After Retirement, Then What?

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Congratulations to Mary!

Your calculated life expectancy is 100 years.

Proceed to the feedback section where, based on your answers, you will receive feedback on:

- How many years you can add by changing some of your behaviors
- Advice and helpful links pertaining to each of your answers

You will be able to print your valuable personalized information or save it on your computer. Click the button below to obtain your personalized feedback!

Retrieve Feedback

Is it 88 or 100?

Life Expectancy Results

Life Expectancy: 87.57 years
Lower Quartile: 81.01 years (75% chance you will live longer than this)
Median Lifetime: 88.41 years (50% chance you will live longer than this)
Upper Quartile: 94.59 years (25% chance you will live longer than this)

A New Era of Aging

What is successful aging?

McArthur Network on Aging:

- Absence of disability/disease
- Productivity/social engagement
- Cognitive abilities

Focus on objective measurement

- What do actual elders say?

90% say yes although only 15% are illness free

- Related to optimism, resilience, attitude to aging, cognitive ability, lack of depression

Focus on subjective measurement

The good things about aging

- Happiness: more perspective, wisdom, acceptance, peace
- Diversity: more unique, less conformist
- Adaptable: flexible, savoring the moment
- Creative
- Expert: 10,000 hours of practice

Conversations with older clients

- What do they want to discuss?
- What do you need to discuss?

Hard Conversations

- Socially taboo topics
- Emotionally laden
- Stakes are high
- Opinions vary

Examples of hard conversations?

Hard Topics?

- Unsustainable spending or lifestyle
- Loss of independent living
- Illness: Chronic, Acute, or Terminal
- Dementia
- Death, the surviving spouse
- Estate issues
- The children: in conflict, dependent, unequal, caregiving

Why have the conversation?

- Planning better than crisis driven decision-making
- Positive impact of feelings of control
- Clarification of your role
- Value of collaboration

The what vs. the how

Content: what is discussed

Process: how it is discussed

What is your process on these issues?

Take a minute to review how you approach them currently.

Are you satisfied with your current process on these issues?

Framing

Framing

- Part of my doing my job well
- Most clients find it both beneficial and hard to do on their own
- It will help me know how to help you

Mindfulness

Permission

Listening/Reflecting

Active Listening

- Your full attention goes to the other person
- You paraphrase what they say
- You check to see if you got it right
- You then ask open ended questions to keep the conversation going
- Inquire about their feelings, needs
- Your goal is to help them feel heard and to understand their point of view

Acceptance

- Useful with anxiety
- Momentary discomfort is okay
- Discomfort means it is important to address

If the following should happen..

What kind of support would you want from me or our office?

Practice

Record and listen/watch

Peer consultation

Role Play

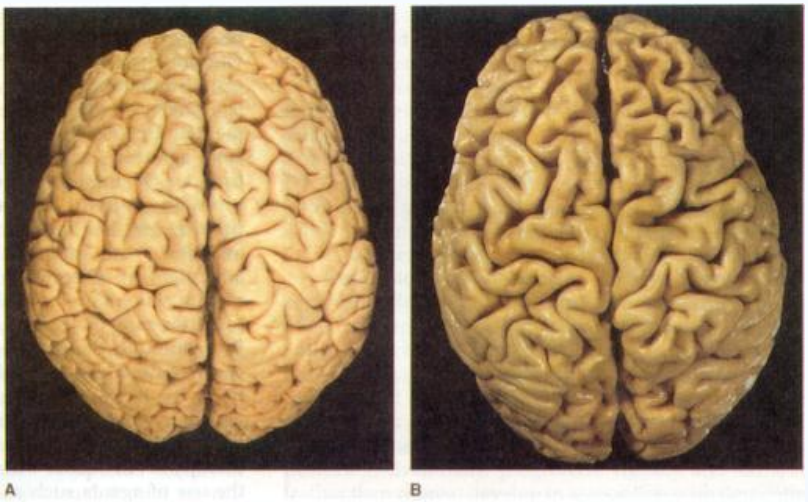
Role Play

- Sender, receiver, observer/coach roles

Possible options

- Referral to geriatric care specialist, hospice, psychologist, neurologist
- Notify someone in family
- Family meeting to discuss the future
- Estate attorney to come here
- Help with research

Normal Brain Alzheimer's



Capacity Assessment and Aging

- **Unprecedented aging society**
- **Older population vulnerable to cognitive disorders affecting decision-making ability**
- **Persons with diminished capacity vulnerable to poor decision-making and exploitation**

Civil Capacities/Competencies

- Financial capacity: manage financial affairs
- Treatment consent capacity: make medical decision
- Testamentary capacity: make a will
- Driving capacity: operate a vehicle
- Voting capacity: cast a ballot
- **Capacity to live independently: global**

Financial Capacity

"everyday use of money will be highly correlated with general success in independent living"

Daniel Marson, PhD

Why Financial Capacity is Important

- Household/financial independence
- Self-perceptions
- Marker of early cognitive changes
- Elder abuse/conservatorship

What is Financial Capacity?

Performance: handle money, pay bills, basic arithmetic, understand concepts

Best interest: ability to protect self and have good judgment

Approaches to Prevention: *Contractual*

- Beyond the Durable Power of Attorney
- Explicit advance planning for diminished capacity as part of financial services
- "Diminished Capacity" clauses?
  - Explicitly recognize possibility of future diminished capacity
  - Authorize financial institution to contact designated family
  - Set forth an agreed general plan of action
  - Provide secure path of communication/action for institutions

Approaches to Prevention: *Familial*

- The best source of protection for a financially vulnerable elder is usually an aware and caring family
- "Family awareness" programs about financial vulnerability of older loved ones?
- Templates for family conversations on these difficult topics, and for developing appropriate protections
- Involve financial professionals

Approaches to Prevention: *Legislative*

- Increasing recognition that diminished financial capacity is an inherent aspect of aging–both normal and abnormal cognitive aging
- Legislatures could enact special protections for older adults as consumers and contracting parties
- Should there be a designated time period in which an older adult and his/her family may unilaterally cancel without penalty incurred contractual obligations?

Handout

Measurement of financial capacity and what it entails

Gender/Age Dyads

- Study of male/female dyads
- Most done with patients/physicians
- Males: Least preferred were younger female physicians
- Females: More accepting of both sexes and all ages but intolerant of superior communication, non collaborative

Gender differences in communication

- Women nonverbally expressive, face and hands
- Men sit an angles, less eye contact, more casual posture
- Women more likely to disagree by asking questions, informational, rhetorical, challenging

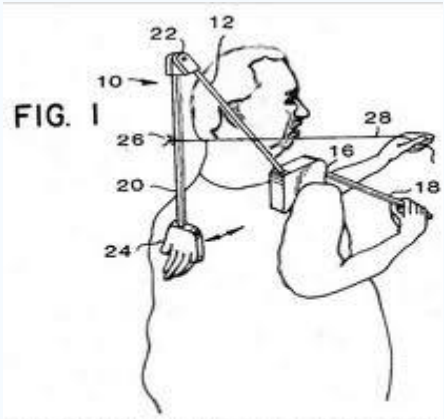
Gender differences in communication

- Differences in influence tactics: men more direct, women try to head the discussion to mutual agreement indirectly
- Men interrupt more
- Men communicate more often as experts

Gender differences in communication

- Women more likely to apologize
- Men see apology as admission of error and loss of status
- Women offer compliments, men offer an evaluation
- Men want solutions leading to action
- Women want to explore at length

The End



The Mark "Hallburn" Pat-Myself-on-the-Back Apparatus
(Pat. Pending)

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