

# LAFM Interview With Glenn Hartas



[TheExitStrategyGroup.com.au/Media](https://TheExitStrategyGroup.com.au/Media)

**Glenn Hartas:**

Now, three decades ago, the average age that someone would live was 76. Today, people are living until they are 82, and by 2044, the average age will be 90. This means we can look forward to a long retirement, but for many, it may lead to a loss of identity, loneliness, and a lack of purpose. Kerry Boulton, CEO of the Exit Strategy Group, joins me to discuss retirement exit plans. Welcome to the show, Kerry.

**Kerry Boulton:**

You're absolutely right, Glenn. Unfortunately, significant research has shown that if you walk out the door without considering what you'll do with the rest of your life, you might end up in a sad situation, perhaps becoming depressed, and just sitting around. It's crucial to think about what you'll do after you finish working.

**Glenn Hartas:**

So, what is a retirement exit plan?

**Kerry Boulton:**

A retirement exit plan involves carefully considering what you will do with the rest of your life after taking time off. It depends on your financial situation, but it's essential to give yourself some time to enjoy your newfound freedom. If you've been a business owner and sold your business, taking some time to decompress is great. Essentially, an exit plan is about planning for the next 10, 20, or even 30 years of your life. With lifespans extending into the 80s and 90s, that's a significant amount of time.

**Glenn Hartas:**

It's amazing. We work for 30 to 35 years, and then retirement could last another 30 to 35 years. That's about half your life. What often happens is that when you retire, you might be leaving your career while your spouse may still be working, or you might both retire at different times. This can lead to conflicts, sometimes referred to as the "Grey Divorce," where the dynamic between the work CEO and the home CEO causes friction. It's important to align with your partner and find new activities or routines that work for both of you.

**Kerry Boulton:**

Absolutely. My grandparents managed it well. My grandfather was part of a men's lodge, and my grandmother was involved in other organisations. They spent time together on holidays but also had time apart. That balance was crucial. I recently met a couple who sold their business a few years ago. They're in their late 40s and had to rethink their lives now that their children are away at boarding school. They've used this time to rediscover how to be with each other, which is important whether you're in your late 40s or 60s.

**Glenn Hartas:**

At what age should someone start working on their exit plan? You don't want to do it the day before you retire.

**Kerry Boulton:**

The more time you give yourself, the better. Even if you're over 50, it's wise to start thinking about it, not just from a financial perspective but also from a personal one. Start considering your goals, what you want to do, and when you want to do it. There's no such thing as too soon, and it's never too late either. The sooner, the better.

**Glenn Hartas:**

Well, there we go. Some great advice from Kerry. Kerry, for more information, do you have a website people can visit?

**Kerry Boulton:**

Certainly. It's [theexitstrategygroup.com.au](http://theexitstrategygroup.com.au).

**Glenn Hartas:**

Awesome. Thanks so much for your time, Kerry.

**Kerry Boulton:**

It's my absolute pleasure.