

# Helping Clients Plan for Solo Aging

Holistic Life Planning Beyond Finances



CAROL MARAK

Author, SOLO AND SMART

Founder, Life Plan Assessment©

Coach, Solo Living and Aging Well



[Carol@CarolMarak.com](mailto:Carol@CarolMarak.com)

# Background

- Family caregiver
- Founder Elder Orphan Facebook Group (2016) 10K Members
- Recognized 'go-to' authority on aging alone - by NYTimes, PBS, USAToday, US News and World Report, Money Magazine, Washington Post, and more!
- Published author, SOLO AND SMART, A Roadmap for a Supportive and Secure Future
- Speaker, writer, and course producer

# Presentation Overview

- Insights from the Longevity & New Retirement Study (Edward Jones & Age Wave)
- Who are solo agers
- Identify risk factors and challenges that solo and coupled clients will encounter.
- Help them have a healthy, secure, and supportive lifestyle: Learning practices that lower the risks and challenges.

# Longevity and the New Journey of Retirement (2020, 2021 2022)

## Edward Jones & Age Wave Report

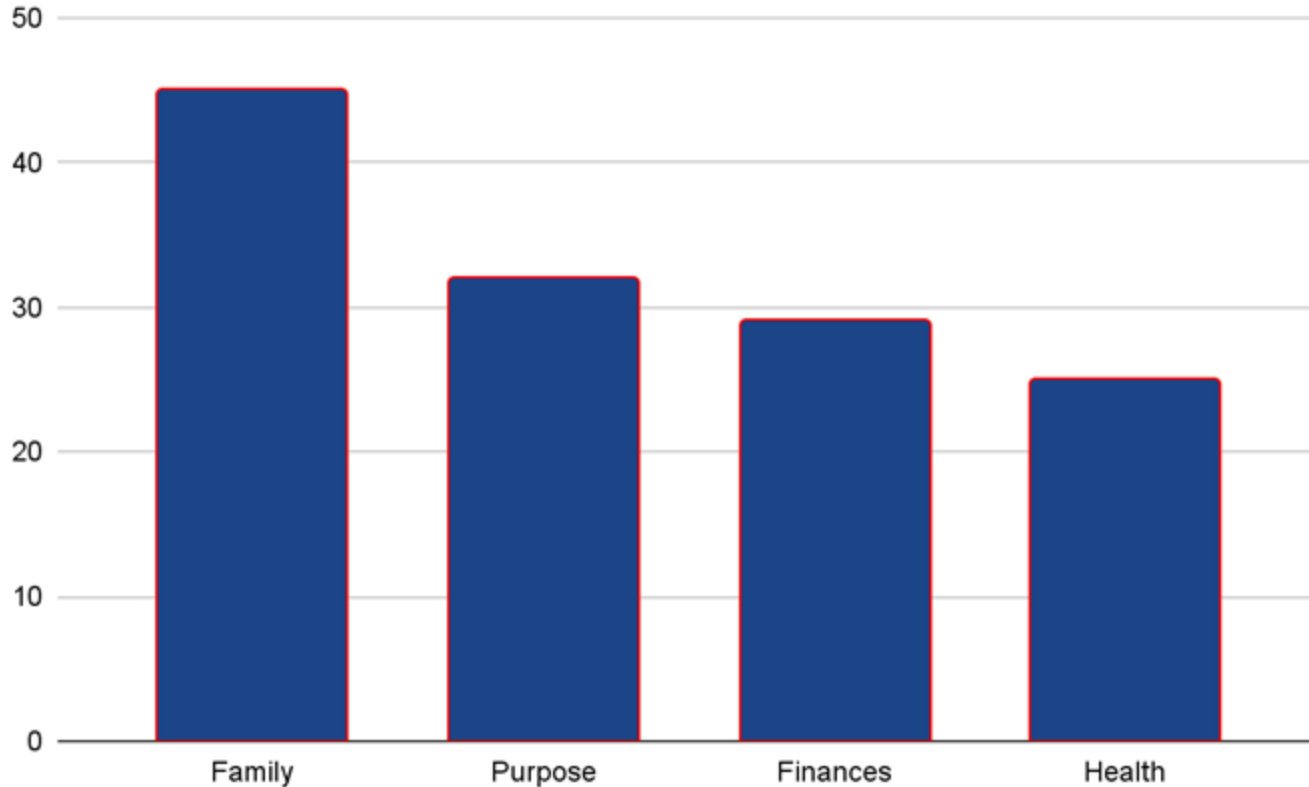
### Key insights

- Today's retirees estimate length of retirement — 29 years.
- Pandemic has made retirees focus on having a purpose.
- Financial foresight is central to retirement preparation.
- 61% wished they had done better job planning for the financial aspects.
- 54% wished they had concentrated on non-financial aspects of planning.

# Four Pillars of Retirement

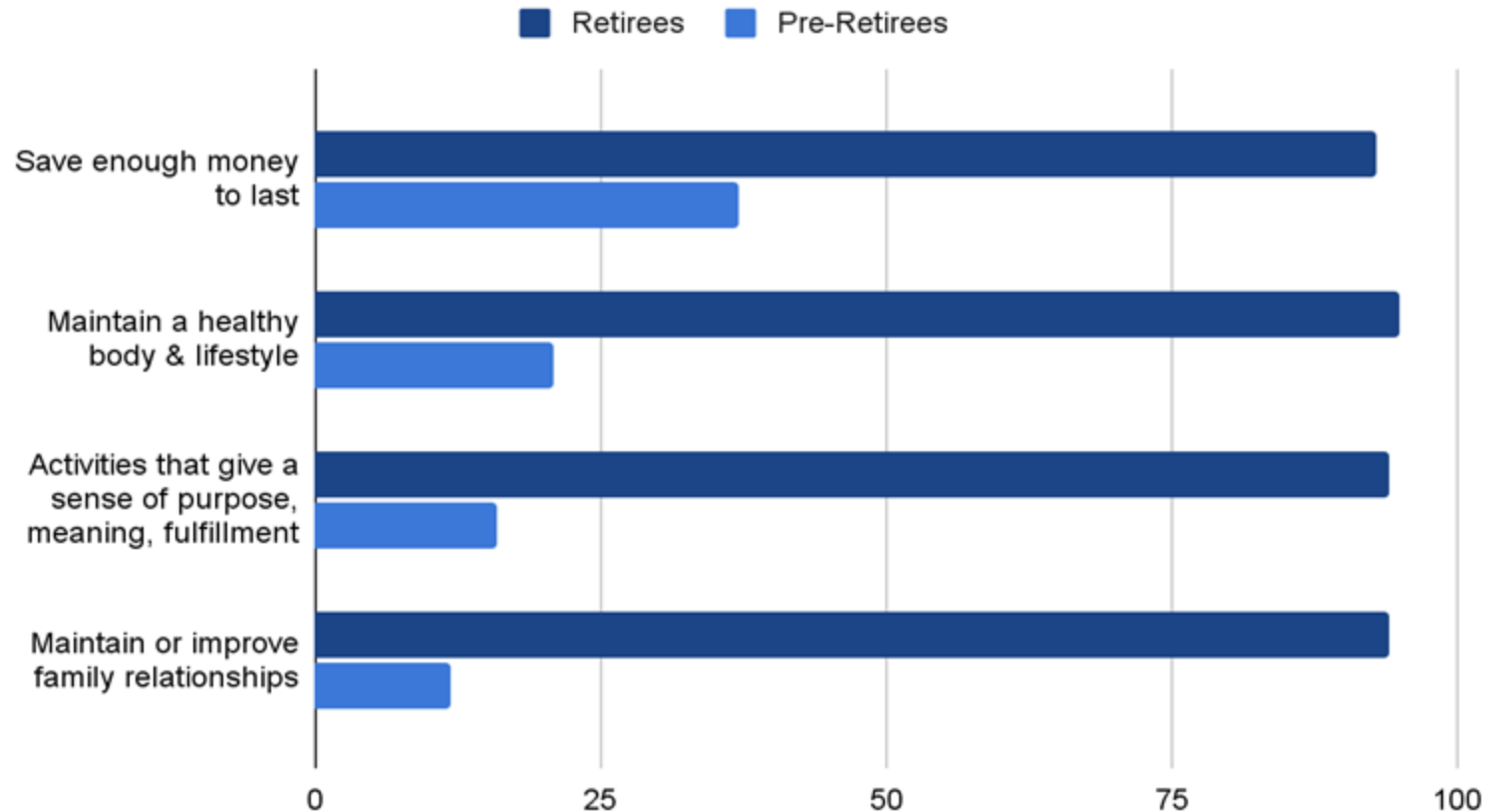
## Preparedness for retirement

(2,030 U.S. Pre-Retirees, Age 45+)

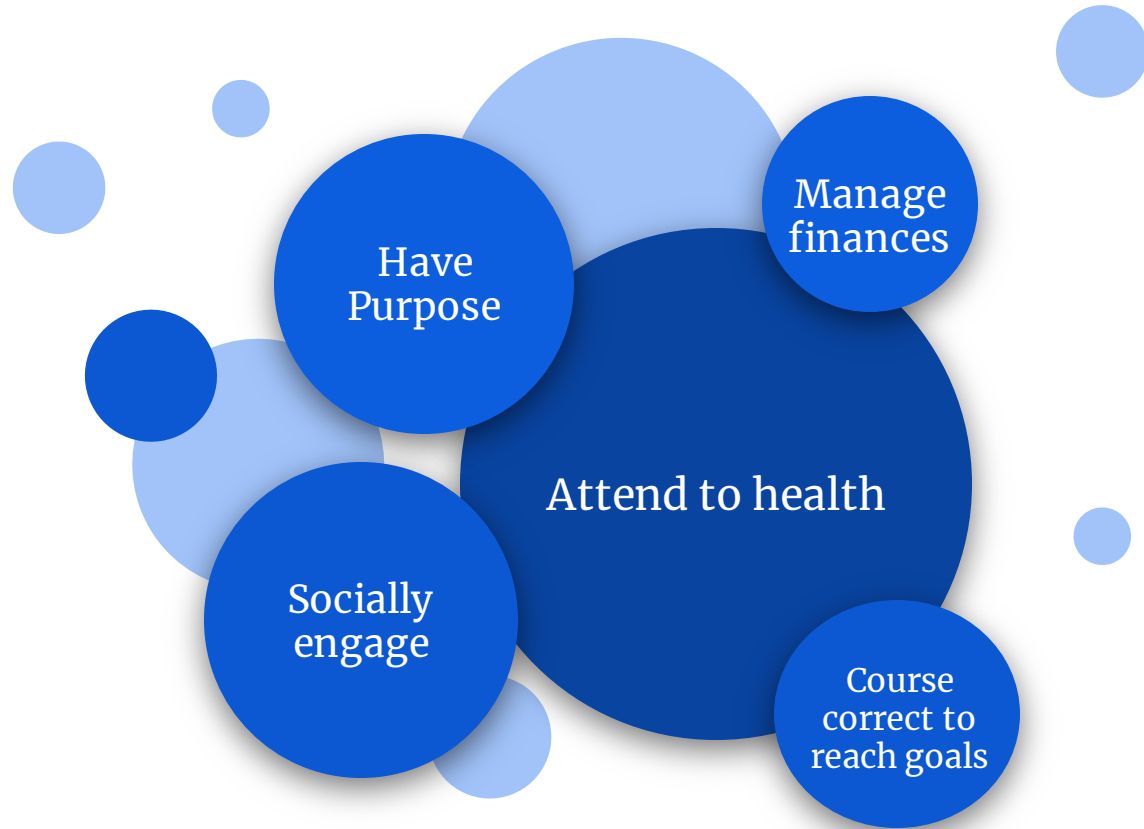


# Retirement Planning Disconnect

What Retirees say is important vs. what Pre-Retirees have thought about (11,000 surveyed)



# 5 Habits of Highly Successful Retirees





# Who are Solo Agers?

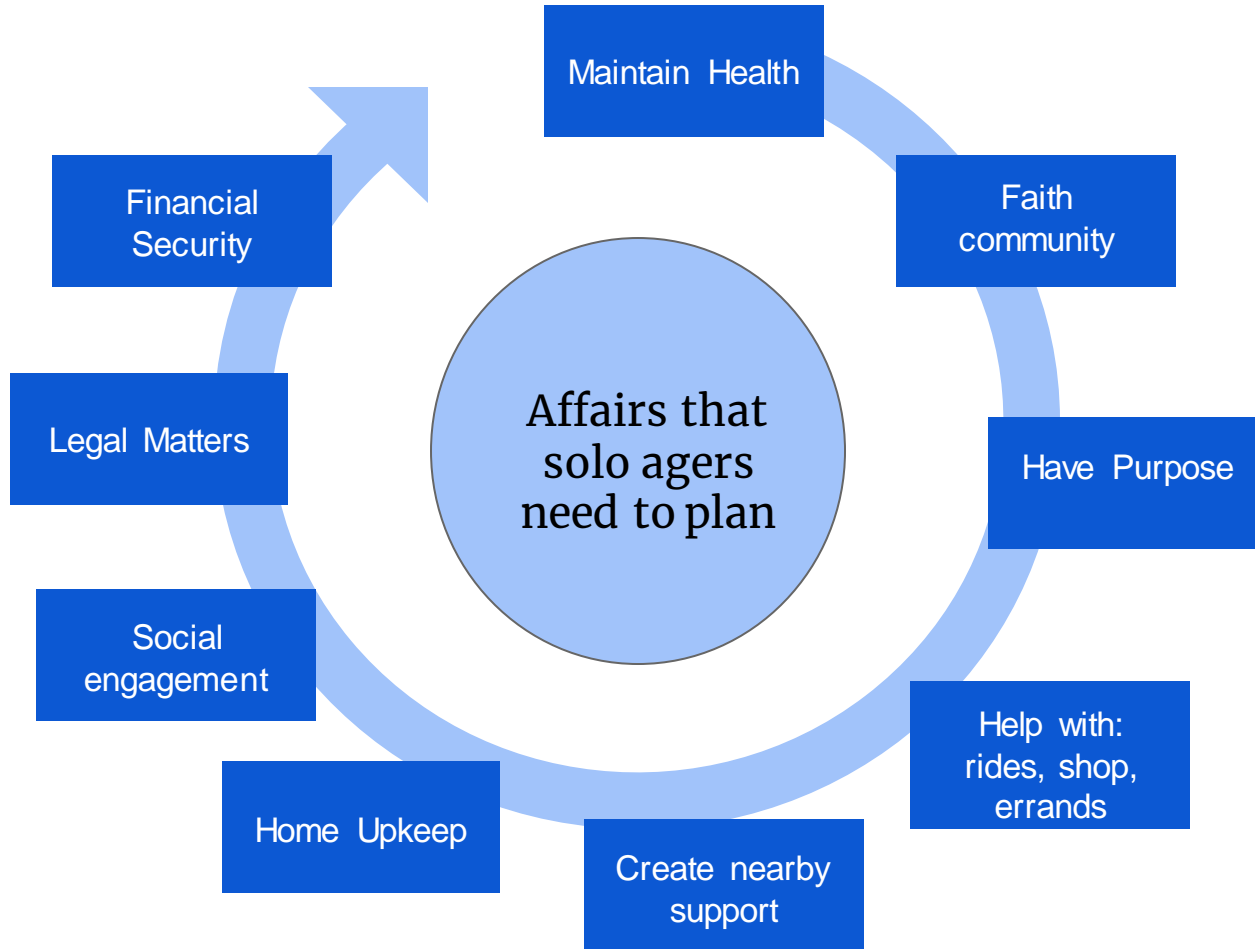
**“Elder Orphans or Solos are individuals who, by choice or circumstances, function without the support system traditionally provided by family.”** Maria Carney, M.D.,  
Geriatrician

## **Broader definition includes:**

- Persons without children
- Persons without family
- Persons estranged from family
- Persons whose family is far-flung

*30 percent of 65+ age alone—2020 U.S. Census*

# Risks the clients (*solo and married*) will encounter



*How do clients plan for the aging alone risks?*



# *Assess and Evaluate*

- Where they are right now..
- Explore the options and imagine what they want..
- Apply a map—a strategy to get there..



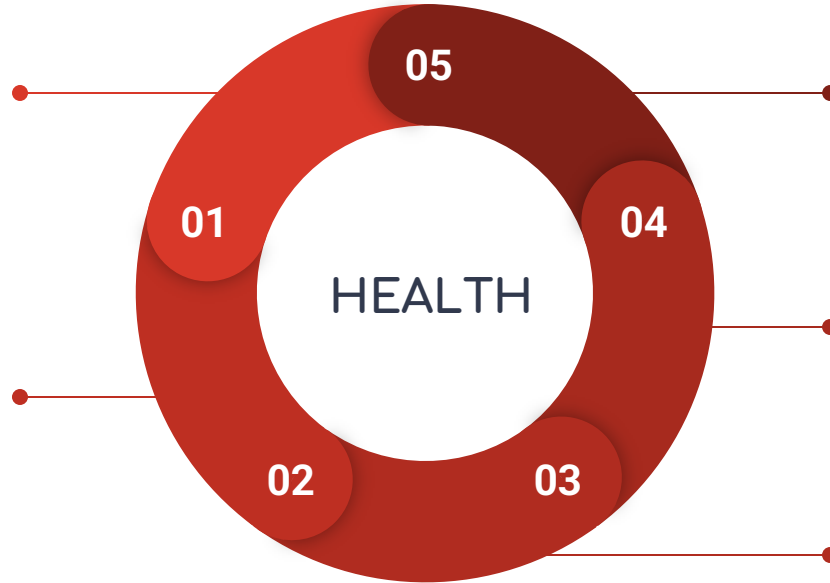
A woman with long blonde hair, wearing a dark blue suit, stands with her back to the camera on a road that is a map. She is holding a map in her hands. The road stretches into the distance, flanked by green fields and a blue sky with white clouds. The map on the road shows various streets, highways, and landmarks, including 'Lynchburg' and 'Hill O'.

Anticipate life's challenges  
leading up to and beyond  
retirement..



Know the family  
medical history and  
follow medical advice  
to manage and  
monitor

Has body weight  
under control



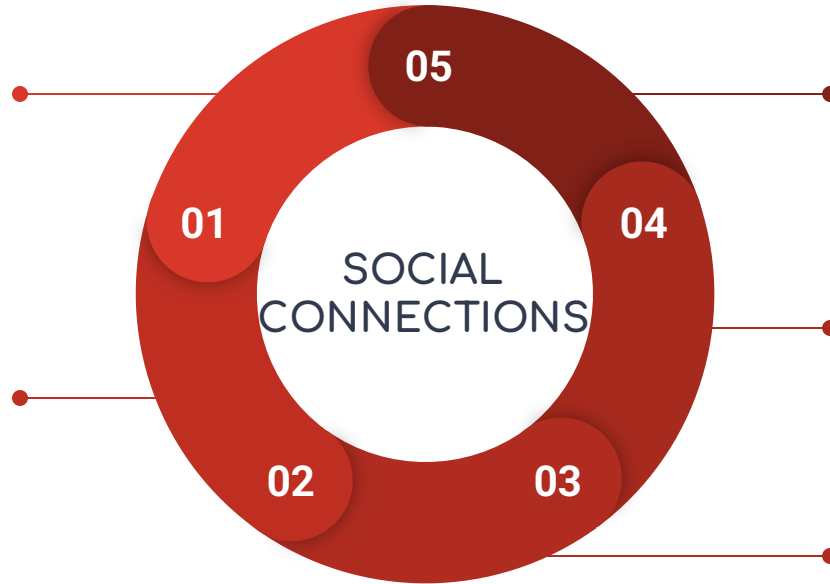
Know the number of  
chronic diseases and  
manage well

Follow preventative  
measures—blood  
tests & medical  
screenings. Adhere to  
doctor's orders

Eat a healthy and  
nutritious diet

Has healthy friendships. And stay engaged

Schedules satisfying, frequent social engagements

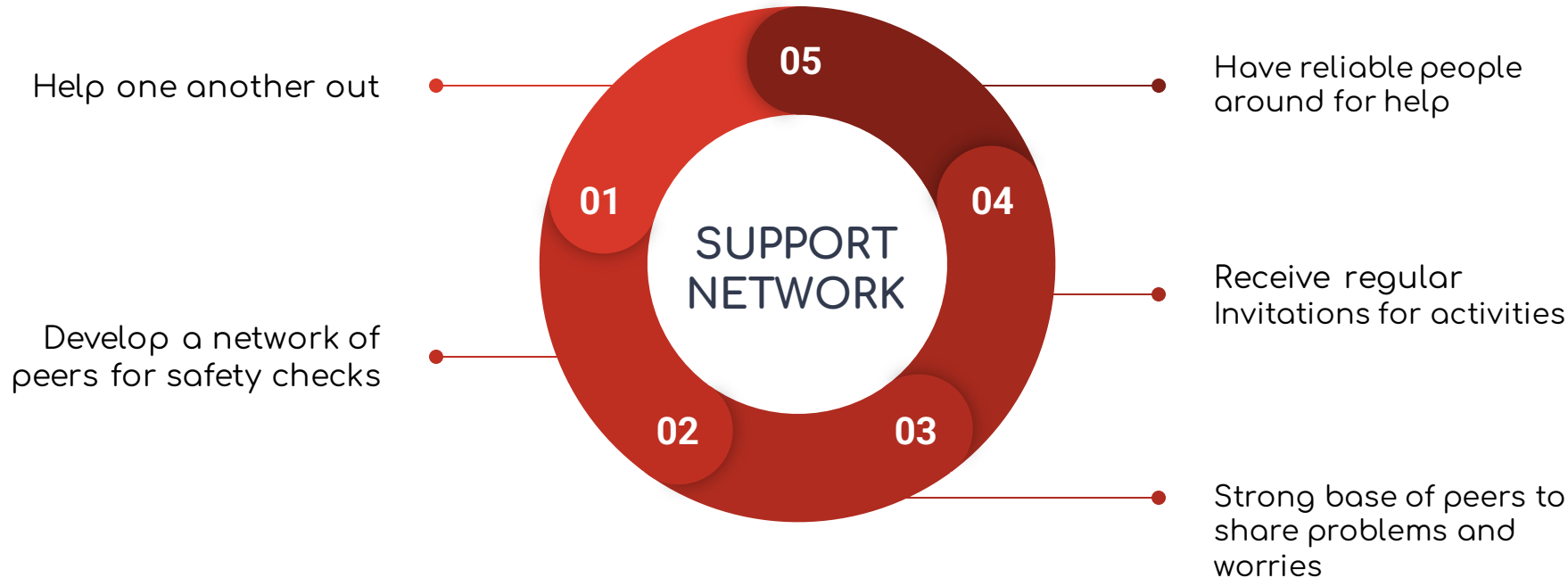


Friendships have a balanced give and take

Has friends who support them. They listen well and offer emotional support

Has a strong network of companions. The local community offers ways to meet-up with peers







FAITH  
SPIRITUALITY

Have a sense of God's  
| Higher presence

Developed strong  
role, beliefs, and  
attitudes about  
spiritualness

01

02

05

04

03

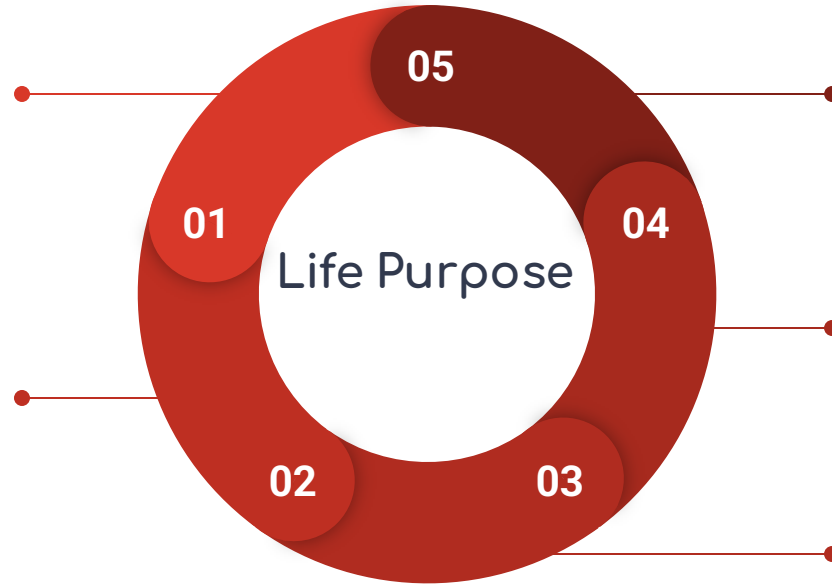
Flourishing faith and  
practice

Thriving connection  
with all things

Congruent private  
and public spiritual  
behaviors

Have a strong sense  
of internal drive

Focus on things and  
activities that give  
energy



Know what adds value  
and meaning

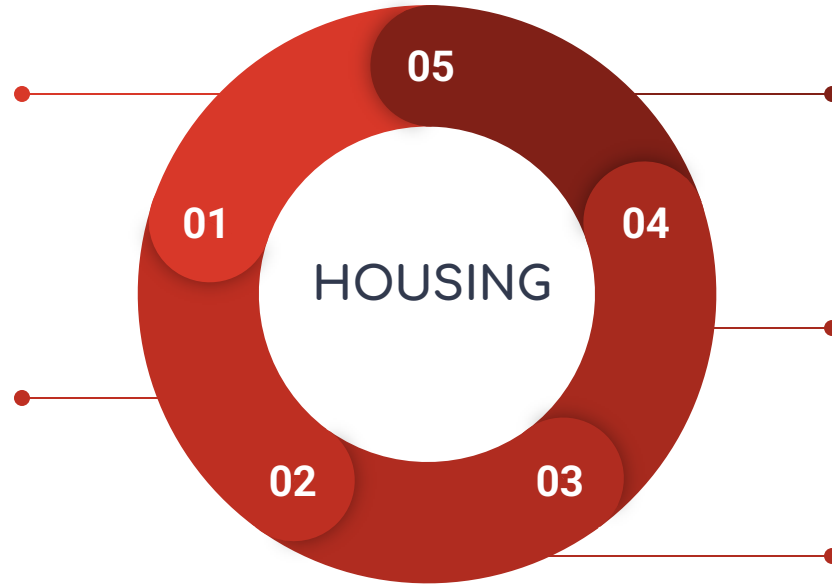
Plans match with  
interests

Has awareness of  
where they're  
headed—goals and  
what needs to be  
done



Lifestyle conditions support a healthy lifestyle and promotes fitness and engagement?

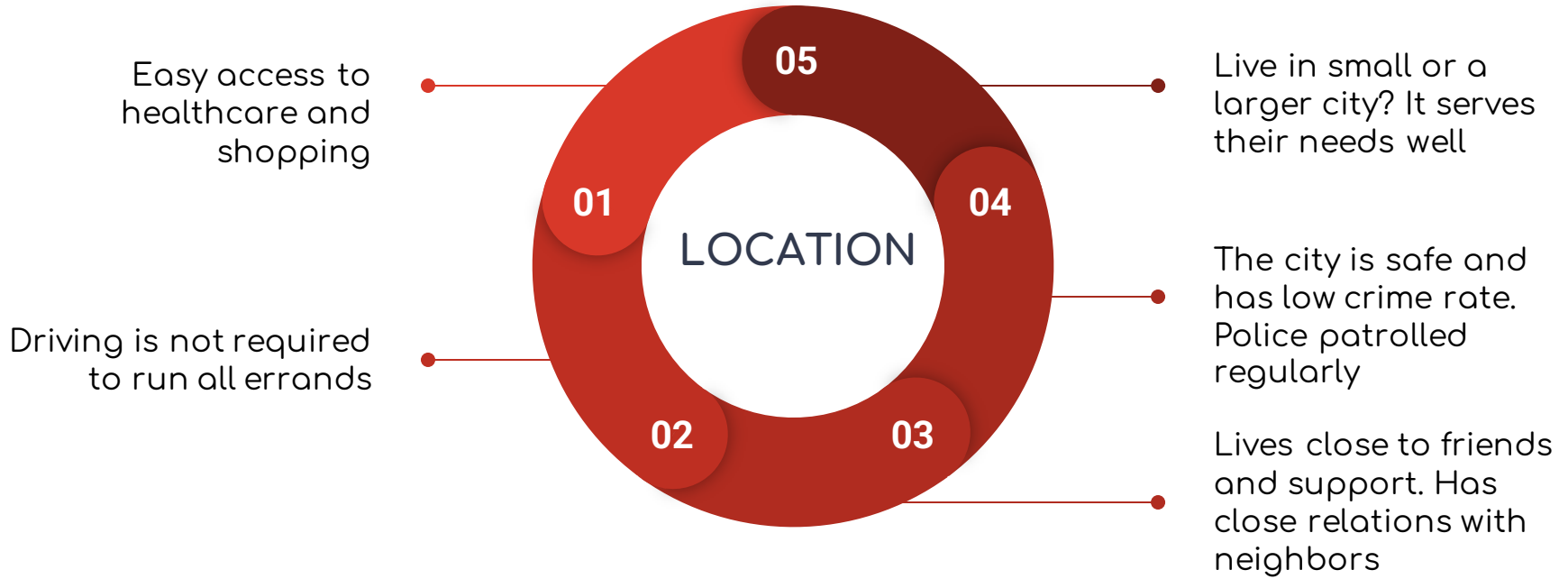
Housing costs are easily paid: utilities, property taxes, insurance



Long-term needs are met for aging in place

House bills fit their budget.

Safe neighborhood, feels safe where they live. Tracks crime rate



TRANSPORTATION

Able to get around by foot

01

Has safe driving skills

02

05

Access to public transit and rideshare

04

Has a dependable vehicle—affordable maintenance

03

Know transportation options



Professional referrals—the foundation of assisting clients to achieve objectives—to age well

Plan for  
future  
concerns

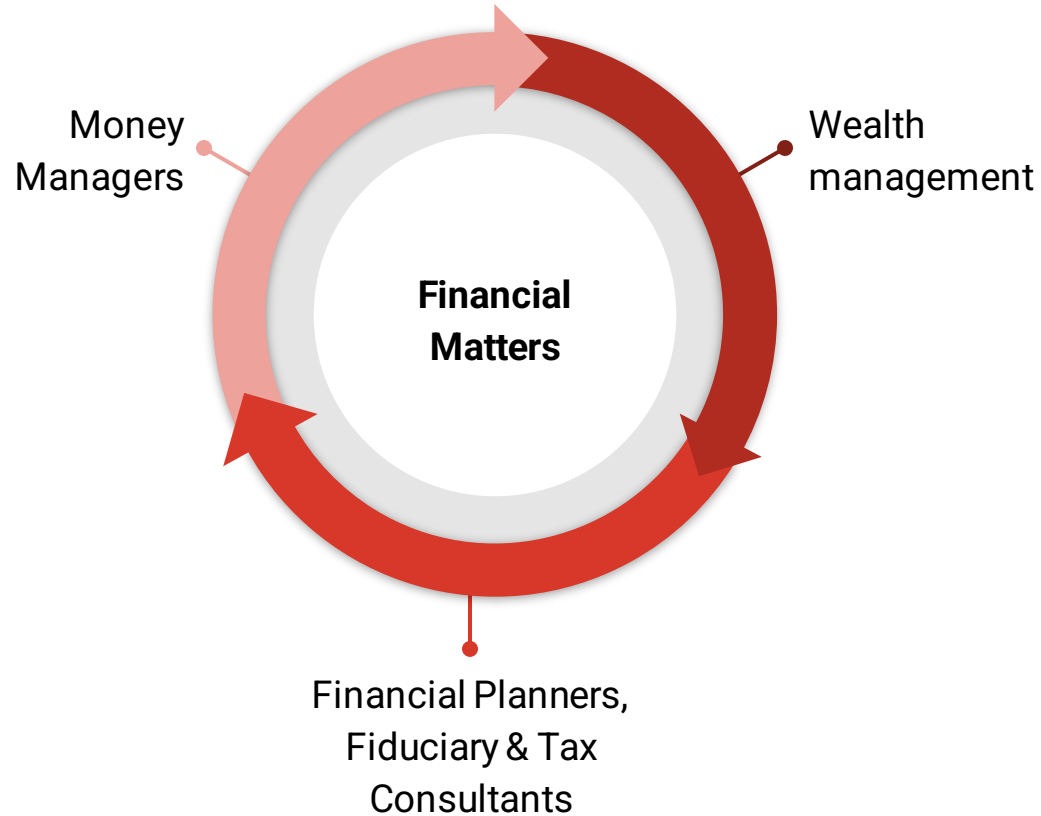
Assess the  
risks

Identify the  
top 3 that puts  
them at risk

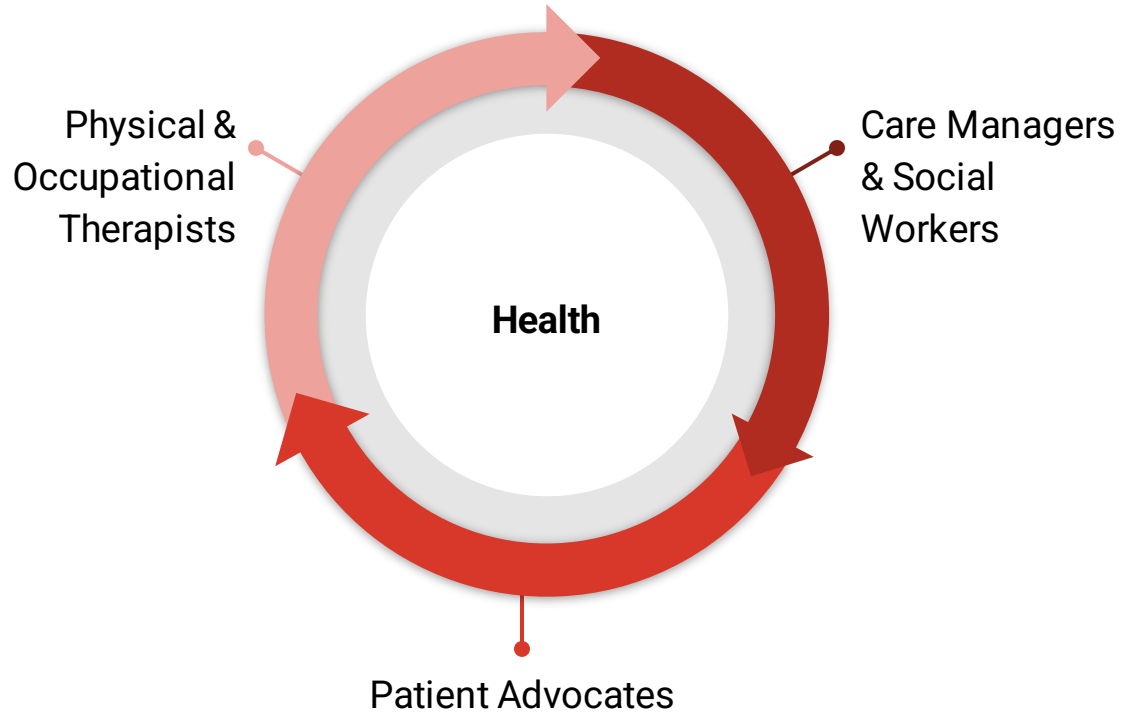
Research  
solutions &  
practices for  
improvement

Through your  
referral system,  
clients build a  
personal care &  
advisory team

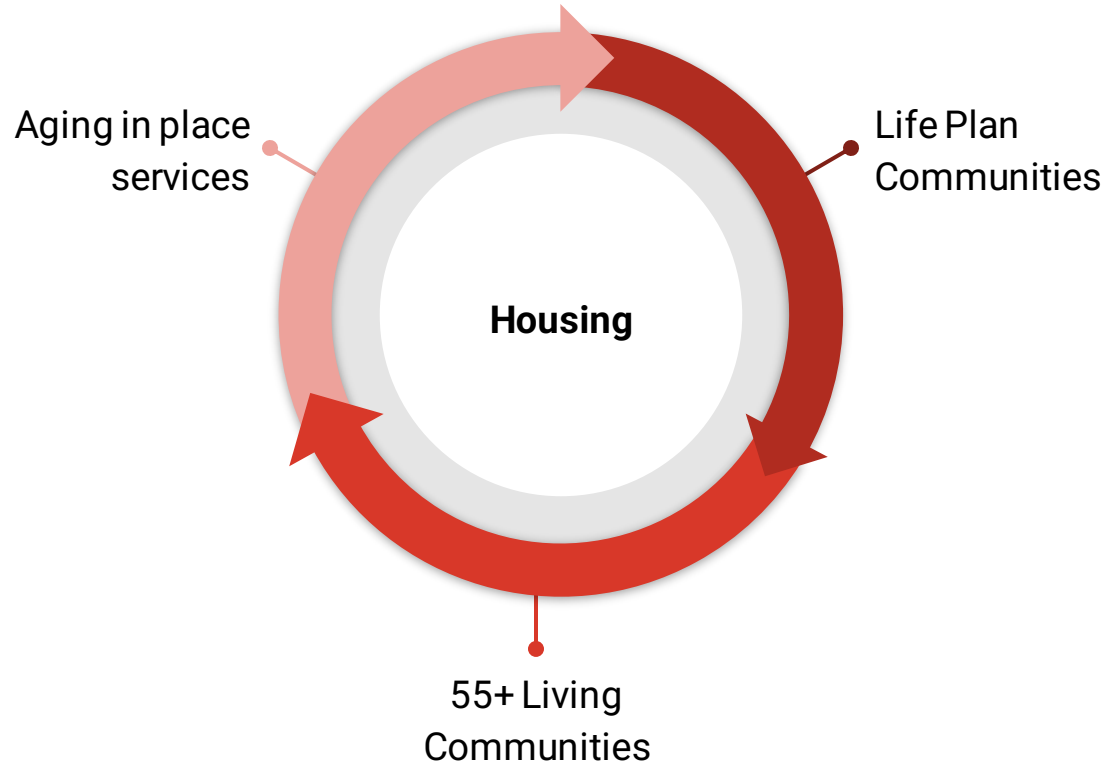
# Referral System: Develops Leads



# Referral System: Develops Leads



# Referral System: Develops Leads



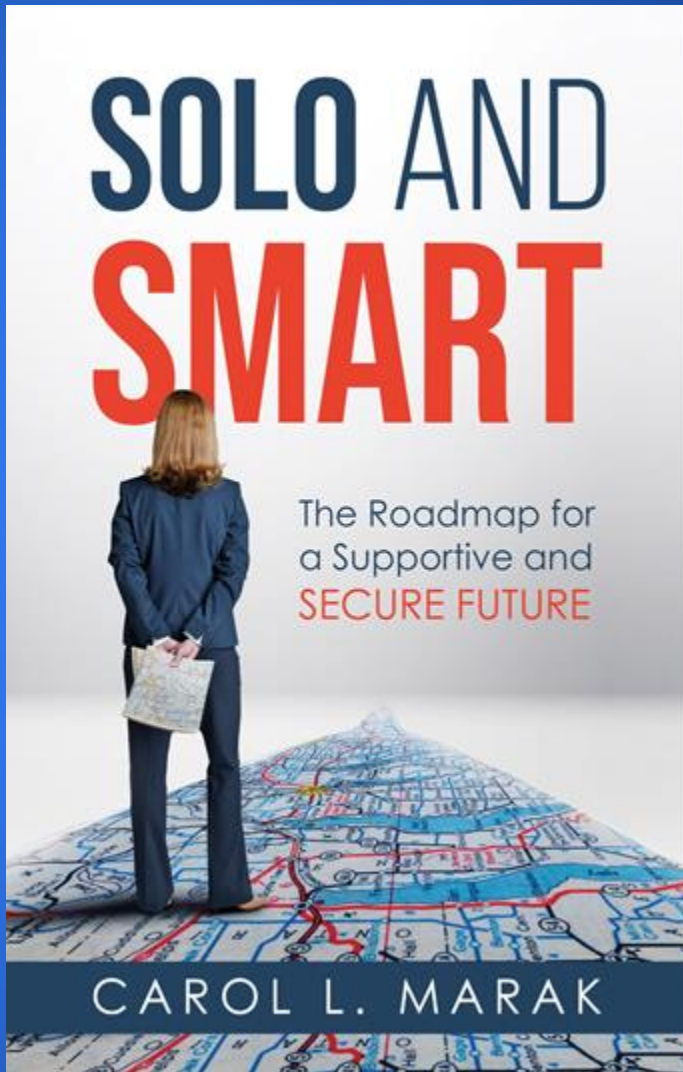
Help clients achieve  
a fulfilling retirement:

- Physically
- Socially
- Emotionally
- Financially & Legally
- Community-centered

Early action is key!

*Available on*  
**on AMAZON**

CarolMarak.com  
Carol@CarolMarak.com





## *Options for planning the future*

- SOLO AND SMART Book, Carol Marak
- Life Plan Assessment, Carol Marak
- Who Will Take Care of Me When I'm Old Book, Joy Loverde
- Essential Retirement Planning for Solo Agers Book, Sara Geber Zeff

# SOLO AND SMART

The Roadmap for  
a Supportive and  
SECURE FUTURE



CAROL L. MARAK

Carol Marak  
Author | Speaker | Life Plan Coach

[CarolMarak.com](http://CarolMarak.com)  
[SoloLivingCoach.com](http://SoloLivingCoach.com)  
[Carol@CarolMarak.com](mailto:Carol@CarolMarak.com)