

## **Enjoy Your Life**

*By Bob Deitrick, CEO, ChFC*

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*Occasionally, it is worthwhile to put career aside and focus on why we work so hard to begin with. What is important to you beyond money, career and success? How about enjoying your life? If we aren't careful, an obsession with the future can rob us of the pleasure of enjoying life today.*

*No one knows how much time we have on this planet. My cousin and best friend, Billy Dorsey, drown in a car accident at the age of 12. He died on Good Friday en route from Columbus to West Virginia and was buried on Easter Sunday. I was devastated. I believed had Billy known how to swim, he would have survived. We will never know. After this tragedy, at 16, I became a lifeguard and WSI. I made it my calling to coach and teach hundreds of kids to swim when I was as a teen. I was a lifeguard in Myrtle Beach for two summers and had multiple rescues on 77<sup>th</sup> Avenue while there. My point to this story is that life can be fleeting; therefore, it is imperative that we enjoy our lives today. I suspect you may have a melancholic story like this as well.*

*No matter how grand our plans are, the X factor we don't know is how much time we have on this journey called life. In our 20's, we feel bullet proof in the knowledge that we have 60+ years to go. However, reality doesn't always cooperate with the best laid plans. It is imperative to enjoy the gift of life. I am not suggesting living in fear, but instead, make certain that your life counts in the moment.*

*When I was a youngster cutting lawns, Tony Lapes, our neighbor and a restaurateur in Washington, pulled me aside one day when I was cutting his grass. He was lamenting about his son who was driving a cab at the time. In his thick Greek accent, he said, "Robbie, life goes by very fast. My advice to you is do not waste time – it is the most valuable commodity we have." I understood then the sagacity in what Mr. Lapes was saying and decided to heed his advice and work to make my life count.*

### **Carpe Diem – Enjoy the people and experiences around You Today...**

*I've never known anyone on their deathbed who wished they'd spent more time at the office. However, I've known a few who wished they'd spent more time with family and friends, experienced more joy in life and taken better care of their health. Over time, I have known clients who have accumulated tremendous amounts of wealth but who remained empty. Power and wealth have nothing to do with the quality of life. I am not suggesting money is unimportant. However, money needs to be viewed for what it is – a tool that provides us with options – and that is all.*

## *The Parable of the Fisherman from Positano, Italy.*



*A boat docked in the village of Positano, 30 miles from Naples. An American tourist complimented the fisherman on his superior catch. "How long did it take you to catch those?" he asked.*

*"Not long," said the fisherman.*

*"Then why didn't you stay out longer and catch more?" the American queried.*

*The fisherman explained that his small catch was enough to meet his needs and feed his family.*

*"So, what do you do with the rest of your time?" asked the American.*

*"I sleep in, fish a little, play with my children, and make love to my wife. In the evening, I go into the village to see my friends, drink, play guitar and sing a few songs. I have a full life" the fisherman said.*

*The American interrupted. "I have an MBA from Yale and I can help you! You should start by fishing longer each day. Then sell the extra fish you catch and with the extra money, buy a bigger boat."*

*"And after that?" asked the fisherman.*

*"With the surplus money the bigger boat will bring, then you buy a second boat and a third, and then more until you have an entire fleet of trawlers. Instead of selling your fish to a middle man, you can soon open your own plant. You could leave and move to Naples, Rome, or even New York! Then, you could direct your own enterprise."*

*"How long would that take?" asked the fisherman.*

*"20 or 25 years," replied the Yale graduate.*

*"And after that?" said the fisherman.*

*"Afterwards? Well, my friend," laughed the American, when your business gets big, you can go public and make millions!"*

*"Millions? Really? And after that?" said the fisherman.*

*“After that you can retire, live in a beautiful home on the coast, sleep late, play with your grandkids, catch fish, make love to your wife and spend evenings drinking and enjoying your friends.”*

*The fisherman simply led the man from Yale back to the life he had already created for himself. Blinded by his cultural obsession with money, the American couldn't see the forest through the trees.*

### **Retirement: Preparing for the 4<sup>th</sup> Quarter in Life...**

*Retirement is a balancing act. Essentially, retirement planning involves deferring current fun and practicality for the future. We are accumulating the lion's share of our financial resources through the majority of our healthy, working years to prepare for our less healthy 4<sup>th</sup> quarter. Preparing for retirement is like the movie “Catch 22”. How much is enough? If you reach a certain goal, you'll likely increase it more because you can. After a lifetime spent of working and saving, most clients struggle with the notion of enjoying their wealth when the time comes...*

*Steven and I recommend that you consider our PFP fundamental wealth management strategy:*

### **Enjoy Your Life!**

*Consider doing something you've always dreamt about but haven't accomplished... Publish a book, learn to ski, scuba dive or play the piano, run a mini-marathon, climb Mount McKinley, hike Gannett Peak, lose 20 pounds, learn to cook Jamaican Jerk cuisine, travel to exotic Thailand or somewhere you've never been to. Discover what truly inspires you when you wake up each morning – and do it.*

### **There are no guarantees to life, but one thing is absolute – Nothing Ventured, Nothing Gained.**

*I heard this axiom when I was 19 and it always stuck. The adage is simple, but accurate -Nothing ventured, nothing gained. Planning is no more than sophisticated goal setting. The critical step to a good plan is creating an implementation strategy to get there. There are no guarantees in life, but an intelligent, sound financial plan is the best way to create the highest probability of success.*

*I have never believed in luck because I am a horrible gambler. Instead, I believe that we create our own luck through tenacity, perseverance and hard work. Rather than preparing solely for retirement, consider preparing for a better quality of life. Build flexibility into your plans. Less specificity can create more attainable goals which may blend better with the spontaneous changes that occur in life.*

***We have two Market Seminars coming in November:***

- ***Wednesday, November 14<sup>th</sup> is a dinner event at Eddie Merlots commencing at 6:15 p.m.***
- ***Friday, November 16<sup>th</sup> is a luncheon event at Eddie's starting at 12:15 p.m.***
- ***Please RSVP to Steven or Hunter with your selection of either event. Have a terrific October and we look forward to seeing you again very soon!***