



Professional Development and Financial Management Seminar for Millennials

**Retirement Planning:
From Employment to Self Employment**

***Presented by
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Uphold public interest



Self Employment is Not Ultimately Retirement





**Most professionals are self
employed and they boast
about it**





Employment and Self Employment demystified



- i. No work, no pay
- ii. Knowledge based employment – employed because of their hard skills and not soft skills
- iii. Mostly professionals and casual laborers are employed as time and physical presence are key components
- iv. High taxes
- v. Direct labor
- vi. Working hard for money
- vii. You become a captive of money sacrificing individual aspirations and personal purpose



Retirement demystified



- ✓ Should be a way of life and not an attainable destination
- ✓ A place whereby one stops living and working for money but for a divine purpose
- ✓ Retirement breeds fulfillment and self actualization as individuals are able to accomplish their assignment
- ✓ One serves the society and not self



Retirement demystified



- ✓ Retirement is an attitude and does not refer to being super rich
- ✓ It is possible to be retired and busy because of your purpose
- ✓ It is challenging to retire poor and/or lack
- ✓ Retirement means financial freedom
- ✓ In a perfect world all the retirees and people with financial freedom were once employees and self employed, but they did not stick there



The Transition Matrix



You exchange your time & effort for an income. You don't work, you don't get paid

You work for yourself, but can you take a six week holiday and your business keeps on going without you?

Active

You work for money

E

Passive

Money working for you

B

This People have other people working hard for them to generate an income

They are the People who have money working hard for them. The Play golf and have a good life

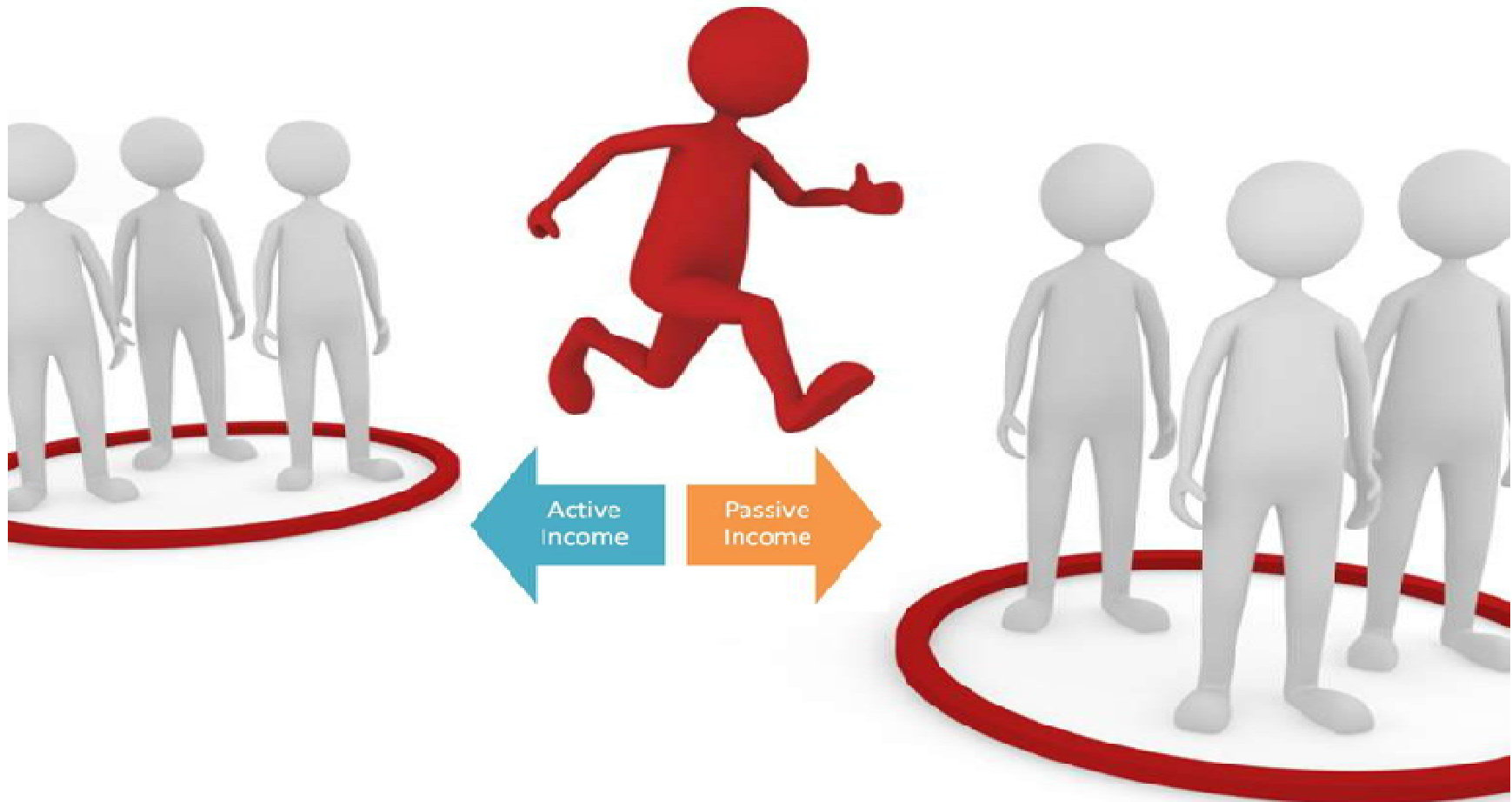
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Transitioning from Employment to Business and Retirement

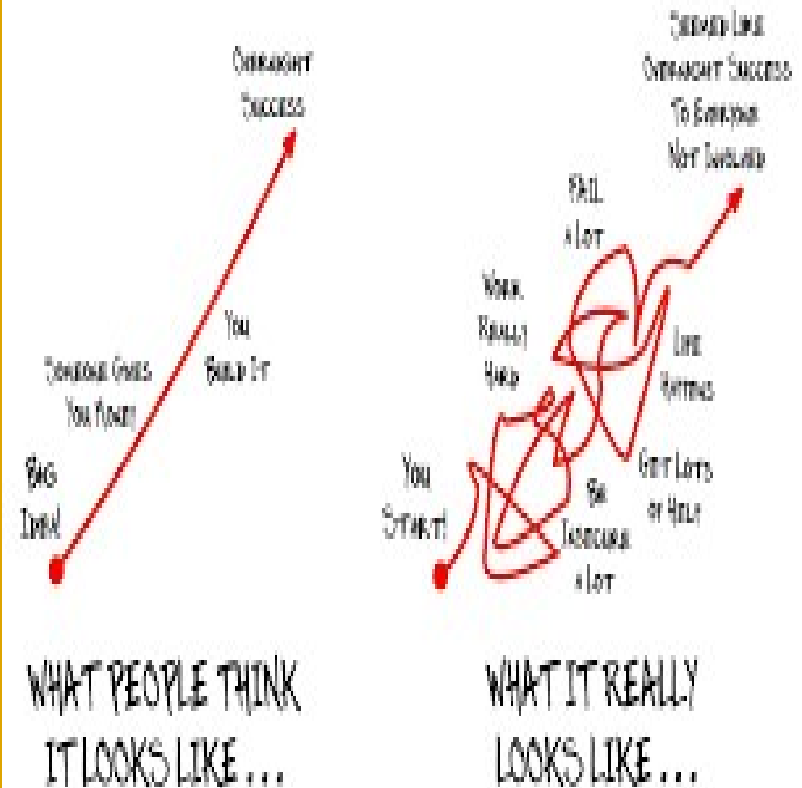




Transitioning from Employment to Business and Retirement



1. Identifying the market/society need
2. Develop an understanding of that need
3. Tailor a solution for that need
4. Offer the solution to the market and get meaningful feedback from the market of that solution
5. Perfect the solution present that solution to the market
6. Make an income from the solution presented
7. Because of your technical competencies and market understanding you become an authority and are able to earn employment income





Transitioning from Employment to Business and Retirement



- ✓ Identify a team that is able to buy into your knowledge skills and understanding of your found solution to the market
- ✓ Train the team until they are able to do it like you or able than you
- ✓ Entrust the team with the responsibility of service the market
- ✓ Develop the soft skills that will make you whole in terms of providing leadership to your business: Leadership, people, processes, marketing, IT



Transitioning from Employment to Business and Retirement



- ✓ Create structures for your business. A business for retirement is not defined by how much money it makes but how long it can survive in the absence of the founders
- ✓ With business soft skills are more desirable than technical ability as that, you can be entrusted to your team.
- ✓ Build a successful business that is profitable, sustainable and bigger than you
- ✓ Harness the profits and re-invest for retirement



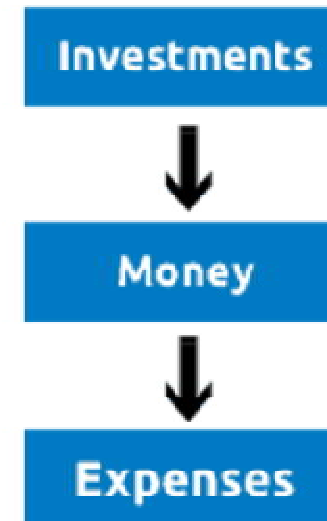
Active Income Vs Passive Income



Active Income



Passive Income





Transitioning from Business to Investment



- ✓ Investments generate passive income
- ✓ Income from investment is usually lower than income generated from employment income and business income
- ✓ Therefore a critical mass of investment is required in order to secure your retirement
- ✓ The issue of risk vs return is critical. So ensure rightful portfolio balance

Investment Vehicles





**Time is not a factor but skill is
critical
the “New Rich”**





The New Rich



FINANCIAL FREEDOM



Having Financial Freedom and enjoying the same while still working, studying and travelling



Other Key considerations to enjoy retirement



- ✓ Financial freedom is the freedom to be who you really are and to do what you really want in life.
- ✓ Business income will accelerate your financial freedom and retirement.
- ✓ Investment is what remains where you retire, therefore maximize on your retirement income.
- ✓ Work smart and not hard as time is not a factor for retirement but skill is critical



Other Key considerations for financial management.



- ✓ Use debt leverage to accelerate your investments.
- ✓ Develop a personal strategy that will lead you to financial freedom and retirement all together.



**Retire Early. Retire
Happy**



Q&As

QUESTIONS & ANSWERS

*Thank
you!*