Good Reason to Get Out of Bed

Kaizen Tip – Engage in one “make a difference” activity.

5. Wellness versus the Absence of Illness

Kaizen Tip – Take a walk!

6. Social Networks Rule Even in the Fourth Quarter

Kaizen Tip – Communicate often with existing friends and develop new ones later in life.

7. Communicate Until the Cows Come Home

Kaizen Tip – We’ve already covered gratitude, so let’s add practicing full contact empathy.

8. Thoughtful Estate Planning

Kaizen Tip – Focus on guardrails against risks like dementia as you reach the slow-go and no-go stage of the fourth quarter.

9. Getting your Living Options Right

Kaizen Tip – Carefully consider aging in place versus retirement community options. One size fits one!

What Did Retirement Look Like for Your Parents?

What do you think you would have done differently if you were in their place?

Your Life Partner

Your spouse or life partner is a core ingredient in your ability to have a Championship fourth quarter, a good fourth quarter, or a mediocre (or worse) fourth quarter. SFG's *Gray Divorce, Silver Linings* book chronicles the meteoric rise in recent years in divorce over 50, more often initiated by the woman in a relationship.

Why do more women initiate gray divorce? On a 10 scale, their relationship is usually a four or less. In the old days with shorter life spans and the male became sick and died earlier, it seemed like too much of a hassle. We have a 70-year-old client who came into our office and announced she was filing for divorce. She said she has "too many good years ahead of me, he has gone to seed and I'll be darned if I'm going to waste some of my best and final years being his caretaker."

Almost every long-term relationship we see going into the fourth quarter has had many setbacks along the way. Some relationships have grown stronger, some are fragile. Some partners are bored with each other.

If both partners are re-wiring themselves in the fourth quarter, and no one is going to seed, it's possible to elevate a relationship back into the five-to-seven category (10 being best) or even higher. It's going to take work individually and together. Let's review the health of your relationship.

Marriage Health Survey

Note: *Spouse can equal life partner, depending on the nature of the relationship.*

Q1 – How would you rate your intimacy with your spouse?

- a) Great [5 points]
- b) Good [3 points]
- c) Fair [1 point]
- d) Poor [0 points]

Q2 – How would you rate your friendship level, respect for each other and the ability to share almost anything?

- a) Great [5 points]
- b) Good [3 points]
- c) Fair [1 point]
- d) Poor [0 points]

Q3 – Are you on the same page for health and wellness?

- a) Absolutely [5 points]
- b) Most of the time [3 points]
- c) Some of the time [1 point]
- d) Almost never [0 points]

Q4 – When you're scheduling trips or get-togethers with friends and family, are the discussions:

- a) Easy and fruitful [5 points]
- b) Usually okay, sometimes I go along to get along [3 points]
- c) Likely to end up in a disagreement [0 points]

Q5 – Our shared interests today are:

- a) Many and varied [5 points]
- b) 50/50 [3 points]
- c) Few but at least those are meaningful [2 points]
- d) Rare [0 points]

Summary:

20-25 points – Championship quality! You are likely to have a strong relationship past the go-go years of the fourth quarter into the slow-go and no-go years.

15-19 points – Good, but not great. You will likely need (or already have built) a good group of friends to discuss things that you can't discuss with your spouse. At least your spouse won't be part of the problem of achieving a good fourth quarter.

10-14 points – Fair (Average). You're in the place that many people are in long-term relationships. This may not detract from your fourth quarter happiness, but it may not help much either. If you can move into the next category up with some intentional planning and action, it will boost your wellness in the fourth quarter.

0-9 points – Below average. This is dangerous in the go-go years depending on how much time you have to spend together or joint decisions that are needed. As you transition to slow-go or no-go, often at different speeds, the poor relationship issues will become magnified. Some of these relationships can't be fixed, but some can be moved, at least, to neutral (fair). It's worth the effort to try given the consequences for your fourth quarter happiness. Consider the online counseling for you and as a couple discussed above, or seek out face-to-face counseling.

Losing Your “Important” Identity

For those who have had one or more careers, it is normal for some feeling of loss, even grief, over losing the title and responsibilities that go along with a career or business.

One of our surgeon clients shared that when they have breakfast at the hospital every week and invite the retired surgeons – the retired surgeons who attend are almost always men who show up in their 70s, 80s and 90s. She then said, “You won’t catch me or any of our other female surgeons doing that after we retire!” Maybe it’s a guy thing. Or maybe their identity was too closely aligned with “being a surgeon.” Or maybe those surgeons loved their profession so much they still wanted to be recognized as an elder. In almost every other culture around the world except the U.S., elders are revered and made to feel a part of ongoing life.

Fourth Quarter Champions have told us that they recognized their value as a human being came from who they are and what they stand for, not what they did for a living.

Having some connections to your former career or business can be healthy. Not finding suitable replacements for the responsibility, or the esteem, or the adrenaline surge, or whatever you liked about your job often leads to fumbles rather than championship rings.

In the book *Atomic Habits* (James Clear, Random House, 2018), Clear addresses the two-step process to changing your identity:

“Your identity emerges out of your habits. You are not born with preset beliefs. Every belief, including those about yourself, is learned and conditioned through experience. There are some aspects of your identity that tend to remain unchanged over time, like identifying as someone who is tall or short...”

A powerful notion. You're rewiring for the next chapter of your life – how can you rewire behaviors of a Champion?

The simple two-step process that *Atomic Habits* discusses in detail is:

- 1. Decide the type of person you want to be.**
- 2. Prove it to yourself with small wins.**

Can it really be that simple? Kaizen teaches us that it can. Our study of Fourth Quarter Champions finds that many people with good habits in the third quarter had to rewire in the fourth to stay at the top of their game. And some Champions had a miserable third quarter and rewired to championship caliber in the next chapter.

Many Champions have asked themselves the question, after decompressing from a frenetic stress-filled career, "What would a healthy person do?" Every day they ask the question, sometimes multiple times a day. The result of reprogramming your fantastically powerful inner computer can be nothing short of amazing.

Much of this workbook focuses on the type of person you want to be, but *Atomic Habits* goes deeper into how to rewire at a profoundly deep level, if you dare.

Considering Your Needs and Wants

You or your spouse should keep a budget, detailed or not. Some of your expenses are needs, things you can't live without. They include housing, medical insurance or medigap, food at home and some eating out, plus taxes. Yes, taxes are still going to be an issue if you're successful in growing your assets into the fourth quarter.

Expenses like cable TV and cell phones used to be considered luxuries, now most consider them needs.

Wants are optional but key to you and your spouse having a championship fourth quarter versus a mediocre one. They could include:

- Eating out at expensive restaurants
- Travel – little trips and big ones
- Pampering yourself – massages, spa memberships
- Weekly lunches with friends
- Season tickets to your favorite art or sport activities
- Golf
- Special enriching experiences
- An expensive sports car
- An RV

Use the template on the next two pages to write down your expected expenses in the early years of retirement. **Start with an abundance mentality** – all things are possible but stay within some bounds of realism. Very few people can financially go from few vacations to travelling the world every month.

If a thorough analysis of your resources suggests your optimum wants and needs will run you out of money, that is the start of figuring out how to match the present with the future. Stearns Financial is experienced in helping you and your spouse figure this out without embarrassing discussions of “my wants versus your wants,” or even knock-down drag-out fights.

| | Current Annual Expenses | Retirement Annual Expenses |
|------------------------------------|-------------------------|----------------------------|
| Housing - Primary Home | | |
| Mortgage (principal and interest): | | |
| Homeowner's Insurance: | | |
| Real-Estate Taxes: | | |
| Association Dues: | | |
| Other: | | |
| Electric: | | |
| Gas: | | |
| Water/Sewer: | | |
| Trash: | | |
| Telephone: | | |
| Television: | | |
| Internet: | | |
| Alarm: | | |
| Housekeeper: | | |
| Lawn Care: | | |
| Furnishings: | | |
| Maintenance/Repairs: | | |
| Other: | | |
| Housing - Secondary Home | | |
| Mortgage (principal and interest): | | |
| Homeowner's Insurance: | | |
| Real-Estate Taxes: | | |
| Association Dues: | | |
| Electric: | | |
| Gas: | | |
| Water/Sewer: | | |
| Trash: | | |
| Telephone: | | |
| Television: | | |
| Internet: | | |
| Alarm: | | |
| Housekeeper: | | |
| Lawn Care: | | |
| Furnishings: | | |
| Maintenance/Repairs: | | |
| Other: | | |
| Food | | |
| Groceries: | | |
| Dining Out: | | |
| Other: | | |
| Clothing | | |
| Clothing: | | |
| Dry Cleaning: | | |
| Other: | | |
| Transportation | | |

Auto payments:

Gas and Oil Changes:
Auto Insurance:
Personal Property (Auto) Tax:
Maintenance/Repairs:
Other:
Entertainment/Travel

Entertainment:

Vacation:
Hobbies:
Other:
Gifts (Birthdays, etc.)
Memberships:
Subscriptions:
Other:
Personal/Miscellaneous

Cellular phone:

Haircuts:
Manicures, Pedicures, Massages:
Pet Care:
Miscellaneous Cash:
Tax Preparation:
Other:
Non-reimbursed business expenses:
Other:
Charitable Gifting

Charitable Gifts:

Other:
Medical

Medical Insurance Premiums:

Medical Insurance Premiums (Pre-Tax):
HSA Contributions:
FSA Contributions:
Dental Insurance Premiums:
Vision Insurance Premiums:
Medical - co-pays/out of pocket:
Dental - co-pays/out of pocket:
Vision - co-pays/out of pocket:
Prescription Drugs:
Other:
Additional Insurance

Life Premiums:

Disability Premiums:
Long-term Care Premiums:
Umbrella Premiums:
Other:
Grand Total

Now consider the expenses in retirement that might surprise you.

- **Home repairs** – homes and appliances age and need regular maintenance that may increase over time.
- **Car repairs or replacement** – new safety features plus occasional “life is short” emotions cause many to upgrade their cars in the fourth quarter.
- **Hobbies you start but haven’t become good at (yet)** – outfitting your basement with woodworking gear is an example.
- **Lifestyle creep** – many people who are frugal decide to move upscale a bit, or a lot, in retirement. This can be the source of marital disagreements. Lifestyle creep isn’t necessarily bad, including unexpected happiness that’s hard to measure around family experiences.
- **Long-term care** – Often long-term care costs offset other living costs that aren’t being spent, like travel. Buy-in equity into a continuing care retirement community (CCRC) is usually covered by selling your existing home. However, if your plan is to age in place in your home, extra costs to make your home aging friendly are likely, and in-home care is usually quite a bit more expensive than in a CCRC.
- **Discretionary gifts to children or grandchildren** – often helping them with education or “just because” gifts. We’ve seen some incentive programs, i.e., dollar for dollar match on scholarships, works well, but still depends on family values and culture.
- **Emergency help for children or grandchildren** – we’ve seen a number of approaches here, including tough love. We suggest a very thoughtful approach depending on circumstances.
- **Experimental treatments** – there are some treatments for rare diseases or experimental treatments for cancers that are used in other countries, but not covered by most medical insurance or Medicare.
- **Prescriptions** – depending on medications, we see many non-covered costs among some of our clients.

Intentional Happiness

After you retire or even re-wire, you get to choose your own stress level. Studies have shown that some stress is positive and leads toward good outcomes. Bad stress will literally kill you and your relationships. If you can get to a place where 70% of your activities **regularly** give you some joy or happiness, the other 30% won't usually drag you down. Ideally, truly unpleasant tasks are 10% or less of your time each week.

Note: If it's your spouse dragging you down, you need to get into marriage counseling with a well-chosen therapist immediately. SFG works with many divorcees who have had many different outcomes, financially and happiness-wise. We can provide help, but part of the hard work has to come from you.

What Makes You Happy?

- Spending quality time with friends?
- Taking your spouse on dates that involve different activities at all times of day? Do something unexpected!!
- Travelling with your spouse? Adding one or more couples to the mix?
- Travelling with special guy or girl friends?
- Taking a class to learn something new? Is it a bonus to meet interesting people?
- Spending fun time with your favorite pet(s)?
- Savoring that cup of coffee for an hour in the morning instead of gulping it down like you did while working?
- Playing tennis or golf?
- Volunteering at the local soup kitchen or delivering meals on wheels?
- Having weekly activities (in-person or virtual) with children or grandchildren?
- Reading books? Being in a book club?

Identify what makes you happy and do more of it in the next chapter of your life!

What are You Doing When You Feel the Happiest?

Activity: _____

Why does it make you happy? _____

Things I might like to try (from the list that follows on the next page or even better, your imagination!)

Activity: _____

“Passion is energy. Feel the power that comes from focusing on what excites you.” Oprah Winfrey

Brainstorming Ideas for Your Bucket List

I've never been a big fan of bucket lists. I've seen too many people get enamored with their own list early in the go-go years ("I've got to get these done while I'm still healthy!") and disregard many of the important people in their life, creating problems later on.

For this purpose, let's assume you've got the other factors of your wheel of life balanced and you're considering some "wow" experiences. Here are some we've seen:

- Learn to dance (individually and together)
- Organize a family reunion
- Walk parts of famous trails like the Appalachian Trail, Continental Divide Trail or Pacific Crest Trail
- Become a painter – do it for yourself or share with grandchildren via zoom or in-person "paint together" quality time
- Volunteer as a pastry chef in a foreign land (yes, for one of our clients, it was fabulous on many levels)
- Research your family history
- Be a reader at an elementary school or mentor a youth
- Become a volunteer at a civic club and then lead it
- Start a new business with a son or daughter
- Go on an expedition with National Geographic
- Learn or re-learn a musical instrument
- Learn a foreign language (new tools like Babbel are very helpful)
- Learn to cook things you and your family enjoy
- Join a local leadership program through your Chamber of Commerce
- Write an interesting book about your childhood (great for connecting to grandchildren!) or family history
- Biking or hiking – our clients who have done multi-generation bicycle trips have counted them as some of the best experiences of their life.

Fourth Quarter Champions Tip:

Most fun activities require some measure of mobility.

Stay active...take a walk!

Travel Learning

Make new friends while traveling far or near with offerings that combine globetrotting with learning. Here are some our clients have vetted:

1. **Backroads tours** have been a popular travel service for many of our clients. They have a wide variety of travel packages from active (hiking, biking and beyond) to less adventurous trips, designed for all budgets. They provide experienced guides and people who go on these trips often develop lasting relationships with those who want to widen their circle of friends.

2. **Earthwatch Institute** is a nonprofit that connects top scientists with laymen on its expeditions, where you'll work on research projects and analyze data. Choose a location and project according to your interests, but read the fine print about how fit you need to be to carry it out. Pick something within your ability, then book your experience!

3. **Oxford University Summer School for Adults** is a residential summer program that offers 60 accredited courses, each a week long, over a five-week period in central Oxford, England. Classes max out at 10 students of all ages studying a broad array of topics from architecture to theology. Live on campus or in town.

4. **Road Scholar** offers hundreds of educational travel adventures both inside and beyond U.S. borders. Join fellow birders, attend an archeological dig, ride a camel in Egypt ... opportunities abound. Lodgings are usually comfortable but not high-end, and trips invariably emphasize learning paired with related destinations.

What are some extraordinary trips you might like to consider? _____

Retirement Can Be a Time for Exploring and Learning

Are you looking for an interesting experience that is a little out of the ordinary, taught by someone who is at the top of their field? Or maybe you're not ready to stop working, but you want to work in a different field? Consider the endless array of options now available online.

MOOC Lowers the Bar

The Massive Open Online Course (MOOC) movement has opened the field for learning anywhere there is high-speed internet. Often these excellent classes are offered at little or no cost, and you don't have to meet any prerequisites to sign up. You can take classes from MIT, Harvard, and Yale that you may have dreamed about but couldn't find the time to do it. There's no driving involved, and you can often take them at your own pace.

Where to Start

Ground zero is the edX website, an online clearinghouse created in 2012 that is the joint brainchild of the Massachusetts Institute of Technology (MIT) and Harvard University. Their vision: "As a mission-driven organization, we're relentlessly pursuing our vision of a world where every learner can access education to unlock their potential, without the barriers of cost or location."

Millions of students use it every year to take over 3,000 diverse classes in subjects from negotiation to Chinese to cloud computing. Imagine the change that so much knowledge creates — and you can be a part of it!

Once on the platform, you can sort by level, subject, learning institution, or type of class. You'll be learning from the best with MIT, Harvard, Caltech, the Sorbonne, Cornell, Dartmouth, Stanford and the like participating. That's right: you, too, can be an Ivy Leaguer. All of the courses are self-paced, so you can take a month or a year to finish. Studying can take place in your home, the library or your favorite coffee shop.

Another resource is Coursera, which offers everything from one-day courses to master's degrees from such varied institutions as Rice University and the University of Sydney. There's a wide selection of free courses from both universities and companies, but be aware that degree programs and some classes charge a fee.

Udemy has more than 183,000 video courses that start at \$14.99. If you have ever wanted to learn coding, web development, JavaScript, Excel, data science, or drawing, this may be the platform for you. Courses feature real reviews, often by more than 100,000 users, that are useful when narrowing down your choices.

FQF Champion idea: Give a gift of on-line learning that brings a smile to the face of your grandchild! Caution – it better have a cool factor.

MasterClass

In a class of its own according to many of our clients is the renowned MasterClass. These are not your typical university classes, but presentations brought to you by world-class experts in the topic. Learn about songwriting and production from Mariah Carey, or let Gordon Ramsay show you how to prepare restaurant favorites at home.

One of our clients wrote a book for his grandchildren and a masterclass on writing helped him make the stories better to engage with future generations of his family.

More than 100 classes are offered, each comprised of about 20 lessons of 10 minutes each. Choose from community or government, where a past president may be your instructor, or delve into writing, business, wellness, style, sports, and more. An annual subscription gives access to the whole library of classes and any new ones that launch that year for \$180.

No matter what your interest, if you want a degree or a short learning session, if you have nothing to spend or plenty, there's an educational experience out there that meets your needs.

Health and Wellness

It's virtually impossible to have a great fourth quarter without having above average health, physical, mental and emotional health. It's your #1 asset to pay attention to! We do know some Champions who rose above chronic pain, depression and other health issues – they are inspirational, but they are also rare.

Physical activities

- **Take a walk** – Many Champions do a long one in the morning and a shorter one in the afternoon
- **Stretch** – Underappreciated as a way to stay mobile in the fourth quarter
- **Do some light weight lifting** – muscles need toning as you age
- **Consider occasional cardio** – your heart needs regular tune-ups!

Food and drink consumption

- **Moderation is the key** – Ben Franklin had it right.
- **Possible life extension food ideas** – Read books like *The Mediterranean Zone* or the healthy food recipes at lifeextension.com.
- **Sugar, as dangerous as cigarettes?** – Already a headline when you search on Google, research is chilling.
- **Tools to help you stay in the middle of the road** – Apps for your smart phone like MyFitnessPal, PlateJoy or Noom

Mental health tuning

- **Poor mental health** – Way more dangerous than cigarettes or sugar!
- **Purpose as antidote** – Champions always have a purpose driver that gets them out of bed in the morning
- **Fear of therapists** – Having a good one to talk to occasionally is a secret of many Champions
- **Online tools and options** – The Nod or VeryWellMind.com

My top three goals for each health and wellness area are:

1. Physical activities

2. Food and drink

3. Mental health tuning

Building Your Resiliency Community

Retirement is a great time to build your resiliency community that will help you deal with the storms that you are sure to encounter in the next chapter of life. A resiliency community is having a good variety of people that you know well enough to count on for good advice or even direct help in your darkest moments.

Do it now instead of waiting for when there is an emergency.

Fourth Quarter Champions are proactive instead of reactive as much of the time as they can muster, and the resiliency community can often be the key to figuring out a proactive approach to avoiding a fumble in the first place. Or getting out of the ditch when you do experience a fumble.

Here are the key support people that represent a healthy community:

- **A spouse** who likes you and will listen even when they know how many times you've fumbled in situations like this.
- **Friends** who have a great attitude about life and how to make lemonade when you're given lemons.
- **Family members** with good common sense.
- **Clergy or spiritual advisor** – creates good grounding in difficult times.
- **Medical advisors** – navigating the medical spiderweb today is challenging, from getting the right diagnosis to getting sound advice on prescriptions or optional surgical procedures. We have found that paid experts like concierge specialists can be invaluable at various points of time, including the go-go years, in the fourth quarter of life.

Secret of success – not really a secret but too rarely done well – the more you get out there and engage with people, meet new people every week, be uplifting instead of a downer, have deep discussions where you listen instead of hold court, make a difference in a non-profit or simply be a friend to someone else, you will build your resiliency team for the future.

Give to Get

Many Fourth Quarter Champions have learned that they are happiest when they do things for others. Turns out, many studies have shown the personal benefits of giving to be tangible and, building over time, can permanently elevate happiness levels. You don't have to shop to reap the benefits of giving. Research suggests the same benefits come from donating to charities or volunteering your time, like at a soup kitchen or a homeless shelter. Here are some of the ways that giving is good for you and your community.

In a 2006 study, Jorge Moll and colleagues at the National Institutes of Health found that when people give to charities, it activates regions of the brain associated with pleasure, social connection, and trust, creating a "warm glow" effect. Scientists also believe that altruistic behavior releases endorphins in the brain, producing the positive feeling known as the "helper's high."

In his book *Why Good Things Happen to Good People*, Stephen Post, a professor of preventative medicine at Stony Brook University, reports numerous studies showing that giving to others can increase health benefits, including in people with chronic illnesses.

In a University of Michigan study, individuals in the fourth quarter of life who provided practical help to friends, relatives, or neighbors, or gave emotional support to their spouses, had a lower risk of dying over a five-year period than those who didn't. Interestingly, receiving help wasn't linked to a reduced death risk.

Researchers suggest that one reason giving may improve physical health and longevity is that it helps decrease harmful stress, which is associated with a variety of health problems.

Grandchildren

We have observed many of our clients develop spectacular relationships with their grandchildren. Many list this as one of their top three “legacy” builders, things they would want said at their funeral or remembered for future generations.

Close relationships with grandchildren require some effort and creativity and patience over time. Champions often have this trio:

- Grandchild has regular contact with the Grandparent
- Grandchild grows a strong emotional bond to the Grandparent
- Grandchild sees the Grandparent as part of their own resiliency community

This falls under the Fourth Quarter axiom “Communicate until the cows come home.” That means speak their language and understand what makes them tick. You may send a handwritten letter, text and call on the phone or duo/zoom. They may respond in their own communication style. It’s a brave new world of communication for youngsters these days.

Check out the *Barker Ten Mile* book or the SFG YouTube channel podcast with the author, Chris Musselwhite. In telling his stories as a child, he ended up with a magical connection to his grandchildren.

What are some grandchild relationship ideas?

Tending the Friends Garden

Do you remember your first good friend? Did you live in the same neighborhood? Go to the same school? What did you do together?

When your family and life became very busy, who did you still stay in touch with? Why?

Friends are the family we choose and they are a key ingredient in Fourth Quarter Champions. The Champions usually have three-to-five good friends and another circle of friend acquaintances.

Here's the catch – as you grow older, some of your close friends may move away, become ill or die. Or drift away as a result of differing views of the world. Or become toxic to be around.

Here are some opportunities to develop new acquaintances, a few of which may turn into friends later in life:

- As you serve your local community cause, be the first to welcome a new person in any setting.
- Invite someone new to breakfast or lunch every week. Ask your network who might be open to that and who they know that would be fun to get to know.
- If you travel on experiential trips, its almost a guarantee you'll meet someone interesting. Learn more about them.
- Shared hobbies or sports, including golf, tennis and fishing all create opportunities to meet new people.

If your life is super busy (as many in the go-go years experience), use a system so you'll reach out to your network of friends at least once a week. Small touches are fine – stay in touch.

Intentional Volunteering

This is another “Give to Get” area that is full of opportunities, as well as challenges if you don’t do your homework. We use the word “intentional” in the title for a reason. Many people retire and find volunteer activities that they think they would like without much of a discovery process, only to discover that they aren’t well suited to that particular volunteer activity.

We have one client who was heavily recruited to the board of a non-profit. After going to lunch with each board member, he figured out he would be miserable on the board – it wouldn’t help him and wouldn’t help the non-profit. Instead, he found a front-line activity for the same non-profit helping the elderly, and has been very fulfilled.

Here are a few questions to ask as you’re considering a volunteer opportunity:

1. **What are your goals?** This will help you understand how proactive versus reactive the volunteer group is and how well they have their act together.
2. **What are my options?** Ask follow up questions to determine which options may be a good fit.
3. **How many hours are needed?** Low balling volunteer time expectations is one reason there is so much volunteer burnout.
4. **Who would be training me? Supervising my activities?** These are key reasons why volunteers fail. Meet the trainer and supervisor and assess whether they are good at what they do.
5. **What was the feedback from volunteers who left? What aspects of the program have worked and what has been a disaster?** These questions may unearth some areas of opportunity for your skills, or it may provide some caution flags.

The Holmes-Rahe Life Stress Inventory

The Social Readjustment Rating Scale

INSTRUCTIONS: Mark down the point value of each of these life events that has happened to you during the previous year. Total these associated points.

| LIFE EVENT | MEAN VALUE |
|---|------------|
| 1. Death of spouse | 100 |
| 2. Divorce | 73 |
| 3. Marital Separation from mate | 65 |
| 4. Detention in jail or other institution | 63 |
| 5. Death of a close family member | 63 |
| 6. Major personal injury or illness | 53 |
| 7. Marriage | 50 |
| 8. Being fired at work | 47 |
| 9. Marital reconciliation with mate | 45 |
| 10. Retirement from work | 45 |
| 11. Major change in the health or behavior of a family member | 44 |
| 12. Pregnancy | 40 |
| 13. Sexual Difficulties | 39 |
| 14. Gaining a new family member (i.e. ... birth, adoption, older adult moving in, etc.) | 39 |
| 15. Major business readjustment | 39 |
| 16. Major change in financial state (i.e. ... a lot worse or better off than usual) | 38 |
| 17. Death of a close friend | 37 |
| 18. Changing to a different line of work | 36 |
| 19. Major change in the number of arguments w/spouse (i.e. ... either a lot more or a lot less than usual regarding child rearing, personal habits, etc.) | 35 |
| 20. Taking on a mortgage (for home, business, etc. ...) | 31 |
| 21. Foreclosure on a mortgage or loan | 30 |
| 22. Major change in responsibilities at work (i.e. promotion, demotion, etc.) | 29 |
| 23. Son or daughter leaving home (marriage, attending college, joined mil.) | 29 |
| 24. In-law troubles | 29 |
| 25. Outstanding personal achievement | 28 |
| 26. Spouse beginning or ceasing work outside the home | 26 |
| 27. Beginning or ceasing formal schooling | 26 |
| 28. Major change in living condition (new home, remodeling, deterioration of neighborhood or home etc.) | 25 |
| 29. Revision of personal habits (dress manners, associations, quitting smoking) | 24 |
| 30. Troubles with the boss | 23 |
| 31. Major changes in working hours or conditions | 20 |
| 32. Changes in residence | 20 |
| 33. Changing to a new school | 20 |
| 34. Major change in usual type and/or amount of recreation | 19 |
| 35. Major change in church activity (i.e. ... a lot more or less than usual) | 19 |
| 36. Major change in social activities (clubs, movies, visiting, etc.) | 18 |
| 37. Taking on a loan (car, tv, freezer, etc.) | 17 |
| 38. Major change in sleeping habits (a lot more or a lot less than usual) | 16 |
| 39. Major change in number of family get-togethers (**) | 15 |
| 40. Major change in eating habits (a lot more or less food intake, or very different meal hours or surroundings) | 15 |
| 41. Vacation | 13 |
| 42. Major holidays | 12 |
| 43. Minor violations of the law (traffic tickets, jaywalking, disturbing the peace, etc.) | 11 |

Now, add up all the points you have to find your score

TOTAL

150pts or less means a relatively low amount of life change and a low susceptibility to stress-induced health breakdown.
 150 to 300 pts implies about a 50% chance of a major health breakdown in the next 2 years.
 300pts or more raises the odds to about 80%, according to the Holmes-Rahe statistical prediction model.

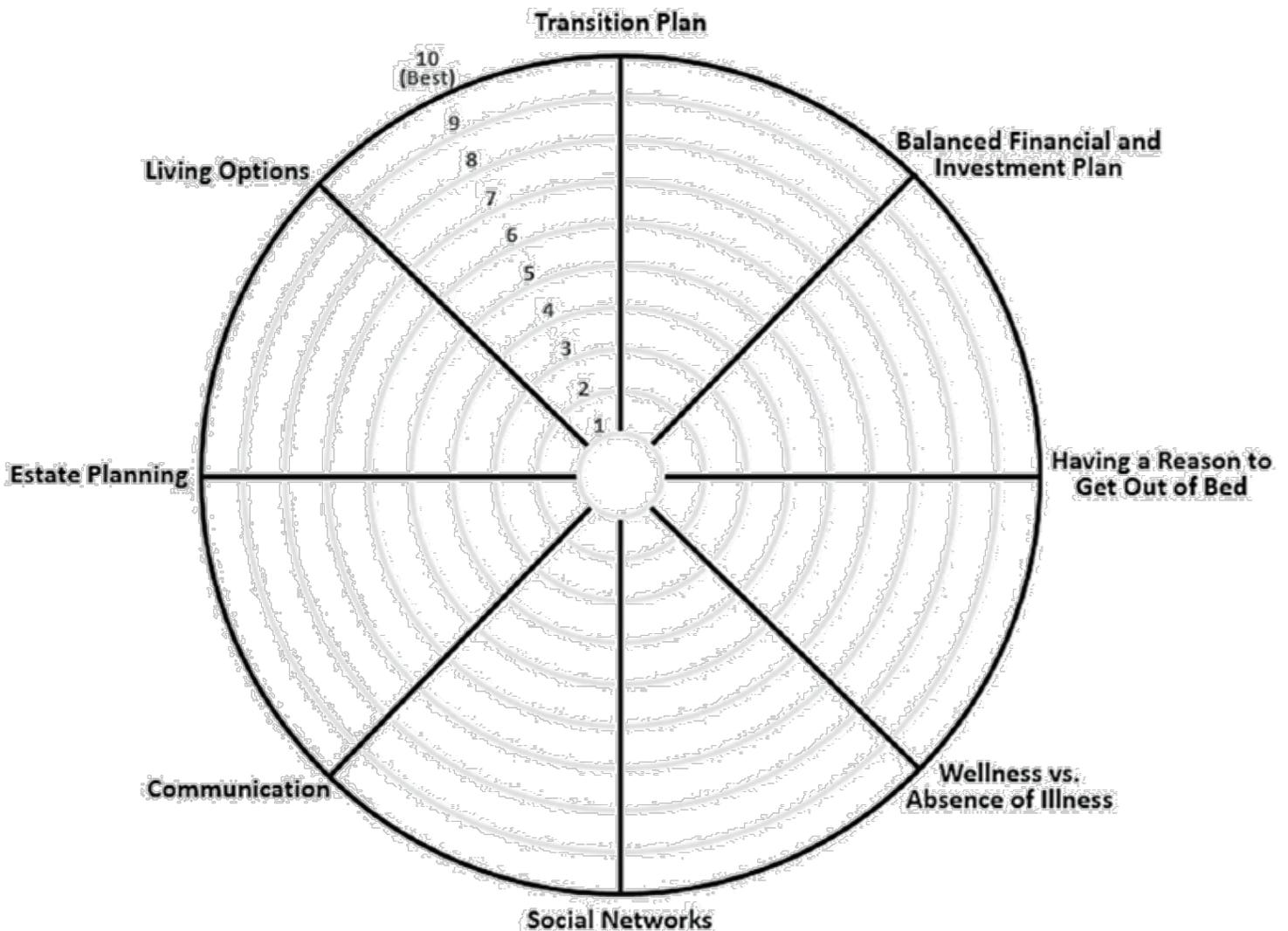
Tracking Your Progress – the Wheel of Life

Many of our Fourth Quarter Champions monitor their progress through journaling or other visual tools. Here is one of our favorites – the Wheel of Life. Take it now and monthly and it will give you a sense of where you are filling out your wheel or where you have a flat that needs fixing.

Step 1 – Place a dot on each spoke indicating where you feel you are in regard to that particular focus area, using the 1-10 scale, with 1 being a low score and 10 being the best score.

Step 2 – Now, connect the dots to see how your balance wheel turns out.

Step 3 – Is your balance wheel-rounded? Are there flat spots on your wheel? Are you seeing areas that might need a little attention? What can you do to score each focus area higher, resulting in a more well-rounded balance wheel?



Fumble Likelihood Assessment

The following Fumble Likelihood Assessment combines the experiences of hundreds of people at different stages of the fourth quarter of their life. It provides some clues on what you should think more about entering the last quarter of your life.

If you're approaching the fourth quarter, take the survey in that spirit and adjust some of your answers as if you're already wrestling with what your "Why?" (Why should you get out of bed in the morning?) or "Who?" (who should I hang around with?) or "Where?" (where will I live?) will be. If you're already in stage 1, 2 or 3 of the fourth quarter, likewise adjust your answers. This is intended as a directional guide to highlight areas of potential fumbles and how to lessen the likelihood of fumbles and achieve fourth quarter happiness.

If one area stands out as a potential problem, focus on that part of *Fourth Quarter Fumbles*. If you and your life partner both take the assessment, it will provide rich opportunities for good communication as you consider how to navigate the fourth quarter together and make joint decisions. Or it will create good opportunities for identifying friction points that need future work. If you're both fuming after this discussion, I suggest reading chapter 9 of *Fourth Quarter Fumbles*, *Communicate Until the Cows Come Home*, let some time pass, and then try having the discussion again.

Go with the first, instinctive answer that comes to mind. Read the summary of that answer. Only if you really feel another answer absolutely, positively fits you should you change the answer. Total the point count for each of your answers at the end for the overall score.

Brain Games

1. How have you done in the past with major decisions?

a) Not very well. (0 points)

Sorry to hear that. No time like the present to up your batting average, but it's going to take effort, homework and making sure your fourth quarter inner circle is filled with family, friends and advisors who can help you make better future decisions.

b) Some good, some bad. (4 points)

Think about how you made the good decisions. Now think about what hindsight tells you were the causes of the bad decisions. Get your very best decision maker (friend, family or advisor) to help you deconstruct your good and bad decisions. Fourth quarter success can come down to making a few more good decisions and fewer bad decisions. Perfection is unattainable - sorry to all the type A personalities reading this who take this statement as a challenge!

c) Mostly good decisions. (9 points)

Well done. Even Warren Buffet has trouble getting above 70% good decisions, but the key is he tries to make sure major decisions are examined more closely. The other challenge is to avoid paralysis by analysis and overthinking a major decision - a key art form for the fourth quarter.

2. How would you describe your mental sharpness?

a) Not so good. (0 points)

Let's figure out how to change this. Low mental sharpness going into the fourth quarter can create a lot of bad decision making and fumbles.

b) I'm somewhat sharp, just need inspiration. (4 points)

Let's figure out what your inspiration looks like. This shot of mental energy will help you make better decisions and engage better in the next chapter of your life.

c) I'm very sharp, on top of my game. (9 points)

You should do well in the early stages of the fourth quarter. Keeping that edge will be tough. You'll find that you are even more disappointed as you

move deeper into the fourth quarter if you lose that edge. Our brains tend to measure things from what we think is normal for us – set the bar high and disappointment can follow without regular mental “workouts.” Even then, some loss of sharpness is normal as we age.

3. Do you have family history of any form of dementia?

a) Yes. (0 points)

This puts you at higher risk of losing mental acuity in the fourth quarter, especially if the history is of early onset dementia. Rarely discussed is the damage done in the three to five years preceding diagnosis, when bad decisions may be made before anyone realizes there is a problem in the brain machinery.

b) No, but many of my family struggled with diminished capacity later in life. (3 points)

This may mean they lost their reason to get out of bed in the morning, or it could mean chemistry changes in their brain. This is a good indicator that you need to be even more mindful of keeping your mental faculties sharp deep into the fourth quarter.

c) No history and my people stay fairly sharp almost to the end. (8 points)

Great! A good family history is helpful and gives you a leg up on staying sharp.

Transitions

1. How have you done in your life with major transitions?

a) Not-so-good. (0 points)

Your ability to transition in prior experiences in your life gives some clues as to how you’ll do in the major fourth quarter transition. Focus on the transition chapter and do extra homework including reading about and talking to been-there, done-that people who have successfully transitioned from the 3rd quarter into the fourth quarter of their lives.

b) So-So. (3 points)

You've had some good transitions and others didn't do well at first or have always been a struggle. If you have an uneasy feeling after reading the chapter on Transitions and the fumbles highlighted, take extra time to make sure the transition part gets done right.

c) Great. (8 points)

Good for you! You will likely do fine with the fourth quarter transitions, although keep in mind the stakes can feel higher here than in other major transitions of your life.

2. Have you considered options for the next stage of your life in the fourth quarter?

a) Not much. (3 points)

You're in the majority who give the next stage a little thought now and again, but thinks you can improvise as you go and figure it out when you get there. Some can, but most won't get the best plan going without more homework and help from others in their network.

b) I've got some good ideas. (6 points)

Better than no ideas. And one of the villains of decision making, "narrow framing" (see Brain games chapter in the Fourth Quarter Fumbles book), is best avoided by having a wider idea of options.

c) I've got many ideas and have already started exploring with family and friends which are best to start out with to fill an unfilled weekly calendar. (9 points)

Congratulations, you've just entered the top 3% of people entering the fourth quarter. Exploring ideas for your next chapter of life intentionally and figuring out what options are good for your unique personality and circumstances is the next step.

3. How many of your family or friends have done well in fourth quarter transitions?

a) None. (0 points)

This could be a problem. The nut doesn't fall too far from the tree. Without good examples and good mentors, getting your transition plan right will be challenging. Begin searching for others who have done well in their fourth quarter transition and spend time with them. Read stories of people you admire and see how they did it...or failed.

b) A few. (4 points)

This is a good start. Now widen your network of fourth quarter success stories.

c) Quite a few friends and family have transitioned well in the fourth quarter. (8 points)

Good, you are again part of the top 3% club of those who have a leg up in figuring out a good transition plan. Pivoting effectively as you enter different stages will also serve you well.

Financial and Investment Planning

1. Do you have an up-to-date financial plan with carefully considered expenses and economic scenarios?

a) No plan, no clue what I should do. (0 points)

Unless you have a nice income flow from a pension or family business, you may have many financial distractions early in the fourth quarter that prevent you from figuring out your "why?" in the next chapter of your life.

b) I have a general game plan. (4 points)

A general idea of your fourth quarter expenses, where cash flow will come from and how to hedge inflation longer term is a very good start.

c) I have a well thought out, up to date plan. (9 points)

Congratulations! Less than 3% of Americans have a written financial plan, and it's estimated less than 1% have a truly well thought out plan, and keep it fresh going forward.

2. How would you describe your financial margin of safety for the fourth quarter?

a) No margin of safety, Wal-Mart greeter may be in my future. (0 points)

You're not alone. The Boston Center for Retirement Research estimates that 50% of baby boomers are in your situation. The options are few, with working longer into the fourth quarter at the top of the list. It's better to figure out how to use your unique talents to at least be able to work less hours deep into the fourth quarter rather than take jobs that pay minimum wage.

b) Moderate margin of safety, have to be somewhat careful in spending and investing. (4 points)

You've beat the odds of the average baby boomer. Now you need to keep better track of expenses going forward and be careful to not let fear or greed influence your fourth quarter investment decisions.

c) Wide margin of safety, will do fine in almost all scenarios. (9 points)

Well done! Make sure you're protected from a "perfect storm," a combination of unforeseen expenses, poor investment decisions and health related problems. Or perhaps gray divorce. Now you can focus on the other 80% of fourth quarter decisions that lead to more happiness and fewer fumbles.

3. Do you have a history of making bad investment decisions or poor spending choices based on short term emotions like fear or greed?

a) Yes, I'm heavily influenced by friends and TV shows. (0 points)

This is dangerous. You'll need to spend some time understanding the potential fumbles and doing additional study to improve your success ratio in the fourth quarter. A network of "make better decisions" friends (you may need to look for some new ones!) and a quality professional financial advisor that you trust will also help.

b) I've only had a moderate number of problems in spending or investing along the way. (4 points)

With an eye on your goals and some professional help (directly or through occasional surgical financial "second opinions"), you should be able to do better than average when it comes to fourth quarter spending and investing conundrums.

c) I've had very few bad decisions when it comes to spending or investing. (9 points)

You are rare indeed! While the fourth quarter may throw you some curve balls that you didn't experience in the first three quarters, you should be better able to avoid these fumbles.

Having a Good Reason to Get out of Bed

1. Do you feel your unique talents and skills (your "Why?") are fully utilized today?

b) Not very well. (0 points)

The MacArthur study found that having purpose in life is critical to how well you age in the fourth quarter. Explore what your Why? could be. It could be something that seems small, like helping provide meals on wheels for shut-ins every week. Over time this will give you inner satisfaction and perhaps reinforce what you want to avoid in the fourth quarter or it could become part of something bigger that will change the world for the better, a little or a lot. It could even be the role of the sage Elder, working on ways to make your family stronger and more communal like families of yesteryear.

c) Moderately well. (6 points)

This provides a good foundation for the future. To move toward wellness and away from "absence of illness," consider how you can have a variety of

activities that stretch your brain and allow you to communicate with a wide variety of interesting people.

d) Quite well, I bounce out of bed with a strong sense of purpose.

(10 points)

You will find many examples in this book of the role of purpose in helping us be successful in the fourth quarter. If you're still working, how will you keep your Why strong in the fourth quarter? Will it be an extension or small pivot off what you're doing today, or will it be something you've always wanted to do, but didn't have the time? It might be both, the "genius of the 'and' " versus the "tyranny of the 'or'."

Cautionary note: Having a strong Why? today doesn't always translate to a strong Why? tomorrow.

2. When someone asks you how you spend each day, do you "light up" with answers or shrug your shoulders and say "not much happening?"

a) Mostly I say "not much happening." (0 points)

This is one of those warning signs. If you spend most of your time in the "not much happening" category, it won't end well. You might get so bored that you jump at the chance to be engaged when the first bright shiny object (a distraction) comes along. Experience tells me that chasing bright shiny objects is often a fourth quarter stress relief mechanism that drives you farther way from a true Why? and more toward possibly destructive activities to you or your family.

b) I have good days and bad days. (6 points)

Good, you've created some longevity and wellness protection for the future. Consider making small steps toward having more good days and fewer bad days, the "Kazan" concept discussed in the Brain Games chapter.

c) I light up almost all the time and love helping other people find their own Why? (10 points)

Congratulations, you have checked off a very important box in the quest for wellness and happiness in the fourth quarter. Explore how helping other

people find their Why?, especially when they are struggling with other distractions like chronic pain or family problems.

3. Is there a major life situation, like a chronic illness in you or a loved one, or a family or financial problem distracting you and causing high anxiety?

a) Yes, and it's hard to focus on me right now. (2 points)

Another warning sign that finding your own Why? may be more challenging. There are usually two choices in these situations: either solve the problem (preferred, but not always doable) or learn to adapt to a new normal, and build positives on top of other negatives.

b) We have several bubbling situations that could boil over in the near future. (4 points)

Intervention before the crisis may be your near term Why? You may need to marshal resources (people, experts, creative techniques) that are unfamiliar to you. As you widen the network of potential problem solvers, be sure to bring others along for the brainstorming - or figure out ways to have others help.

c) Any small issues we have are being handled well by the individual and the family. (9 points)

Great! The fourth quarter is full of unexpected twists and turns, in addition to those we know to expect. How you adjust to each situation, including when multiple challenges pile up, is a strong predictor of how well your overall fourth quarter score looks, and how happy you've been along the way, at the end of life.

Wellness versus the Absence of Illness

1. How much total time do you spend each day exercising or simply moving your body?

a) Less than an hour. (2 points)

You're at higher risk of a host of diseases, including stroke, diabetes, osteoporosis and even early dementia with so little daily movement. Focus on the Wellness chapter and start with the Kazan (small steps) concept.

b) One hour each day. I occasionally push myself to be fitter. (9 points)

Good, your activity level is a good foundation for warding off illness. Taking it to the next level will help you move toward true wellness, which then leads to other benefits of fourth quarter engagement.

c) Two hours or more with a diverse workout program and frequent aerobic exercise. I push myself to be fit. (20 points)

Great! You are in the top 3% of the aging population and have dramatically lowered your risk of many debilitating diseases. Since your ability to "bounce back" is so critical to fourth quarter happiness, make sure you have multiple exercise and movement options so you don't go from three hours of movement and exercise to 30 minutes a day as a result of an injury or illness.

2. How well do you sleep?

a) Not very well. (Minus 3 points)

This is very dangerous and puts you at risk for many fumbles, including depression and not having the energy to exercise or be engaged in life. In short, lack of sleep can lead to a complete fourth quarter collapse. Lack of exercise, stress, worry and many medical conditions (including chronic pain) can lead to poor sleep. Also, distractions like a snoring partner – consider Mack's ear plugs. Google "Mack's ear plugs" for easy purchasing options.

Harvard Health and the U.S. Dept. of Health & Human Services have guides to better sleep – get one and determine how to improve your sleep deeper into the fourth quarter. You may need to consult your doctor and find a way to correct this before you begin experiencing a potentially catastrophic series of fumbles in the fourth quarter.

b) Pretty well, I get 4-6 hours of uninterrupted sleep every night. (4 points)

Good, this is a reasonable foundation for warding off various ailments in the fourth quarter. It's not a great prescription for wellness and bouncing out of bed to seize the day. Harvard Health and the U.S. Dept. of Health & Human Services have guides to better sleep – get one and determine how to improve your sleep deeper into the fourth quarter.

c) I get at least 6-8 hours of uninterrupted sleep every night. (10 points)

Congratulations! You have a key asset to achieving wellness and happiness in the fourth quarter.

3. Are you worried or angry a lot?

a) Yes, I worry or get upset frequently. (0 points)

You are in the mainstream. As a result of the incessant bad news drumbeat of the 24/7 media machine, and well-meaning friends who share every disaster, big or small, happening around the world, our “fight or flight” primitive brain is more constantly on alert these days. Chronic worry can wear you and your immune system down.

If the source of worry or being upset is a spouse, life partner or child (or grandchild), and good solutions to fix it aren't working or apparent, then you need to consider how you can best accept the situation with grace.

b) I usually worry or get upset once a day. (3 points)

Good, this level of worry and getting upset occasionally can still create problems, but it's less likely to destroy your immune system and make you susceptible to a host of other problems. While it's true that most things we worry about never happen, some of these emotions are baked into our DNA or early “scripts” we learned when we were young from parents or other family members.

c) I rarely worry more than once or twice a week. (10 points)

Congratulations! You have figured out how to maintain a more balanced demeanor in the face of challenges. This is a great skillset to have in the fourth quarter, but even more so given the unprecedented speed and level of change we are experiencing in our world today.

You probably figure out a solution to a problem, or if it can't be solved, you either accept it or concentrate on other more positive things in your life.

Social Network

1. How many people did you have a good conversation (5 or more minutes) with today?

a) None. (Minus 3 points)

This probably means you're living a relatively isolated life, or not enjoying the company of family or friends around you. Or you've become engrossed with cable TV or video games. You are at higher risk for depression and many diseases and for elder abuse. Getting more socially engaged may be critical to your fourth quarter success.

b) One or two. (6 points)

This seems to be the norm for most people in the fourth quarter. You may be able to remain more disease free at this level of engagement, but your chances of achieving true wellness are limited.

c) Three or more. (10 points)

Congratulations! You are in the social wellness zone. Numerous studies suggest you have a lower risk of depression and many diseases, plus you have an active network that can help you rebound better if you develop mental or physical health problems.

2. How would you describe your overall social network?

a) I have few friends and no intimate relationships. (0 points)

Very dangerous to your health and sense of well-being. You are at high risk for becoming a hermit and developing depression and other diseases early in the fourth quarter.

b) I have a moderate number of friends, mostly old and dear friends. (4 points)

Good, but as we enter the fourth quarter, it's inevitable that we start losing friends to illness or death, or they move too far away to maintain a good connection. Expand your list of new friends and make sure they are the kind of friends who make our day better, not remind us of all the problems in our lives or in the world.

c) I have a number of friends and I'm adding new, diverse group of friends to my network. (9 points)

Great! It takes a mindful approach to "tend your garden of friends," seeing less of those who add stress to your life and adding new ones who help you look forward to every conversation.

3. How much do you interact with children?

a) It's been many months, and I don't miss being around children. (0 points)

Interaction with children is considered a fundamental requirement for humans to age well. Humans have been in close, communal families for thousands of years until recently. Find ways to interact meaningfully with children, whether it's your own grandchildren or volunteering for an elementary school reading program.

b) It's been at least a week. (4 points)

This means you have regular interactions, just not regular enough for true wellness. Even a phone call with a grandchild every week can maintain important social connections.

c) It's only been a few days, but I miss it. (9 points)

Great! You're above the norm for our increasingly disconnected society. One fumble to avoid – as kids grow up, they get involved with numerous activities and it may be more difficult for you to stay engaged. Tend this garden as well and keep the curiosity and creativity of children ever-present deep into the fourth quarter.

Communicate Until the Cows come Home

1. How well can you apologize?

a) Not very well. (0 points)

Most people have trouble saying they are sorry or accepting that they've been the source of a mistake or fumble. This can affect life partners – better hope they don't decide that gray divorce is less painful than living another 10-20 years or more with you. This can limit your number of true friends and certainly strain family relations. Refer to the Communication chapter for ideas on how to apologize better.

b) I'm average. (4 points)

If you're really average, you may be above average for the population. Ask your life partner and a few friends how they would rate you on apologies and see if your self-assessment is accurate. By the way, if there's a disconnect in your assessment and those around you, consider there might be other disconnects between your perception of how people view you and how they really do.

c) I'm good at apologies. (9 points)

Great! Spending more time with people around you in the fourth quarter may result in a test of your ability to apologize more frequently.

2. How frequently do you say things that cause conversations to come to an abrupt end?

a) That happens a lot. (Minus 3 points)

A dangerous warning sign that has implications for almost every chapter and fumble in this book. If you hold such strong opinions that others don't want to keep talking with you, you run many risks including gray divorce, depression and isolation. Group think where only people with your shared strong beliefs will hang around with you, create a more limited ability to deal with many fumbles that lie ahead.

b) Occasionally that happens every week. (2 points)

This may allow you to at least keep some friends in the fourth quarter although it is unlikely you will achieve anything approaching true wellness with robust relationships with friends and family.

c) This almost never happens. (8 points)

Excellent! Being able to have a true conversation, without judging the other person and listening respectfully puts you in a good position to maintain good existing relationships and add some new ones in the fourth quarter.

3. How would you rate your Emotional Intelligence (EQ), your ability to read people and adjust your communication style to the person and mood?

a) Not very good. (Minus 3 points)

This is an important area to focus on improving for the fourth quarter. EQ is a high predictor of success in many areas of life, and with all the challenges of the fourth quarter, it's an especially important skill to develop. The good news is it can be learned! See Key #6 in the first chapter.

b) Sometimes I do that well, other times not-so-well. (3 points)

This is a good foundation for the fourth quarter. Your current EQ skills can be sharpened in a variety of ways, including books on EQ, workshops and webinars. See Key #6 in the first chapter and Chapter 9.

c) I almost always read people well and adjust my communication with them accordingly. (10 points)

Great! This gives you a strong ability to do well with relationships of many kinds in the fourth quarter. If for any reason you feel this skill slipping, make great efforts to sharpen and maintain good EQ as long as possible.

Thoughtful Estate Planning

1. Do you have a well thought out estate plan?

a) Not really, I don't even have a will. (0 points)

Dying "intestate" (without a will) is fraught with delays, costs and the likelihood your estate won't be distributed the way you want it. See fumble # 36.

b) Yes, although it hasn't been looked at in over five years and some things need to be changed. (3 points)

Good timing for you to schedule a meeting with your estate attorney. Your financial planner can help you prepare for the meeting and provide guidelines for questions your attorney will ask.

- c) Yes, and it's been updated within the last few years with good thought toward both the financial and non-financial aspects after I'm gone. (7 points)**

Well done! You have done what many, even the wealthy, don't do frequently enough. Kick the tires, make sure things are the way you want them and don't overthink avoiding estate and income taxes to the exclusion of other important estate considerations.

- 2. Do you have good backup plans for how bills get paid and health decisions are made if your primary power of attorney isn't available?**

- a) No, not sure who would do it. (0 points)**

This is dangerous even in a time where many regular bills can be on autopay. Ask your financial planner or estate attorney for options about naming a backup financial power of attorney and a health care power of attorney.

- b) Yes, although I have moderate concerns over the busy lives of my backups making it hard for them to handle this responsibility. (3 points)**

Many backups in powers of attorney are children who have multiple plates spinning with careers and families. Reconsider your options and ask your financial planner and estate attorney for alternatives to consider.

- c) Yes, and I've valued common sense and have the right person in each backup role. (7 points)**

Great! You've likely avoided a potential fumble later in the fourth quarter.

- 3. Have you avoided giving money to people or places you don't respect, and made sure inherited money will be used properly?**

- a) No, I just divided everything up equally and hope for the best. (2 points)**

An “old school” approach to estate planning. It sometimes works out fine but more often creates problems for heirs. Talk to your financial planner or estate attorney about options.

- b) Yes, I’ve been thoughtful about money given to children versus community causes. I do wonder how some of my children will handle the money. (5 points)**

Good! You’re ahead of many who do estate planning and you’re asking the right questions. Make sure you’re discussing this thoroughly with your life partner. They may have a different perspective on how much to give children versus community causes, how much is “enough” to give to children - and they may have information you don’t have that would influence how you pass assets at death.

- c) Yes, I’ve been thoughtful about money given to children versus community causes. I’ve considered and balanced leaving money outright versus in trust to my family. (8 points)**

Great! You’re in the top 1% when it comes to planning your estate.

Getting Your Living Options Right

1. Do you like your plan for where you’ll live as you age?

- a) Don’t really have a plan. (0 points)**

You’re in the majority. Most people don’t seriously begin to think about housing options later in the fourth quarter until they are forced to by health problems or when they see friends developing problems staying in their own home.

- b) Have a general plan and think we may downsize, not sure what we’ll do after that. (4 points)**

Good, having some kind of general plan is a good start. Doing more homework well before you need to make a decision is a good idea.

- c) We have plans and have discussed options depending on our future health and finances. (8 points)**

Congratulations! You have reduced the potential for fumbles in this area. Recognize that you and your life partner may shift your opinions over time, especially as living options in your own home and in retirement communities become more diverse and modernized.

2. Do you and your life partner agree on future housing options?

a) No, we're miles apart. (Minus 3 points)

Dangerous! We've even seen one spouse stay in the family home and the other spouse move into a retirement community - not great for the marital relationship, possibly stressful on finances, family and friend relationships.

b) Yes, although we're not set on location or exact timing. (4 points)

Good! Over time, you can work on the where and the when, hopefully in advance of major changes in your health that may make you tear up your existing plan.

c) Yes, and we've narrowed down the where and when to a range of ages and circumstances in our lives, mostly depending on how our health holds up and our social network in the future. (8 points)

Great! You've thought through various scenarios which means you're more likely to pick up helpful bits of information along the way as you consider final decision making downstream.

3. Are you an introvert?

a) I need a lot of alone time, especially right after a big social interaction. (3 points)

You are more likely to decide that your home is your sanctuary later in the fourth quarter and that you want to stay there no matter what. This may be fine as long as you can keep from becoming a hermit. Resist the urge to cocoon yourself more as you age. Being a true introvert can also cause numerous issues and potential fumbles if your life partner is more like b or c below.

b) I like my alone time but equally like socializing with friend and family. (6 points)

Good, your balance will likely mean you'll be able to make good decisions about your living arrangements through different fourth quarter stages.

c) I'm always eager to meet new people and engage with my friends and family. (10 points)

Great! You will probably be fine wherever you live later in life. If life throws you unexpected problems that knock you off balance and make you want to withdraw into your home, try to find ways to get back to your curious outgoing self.

Cumulative Survey Results

180 Points or more Congratulations!

You're a Fourth Quarter model of success and a potential Champion!

You have a much lower likelihood of experiencing major fourth quarter fumbles and a better chance than most people of bouncing back from the fumbles you do encounter than most people. Your potential to achieve true "wellness" (and not just the "absence of illness"), leading to a great fourth quarter is very high. Well done!

If your life partner has a much lower score, you're the designated leader. Even if you haven't had much success leading your life partner up to this point, get extra clever and creative in the fourth quarter and help them focus on their strengths and compensate for their weaknesses.

131-179 Points

You're well positioned for the Fourth Quarter

You have a lower likelihood of fumbles than most people. You are on track to having a good fourth quarter, but to get to great is going to take some intentional thought, homework and action. You have a few

areas that you need to study in *Fourth Quarter Fumbles* to make sure you at least know what may throw you off course.

80-130 Points

Build on your strengths and shore up your weaknesses

You're doing well in some areas and not-so-well in others. This is a good wake up call to get better prepared for the fourth quarter. It's never too late to adapt positive changes that can help you avoid fumbles and move toward more true happiness in the years to come.

Below 80 Points

You may have a rough road ahead. It's time for action!

The good news is you now know in advance that you have a high likelihood of experiencing fumbles in the fourth quarter. This is better than looking backward many years from now with many regrets and wondering how your life could have been different. Now, what are you going to do about it?

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