

Your Life Calling

On a beautiful mid-September evening at the Seattle Art Museum, one of America's most respected broadcast journalists, Jane Pauley, challenged the attendees of Laird Norton Tyee's 2012 Thought Forum™ to answer their life's calling. Each year we invite a notable guest speaker to share their forward-thinking ideas on how to maximize life fulfillment, which is at the core of what we help all of our clients pursue. In years past, our guests have included health expert, Dr. Andrew Weil, global philanthropist, Lucy Bernholz, best-selling author Bill George and last year, the founder and director of MIT's AgeLab, Dr. Joseph F. Coughlin. This year we invited Jane Pauley to speak to us about *"reimagining our future in powerful and positive new ways."*

Since we first opened our doors in 1967, we've been a company driven by the timeless commitment to help our clients and their families achieve financial security, pursue their happiness and explore their passions. Part of the reason why we've been able to do this successfully for so long is that we place a great deal of importance on developing both sides of the wealth management equation – financial *and* human capital.

Before introducing Jane as the evening's keynote speaker, Laird Norton Tyee's President and Chief Executive Officer Bob Moser explained to the audience that *"we believe that reinvention is a key part of the 'human capital' portion of the wealth management ratio, which includes all the things that give our life meaning. That's why we've asked Jane Pauley here tonight, to help us think about reinvention and achieve fulfillment."*

Where to Find a Second Act

Jane arrived on stage in a sparkling green dress and a special thank you to Bob Moser for their chat over the phone last week. *"Bob, you have no idea how you made my day the other week. He said that 'your work looks like our work.'" Jane then confessed that she savored that phrase, my work, and was deeply flattered that Bob had asked her to talk about her work on the topic of reinvention after 50.*

First, Jane made the point that *"if you're not 50 yet, you will be."* Then she pointed out that *"our children reinvent themselves many more times in their 20s than our parents did in their entire lifetimes."* And finally, that *"my generation takes for granted these second acts, but doesn't really know where to get one."* To prove her point, she told the audience about an email that she received several years ago that said the following:

"I think the most important thing you can do is follow-through. You have lots of ideas and I think it's time you took the reins and tried to make one of them happen. No one can doubt your talents, ability and work ethic, but you're wasting all these skills. If you don't commit to something and really try to make it happen, it won't. It's time to make your move."

All in attendance were surprised when they heard that this wise email was from Jane's 22-year-old son.

Follow-Through is an Essential Part of the Game

After the laughter around the auditorium died down, Jane pointed out that her son's email was a pretty darn good template for reinvention. That one must survey the field, think about what you might be good at, what you want to be doing, commit to something and then follow through with it. Jane then admitted that *"follow-through is not my best thing, which explains my golf game."* However, her admission was a perfect segue for her first story about reinvention – which happened to be about a professional golfer named Michael Allen. Apparently, Michael had had a less than illustrious career on the PGA tour. After years of perseverance, he finally gave it up at 36. Nearly 20 years later, he's back on tour and now *"the man."* Although he is still playing the same game, he is no longer the same golfer. Taking the advice of his wife, who said that *"if you're gonna try golfing again, don't do it the same way,"* he decided to focus on fitness, got a new swing coach and went to a sports psychologist that told him that *"it is better to be decisive than right."* And sure enough, these changes turned out to be a winning combination. Michael successfully reinvented both his life and his swing.

Different Paths Can Have Similar Explanations

After sharing Michael's story, Jane told the audience that she was not an expert and that she doesn't know many things. But, she does know the secret of reinvention – *"There isn't one."* Literally. *"I've now told 26 different life calling stories, 26 different paths, 26 very different destinations,"* said Jane. However, she did point out that the 26 different explanations for reinvention weren't all that different: *"There was just something missing in my life...I wanted something different...I thought it was God speaking to me..., etc."*

That last explanation turned out to be the one used in Jane's next story about reinvention. Several years ago Richard Rittmaster was a Lutheran minister that felt like *"his soul was drying up"* as a result of running a big church. So, one day he decided to lie down on a sofa and not get up until he determined what to do with his life. After three days he finally got up with a solution, to

quit. Six months after he resigned, Richard found his reinvention on Craigslist. Posted amongst a variety of help-wanted ads, he saw a blind ad that called for counseling young people. It turned out to be for the Minnesota National Guard and at age 49, joined the army and now is a military Chaplain.

You Always Get a Do-Over

After sharing Michael's story, Jane said that people like him make reinvention look easy. Generally, people that have an easy time reinventing their lives either enjoy learning new things, have been serial volunteers or have a lot of hobbies. She then pointed out that a certain amount of introspection is important in the reinvention process and shared her own reinvention story, which wasn't easy:

"At 25 years old, I was asked to fill in Barbara Walters' empty seat on the Today Show. And 25 years later, I felt a yearning to find out what was behind the camera and thought it was time to try something new. Surprisingly, this garnered a lot of attention and prompted NBC to give me my own daytime show, The Jane Pauley Show. That turned out to be a very short chapter in my life. It lasted one year. And then a funny thing happened. Nothing happened. People started asking 'How's retirement going Jane?' Which eventually transitioned into strangers mostly asking me for directions. They didn't know who I was; they just wanted me to help them find their way.

But, you always get a do-over. After logging many hours on my couch, I had the idea of taking my own show on the road. One morning my daughter turned on the Today Show and I saw my old friend on there, Willard Scott, and suddenly I could truly see myself in the picture again. Frankly, I did think that my television career was over, but I didn't think it was the end of the line. So, I pitched my idea for a TV show about reinvention for those over 50 and said that I had found a sponsor to pay for it, AARP. And it happened, but I made it happen. In my home office I have a large publicity shot of myself taken for my failed daytime show. Believe it or not, that picture of Jane Pauley inspires me because she is someone who tried to make things happen. And that is my ultimate goal in life, to always be someone who tried."

Jane wrapped up her presentation with an admission that it took her a long time to see herself in a powerful, new way. Now, her "work" is about helping others do the same for themselves. Before Jane walked off the stage, she turned to the audience and said "Your Life Calling is about helping people envision their future in a positive and productive way. And I think the future looks great from here!"

About Laird Norton Tyee

Laird Norton Tyee is one of the Pacific Northwest's largest privately held wealth management firms, with nearly \$4 billion in assets under advisement. The organization serves goal oriented, high-net-worth individuals and families who want to make an intentional, positive impact with their wealth. Success is measured by clients' ability to achieve long-term financial results, reach personal and family goals and leave lasting legacies. Offering expertise in personal strategic planning, generation-to-generation wealth transfer and investment stewardship, Laird Norton Tyee's more than 45 years in the Pacific Northwest lends a unique multi-generational insight and approach to personal and family wealth.

About ReGenU



What matters most to you? During life's pivotal transitions, this is an essential question. To answer it, we've created ReGenU – a community where thoughts, advice and successes can be shared. It's time to pursue what's next. To grow your human and financial capital. Because life changes. For the better. Join us in the conversation about true wealth. Visit us at www.lntyee.com/regenu/ and share your questions, advice, thoughts and stories about what's next for you.