

A man in a dark suit and carrying a briefcase stands at a crossroads where three asphalt paths diverge on a green lawn. In the background, a city skyline is visible under a cloudy sky.

Finding Your Balance

Between Time, Money and Joy After 50+

Revolutionize Your Retirement
with Dr. Dorian Mintzner
February 22nd, 2022

Glenn Frank

Lexington Wealth Management

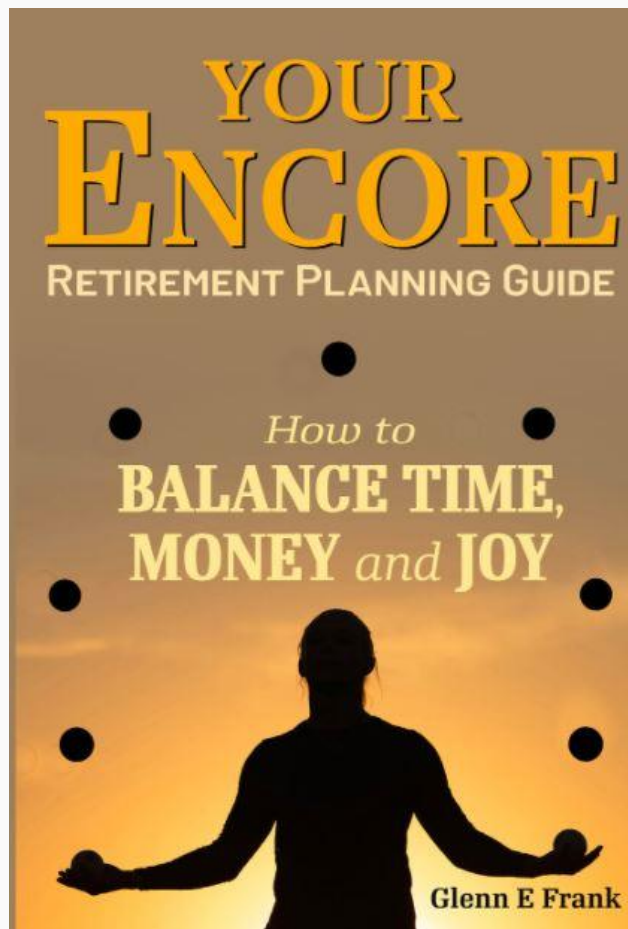
timemoneyandjoy.com/rev

Who Am I?



Professor Glenn Frank

- 'Master's of Personal Financial Planning' Founding Director Bentley Univ, professor of 20 years
- Retirement advisor, educator 30+ years
- Director Lexington Wealth Management (Hightower)
- 'Worth' Magazine top US advisor – 10 years
- "Planner of the Year" 2019 MA Financial Planners Association



Available on Amazon (Discounted Price Until 3/1/2022)

What is
an encore?



“An additional act given by performers after the planned show has ended – for *extended applause*”!

Questions
to ask
yourself in
the
PLANNING
stage:

1) What will make you
happy?

2) How much time can you
allot?

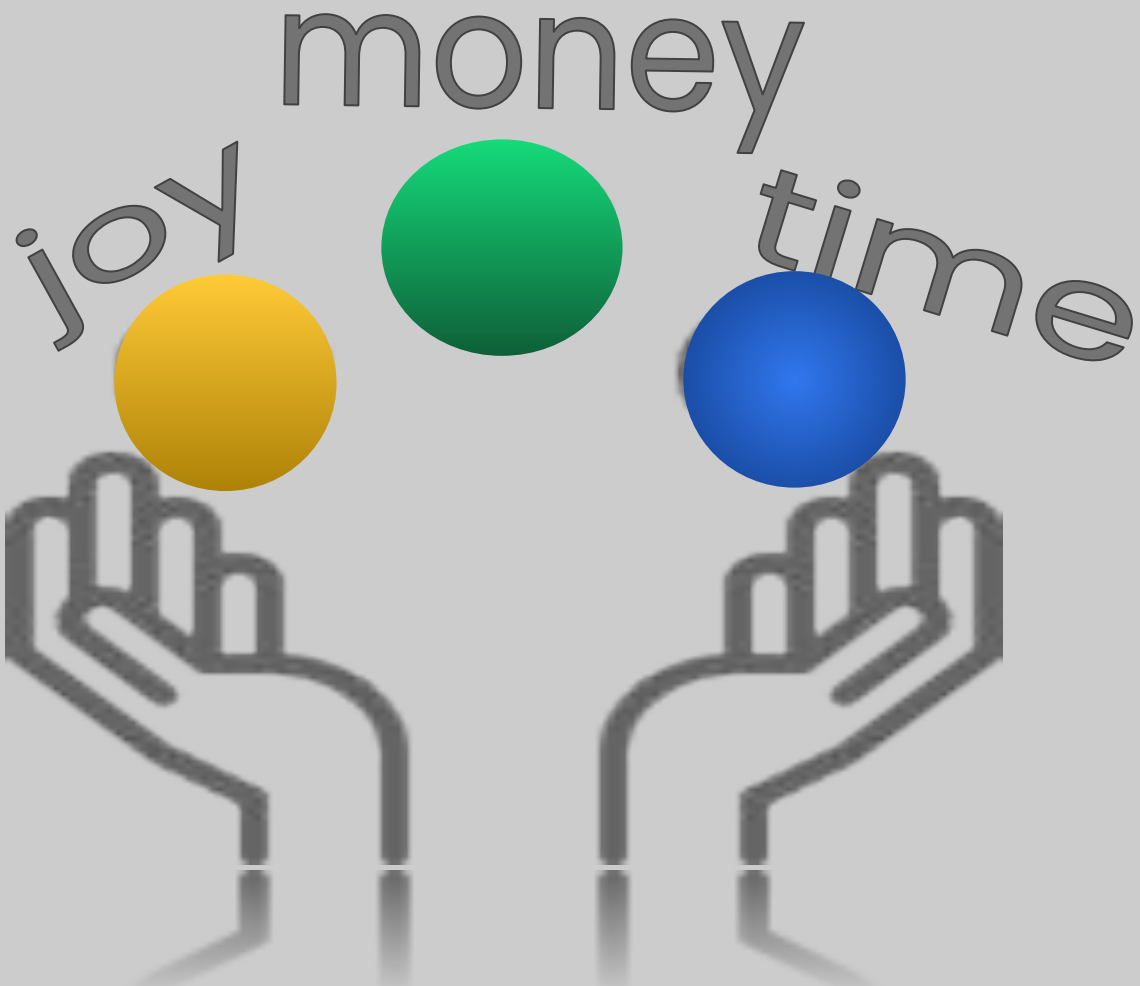
3) What can you afford?

Keep in mind...

Time &
Money are
finite



Happiness
is not



How will I determine these three things?

Happiness:

**“The Joy
Matrix”**

Money:

**Your “Work
Optional Number”**

**Happiness Per Dollar –
HPD**

Time:

**“Choice
Management”**

**Happiness Per Hour
– HPH**

Joy






**What brings you
happiness?**

What activities absorb you?

**What brings your life
meaning?**

The Joy Matrix

	MUST DO	YOUR CHOICE
		
		
		

The Joy Matrix

Try the “Joy Matrix” in several areas of your life.

Start by making a list & then processing them through the chart.

- 1) Activities Joy Matrix
- 2) Relationships Joy Matrix

Joy Matrix Takeaways

1. Activities in required columns with a low ranking don't need to stay there
2. There are a number of ways to convert many secondary activities with a low rating to a higher rating.
3. The upper right and lower right are often about good and bad habits, respectively.
4. Try new activities maybe with new people

What Do I (or Did I) Enjoy About My Work?

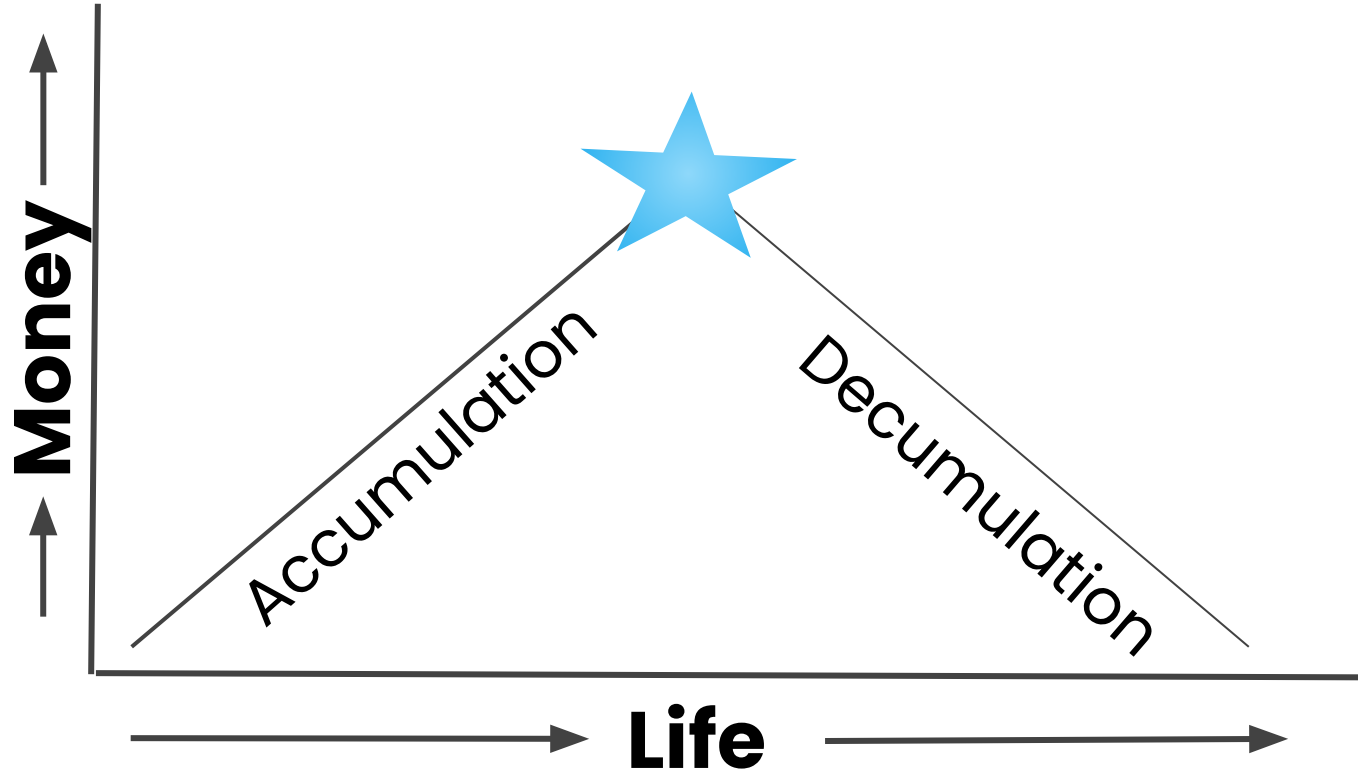
- Accomplishments
- Belonging
- Competition
- Experiences
- Making a difference
- Mentoring
- Problem solving
- Recognition
- Structure

Money

How much money do you have
to dedicate to what's next?

How much money do you need
for the future?

Your “Work Optional” Number



Cash Flow Equation - During Your Career

Income

Wages: _____

xxxxxxx: _____

Expenses

Fixed: _____

Discretionary: _____

-

Excess = \$ in Savings

Cash Flow Equation

- During Your Encore

Income

SS, Pension, etc: \$40,000

XXXXXXXX:

Expenses

-

Fixed: (\$30,000)

Discretionary: (\$30,000)

= (\$20,000) Portfolio Withdrawal

Cash Flow Equation – During Your Encore

(\$20,000)

X 25

= \$500,000

Shortfall

4% Rule of Thumb

Total Savings Needed

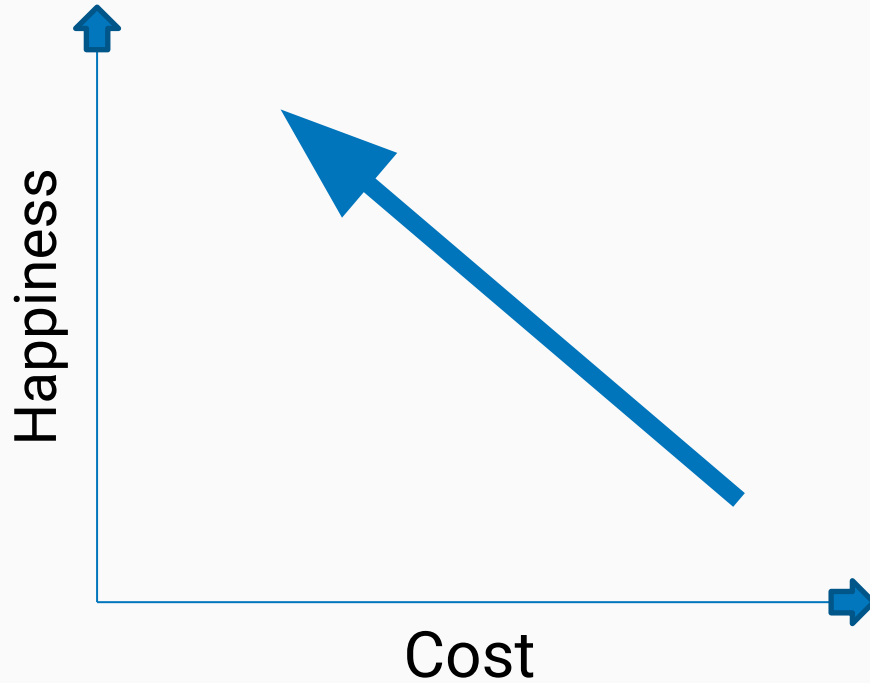
Disclaimers for Your Savings Number

The calculation is meant to give you a very general idea of the accumulation amount needed to stop working for pay.

There are many assumptions in this “back of the envelope” calculation that may not be accurate for you.

It is highly recommended that you employ much more detailed calculations.

Happiness Per Dollar - *Think HPD!*



Should I do this all myself or hire a financial planner?

Like most decisions – the answer lies in your personal tradeoffs between Time, Money and Joy!
TRUST is HUGE!

- ❖ Will you spend the time to do what an advisor would do?
- ❖ What are the financial implications? Would an advisor's value exceed their cost?
- ❖ How do these efforts impact your happiness?

Time

How much time do you have
to dedicate to your encore?

Navigating Your New Time -

- Family, friends and/or caring for loved ones
- Fun, travel, hobbies
- Skills-based volunteering, church
- Sports, exercise
- Part-time work, self, employment, starting a business

Your Time Budget - Encore

Fixed Time

Meals w/ Family: _____

XXXXXXXXX: _____

XXXXXXXXX: _____

+

Discretionary Time

Hobbies: _____

Self-Care: _____

XXXXXXXXX: _____

Total: = 24 Hours 

Wrap Up – Fill In the Blanks

• I will fill my available **time** of _____ hours a week while fulfilling my obligations to others & myself.



• I can do this within my projected **budget** of \$ _____ or I need to earn/save an additional \$ _____.



• I will be **excited** to wake up every day because _____.



My wish
for you...

To savor your
***“extended
applause”!***



“Your Encore” Resources

- 1) The Appendix (of my book - on [Amazon](#))
- 2) Variety of Encore organizations - Encore Boston Network (www.encorebostonnetwork.org)
- 3) Revolutionize Your Retirement (www.revolutionizeyourretirement.com)