

A man and a woman are walking hand-in-hand on a sandy beach. The man is wearing a white button-down shirt and khaki shorts. The woman is wearing a light blue cover-up over a swimsuit and a wide-brimmed straw hat. They are both smiling and looking at each other. The ocean is in the background with gentle waves washing onto the shore. The sky is clear and blue.

Pre-Retirement WorkBook

Step by step guide to visualize
your retirement and plan for it



**The future belongs to those who believe
in the beauty of their dreams.**

Eleanor Roosevelt

Envision the possibilities

What we do first and foremost is about people; we get to know you, we care about you, we become someone you can trust to guide and protect you, so you can balance the now with the tomorrow and get the most out of life.

Ideas without action are just words on a page. So, once we're clear on what is important to you, where you want to go and your values and goals, our team will help turn these ideas into action.

Give back to the community. Starting your own business. Learning piano. Biking across

Tuscany. Buying a new home. Finding new ways to relax. Life has many opportunities whether you're starting your first job, starting a family or entering retirement. Just ask yourself "What could I do next?"

Financial planning has traditionally been about numbers. How much money you have. How much you will need. How long it will last. Now there is a new way to plan for tomorrow. And it starts with your dreams.

Our unique and collaborative approach to financial planning starts with your dreams, not just

the numbers. We can help you turn your dreams into reality by first helping you define your dreams, then developing your plan and tracking progress toward your personal vision of fulfillment.

We believe that in helping you identify and implement these life goals, long-term wealth creation goes hand in hand with achieving your dreams and living by your personal values.

Take the first step towards the life you've imagined – starting with this **retirement guide**.

People who write down their dreams are much more likely to achieve them. This guide is the first step to help you think about your dreams and which ones are most important.

From there, we can work together to help make your vision come to life.

What's next?

Sit down by yourself or with loved ones and start to imagine your future. Consider what drives you in your life and how that has changed over time. Start by recording where you are today.

Name(s).

Current age(s).

Date

What milestones do you see in your future? Start a family, send kids to university, buy a new home, retire, others.

If you could do anything, time and money aside, what would it be? Spend time with family, buy a vacation home, start your own business.

What would you like to add in your life? More time, more money, others.

What would you like to reduce in your life? Debt, job stress, others.

Top 10 life dreams examples

- Lose weight
- Become debt free
- Exercise more
- Write a book
- Take a cruise
- Change careers
- Donate time to charity
- Go Overseas
- Pay off the mortgage
- Retire



What would you like to do?

Use your imagination to create the possibilities for your future. Does anything stand out as most important?

Careers. Change careers, start a new business, continue the work you love.

Hobbies. Restore an old car, take up a new sport, improve your golf, garden, write a novel.

Volunteer work. Feed the homeless, volunteer for a charity, local group, or hospital.

Learning. Go back to school, learn another language, join a community course.

Relaxing and enjoying life. Travel with family, read more, weekend getaways, more outdoors activities, yoga.



Who do you want to spend time with?

Maintaining social connections can be challenging throughout our lives. Young parents are often surprised by how much they miss just talking to adults. The newly self-employed may miss the ‘watercooler’ and the loss of work friends is the most unforeseen challenge of retirement. It’s important to take an active role in building and maintaining your support network of friends, family and acquaintances throughout your lifetime.

Spouse or partner. Consider new activities you may enjoy together.

Family. How far away are your parents, children and grandchildren? What activities do you like to do together? Do you want or need to travel to see family members?

Friends. How much do you like to entertain and stay socially active?

New friends. How can you meet new people? (Consider classes, clubs and organisations.)

Some ways to develop new friendships

- *Get out with your pet*
- *Work out at a local gym*
- *Do breakfast, lunch or dinner with an acquaintance*
- *Accept invites*
- *Volunteer*
- *Join a cause you believe in*
- *Join a hobby group*
- *Go back to studying*
- *Hang out in your community*



Where do you dream of going?

Travel is one activity that can satisfy many of your deepest desires. It can provide solitude, companionship, adventure or relaxation. The possibilities are endless.

Destination. Australia, overseas, historical sites, places from your roots, homes of friends or family.

How do you want to travel? Motor home, car, bicycle, motorcycle, plane, train.

How much travelling do you want to do? Number of trips each year, duration.

Who are your travel companions? Spouse or partner, friends, children, tour groups.



Where do you see yourself living?

Where you want to live is an important part of your vision for the future. Do you want to be part of a community? Do you want to try a new climate or lifestyle? Do you want to live in multiple locations?

Stay in the area. Loft in the city, current home, smaller / maintenance-free home.

Move closer to family. Spend time with children, grandchildren or parents.

Move for work. Be in a hot spot for your field, start a business with a colleague.

Relocate near activities you love. Vacation home, overseas, local community, outdoor activities.



How do you intend to stay healthy and active?

As your lifestyle and your health change throughout life, think about how you will take care of yourself. Consider it in broad terms, including mental and physical well-being, a healthy soul and a nurturing environment.

Physical fitness. Join a health club, take walks, learn martial arts, play golf, buy a home gym, practice yoga.

Mental fitness. Take classes, go to concerts, play chess or cards, write a book, practice meditation.

Health care. Learn about and make the most of your benefits. Health insurance, medical help lines, Medicare, long-term care.

Did you know?

An Australia male who reaches age 65 in good health has a 50% chance of living to age 88 and a 25% chance of living to age 92.



How do you want to make a difference?

Sometimes dreams can include helping others. Think about the people who matter to you, what you hope the future holds for them, and how you might help them realise their own dreams. What organizations or causes represent your values? How do you want to support them now and in the future? Think big. How do you want to make a difference?

Family. Fund education, instil values, teach personal skills.

Community. Serve on a board, provide volunteer outreach, do fund-raising, donate money.

Friends. Form support groups, be a mentor.



How do you want to make your lasting mark?

We all have a say in how we're remembered. Our legacy is formed by the ideas, actions and causes to which we dedicate ourselves today. What's important to you? What do you want to pass on to others?

Family and friends. Children, siblings, parents, friends, pets.

Spiritual interests. Your local community, religious organisations.

Schools. Your school group, your family members' schools.

Charities or causes. Soup kitchens, shelters, arts, research organisations.

**What brings you happiness?
As it turns out, money alone
does not buy happiness.**

**Having a vision for the future
and planning for that vision
are as important as money in
achieving a fulfilling life.**

What's more important in life than money?

As we look at what's most important, you will be able to articulate, perhaps for the first time, what most inspires you in your lives and, therefore, what may also inspire you to reach your goals and live a life that's most true to yourself.

Name 5 Life qualities.

Can they be delegated?

What additional hours would I like to spend on this each week?

3 activities I can do to improve this area of my life.

What is the impact of improving this area of my life?

**What is the
impact of
improving this
area of my life?**

- *Potential life qualities*
- *Health*
- *Relationships*
- *Wealth*
- *Spirituality*
- *Career*
- *Contribution*
- *Leisure*
- *Hobbies*



How long will your money last in retirement?

Thinking ahead to your retirement, you'll need to make sure you can live your dreams without depleting your savings. So, how long will your nest egg last? This chart may give you a rough idea of how long your savings could last if you made the following monthly withdrawals from your retirement savings. You can use this as a guide to help determine your retirement income. How closely does this align with your expectations and needs?

Amount saved for retirement	You can draw this much each month for:		
	10 years	20 years	30 years
\$500,000	\$5,500	\$3,575	\$3,000
\$750,000	\$8,335	\$5,337	\$4,500
\$1,000,000	\$11,170	\$7,100	\$6,000
\$2,000,000	\$22,300	\$14,350	\$12,000
Ask us to calculate how much you need			



“The future will come whether you plan for it or not.

Will you have the future you want or the future that happens to you by default?”

Mike Sikar



From dreams to reality

Congratulations! Envisioning your dreams and putting them down on paper is the first step in making them a reality.

The next step is to prioritise the goals that are most important to you and to establish milestones for reaching them. The most successful goals are those that follow the STAR technique.

- 1) **Specific**
- 2) **Time-bound**
- 3) **Actionable**
- 4) **Relevant**

Remember, you are not alone. We can help you refine your goals and estimate how much money it will take to realistically bring your vision to life.

Dream No. 1 Example

S What do you want to achieve? Be specific.

Host a family reunion on a seven-day P&O cruise to NZ

Invite Grandma Bel, Grandma Pat, Nathan, James, Judy, Shawn, Ellie, Kelly, Lisa, Greg and Sue

T By when? Set a deadline. *Summer 2018*

How much will it cost? *\$60,000 - \$70,000*

A What action steps do you need to take?

1. *Talk to a travel agent to determine how much it will cost for 12 people*
2. *Determine overall budget. Cruise, family shirts, spending money*
3. *Talk to our financial advisor about how to achieve this dream*
4. *Research time off work, etc*

R To keep yourself on track, why is it relevant?

To create family memories that we can hold onto for the rest of our lives. Give our children and grandchildren an opportunity they could not otherwise afford

Turn your dreams into goals

You may find the following format useful in getting more specific about your most important dreams. First, write out each dream using the STAR technique (specific, time-bound, actionable, relevant). Then, prioritise your dreams and work with your financial adviser to develop your plan and track your progress along the way.

Dream No. 1

S What do you want to achieve? Be specific.

T By when? Set a deadline.

How much will it cost?

A What action steps do you need to take?

1.

2.

3.

4.

R To keep yourself on track, why is it relevant?

Goals (continued)

Dream No. 2

S What do you want to achieve? Be specific.

T By when? Set a deadline.

How much will it cost?

A What action steps do you need to take?

1.

2.

3.

4.

R To keep yourself on track, why is it relevant?

Goals (continued)

Dream No. 3

S What do you want to achieve? Be specific.

T By when? Set a deadline.

How much will it cost?

A What action steps do you need to take?

1.

2.

3.

4.

R To keep yourself on track, why is it relevant?

Goals (continued)

Dream No. 4

S What do you want to achieve? Be specific.

T By when? Set a deadline.

How much will it cost?

A What action steps do you need to take?

1.

2.

3.

4.

R To keep yourself on track, why is it relevant?

Take a look at the dreams you've described. *You will probably see that some require more financial planning than others. That's why it's important to share your Dream Book guide with those close to you and your financial adviser. Working with an adviser, you can begin to see your personal priorities, create a plan that includes your dreams and track your ongoing progress.*

Planning for your dreams

You may also find this worksheet useful in seeing the overall picture of the dreams you hope to achieve.

Worksheet – Example

	One-time cost		Ongoing costs		
Dream/Goal	Cost	Year needed	Cost per year	No. of years	Start date
<i>Travel to see siblings</i>			\$10,000	15	2020
<i>Holiday home</i>		2022	\$15,000	15	2022
<i>University for kids</i>			\$50,000	4	2023
<i>Boat</i>	\$40,000	2025			
<i>Family P&O cruise</i>	\$70,000	2018			

Worksheet

	One-time cost		Ongoing costs		
Dream/Goal	Cost	Year needed	Cost per year	No. of years	Start date

We're redefining financial planning, now that we're clear on what is important to you, where you want to go and your values and goals, our team will help turn these ideas into action.

Now that you've completed your Dream Book guide, you are one step closer to making your dreams a reality. At this point, you have envisioned the possibilities for your future and defined and prioritised your goals. Are you ready to take the next step?

- Call your Delta Financial Group adviser to help turn your dreams into goals with financial solutions.
- To find a financial adviser, call 02 9327 4338 or visit deltafinancialgroup.com.au
- **Re-evaluate your situation regularly as your dreams may change over time.**

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