

# Do You Have A Plan To Go With That?



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You are driving down the road to your destination when you are cut-off and the person continues on their way without blinking an eye. You are quietly waiting in line for your number 4 value meal for 20 minutes. You read daily in the newspaper about what is going on in the business world and sometimes, surprising things, such as accounting errors in the millions of dollars occur. You finish reading the newspaper about the trillion dollar deficit the government is running. You pause and say to yourself quietly, what sense can I make out of all of this? Did that driver have a license to drive that car? Did they all forget what a number 4 value meal was at that restaurant? Did those companies have a business plan? What plan does the government have in place for us all? Many aspects of your life and financial situation fit into a plan for you.

Whether it is part of your journey spiritually, in business, your family, your friends, or your charities, you have many plans, and many of which are unwritten. The longer I'm around on this planet, the more and more I'm convinced that having an idea of what you want out of your experience on earth, is a good place to start thinking about personal goals. Not having a plan does not only provide a perfect setting for failure, it means that you are willing to let the chips fall where they may. You probably work very hard at running your business or at your current occupation, and spend a lot of time there as well. Wouldn't it be great to have a game plan for when you no longer have to or want to do that? If you can't take it with you, then where do you want it to go? What would you like them or it to do with it? Does that mortgage fit in with your

strategic plan? Does your IRA know what your 401(k) is up to? Do you have too much of your capital tied up in your business and lack liquidity or diversification? Do you anticipate any changes in your health over the next thirty years? Is your portfolio diversified? Is it ok to have a huge amount of company stock? Do the people who give advice on television or on the radio understand your entire situation? Do you need the same portfolio your brother-in-law has? What is the most you should have invested in real estate? Should you invest in a retirement home?

I'm giving you a smorgasbord of questions to drive home the point that we wear many hats, have many roles to fulfill, and questions to answer. How are you planning to tie it all together to get the most out of your life? A good place to start is by writing some of your own questions down, writing your own answers to them, and gathering your information. Then, you will be better prepared to get your plan implemented and updated as you and your life change.

Over the last fifteen years, I have had very few client experiences where I'm being told, "I'm really glad I didn't do a plan." Or my favorite, "I'm really sorry I put all of that money away for my retirement." People are too busy to plan. People have less and less free time today than they did before. The world changes faster than it did before. Technology changes faster than it used to. We need to change and have a plan to adapt, prosper, and enjoy ourselves. It is the only chance of surviving in this high speed superhighway known as life. I just got cut off again driving . . . I wonder, are they texting someone?

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