

# Interview with Tracey Fieber

---

## **How long have you been doing what you do and how did you get to be a Retirement Transition Expert?**

During the course of my 15 year corporate career, I have been responsible for building effective teams, transforming supervisors and coworkers into strong leaders, helping coworkers transition into different positions (or into other careers), and implementing coaching techniques to help them excel in their role with members.

Five years ago I started taking coaching training to help me in my corporate career. Personally, I then began discovering what my life would entail in my next phase, after my children had left the nest. Would I retire? Would I change careers? Or maybe stay in the same job or career. Move somewhere? Over the years of working to reach my goals, I've become clearer and clearer that I was meant to help people through this transition. I've discovered a talent for coaching others who were facing the next phase decisions similar to what I'd been through.

I officially opened my business coaching practice and will be transitioning out of corporate. I've been certified for years, in both Coaching and Retirement Transition, and have been coaching a variety of clients when the opportunity has presented itself.

Over time, I've gained a valuable education, and have come to truly believe that anyone who focuses on creating security and freedom to allow them to focus on their creative pursuits ended up happy. As I've gone through my own journey, I realized that I wasn't the only one that was looking for the same thing. Often many questions arose; however, there just didn't seem to be anyone teaching people like me about retirement (other than finances!).

So I've been creating a solution that helps each individual answer those questions and allows them to work with a professional who can deliver programs that exceed expectations. Coming from a corporate background myself, I know just what's needed to help. That's important when you need to inspire clients or build a relationship while helping to "figure it all out".

In the past, I've led a number of teleseminars and have coached a variety of clients. My clients receive an extremely specific, step-by-step plan on the exact areas to work on, what's needed to take control of the next stage in life. As a result, people who work with me have started, grown and expanded their retirement plans and feel significantly more in control of their time and their life, so they cannot just survive, but THRIVE in this very important phase. They're ready to end the struggles with retirement confusion, deal with issues that are blocking progress, work towards having fulfilling relationships, once and for all find meaning and passion in life, feeling energized, balanced, and confident. We work on getting rid of limiting beliefs that no longer serve them (some from as far back as their childhood), breaking through barriers they feel, improving self-esteem, and bringing awareness to their core challenges that may be holding them back from living their true potential.

We work with both individuals and couples. People get to their 50's and 60's as a couple without actually talking about their future. They talk more about renovating the kitchen or planning their kids' wedding. I've developed a weekend retreat whose purpose is to get authentic with each other, and to talk about what they see in their future. We'll provide adventures to stimulate creativity, combined with discussions that get to the root of their core. Often couples find they are in a different place. Secretly, each one has ideas on what they want to do. One might want to vacation for 2 months of the year somewhere warm, taking their work or business with them. The other might want to stay right where they are, continuing to work or deciding to retire so they can finally do what they've always dreamed. This is a time when they find, as a couple, that they are moving apart. Each has their own desires.

The minute they start talking about it and state their own true desires (sometimes after a number of disagreements about it), they can begin their own journey, often realizing that they don't have to move apart, rather they begin to respect each others' wishes and gain a deeper love for each other, honoring each other. They grow closer in a different way. The weekend sets the stage for them to talk about some things they didn't know about each other. Intuitively they knew they were out of alignment with each other, and didn't want to talk about it. By talking about it in a safe environment, each begins to realize that there is always an agreement that can be made, always a compromise, and that they can do it in a caring, loving way. They gain a deeper sense of how they can support each other in a deeper way. They also learn that they can be a positive senior citizen influence in others' relationships.

## **Who are your clients exactly?**

I work with people just like you who are in the corporate world or entrepreneurs who are really good at what they do, however, have never been taught exactly how to plan their next stage of life, retirement, to set up systems so they ALWAYS know what their next step should be that will be right for them.

## **How are you different from other "life coaches?"**

Although we will occasionally touch upon the same topics, you have me as a Retirement Transition expert and consultant. I ONLY work with people who are in this transition. In other words, I don't consult with people in transition through other stages. I don't believe in being a Jack-of-all-trades. I refer those clients to other coaches. What that means to you is that I am very focused on anything and everything that works for you in your next stage of life. Because my focus is very narrow, what you get with me is a no-nonsense, undiluted expert on what works for independent corporate executives and entrepreneurs. I've simply become an expert at this stuff and that's why my clients, groups and customers get great results (I throw in a bit of compassion, humor and encouragement, which ALWAYS helps!).

## **Who do you work best with and what is expected of me?**

The New Face of Retirement workshops, products and programs were created for people who are absolutely excited and deadly serious about getting the most out of their retirement or next stage in life. It ends "the panic attacks", meaning, not waking up in the middle of the night anymore saying, "How will I ever get to retire?" They were created for you to put systems in place within a few months (sometimes

weeks!), which will eventually lead you to getting all the confidence you need—not three, four, or many more years, which is a conservative estimate on the traditional time it takes to get a comfortable in a new phase of life.

Being a high achieving go-getter myself, I'm known to work best with other high achieving go-getters who are really ready to get going and just want to know exactly what steps to take to get things going.

My favorite clients have been corporate executives and solo entrepreneurs who want to be fully prepared for their next stage, without sacrificing their goals and dreams. I help them to apply next phase of life building techniques to create a lifestyle they want to lead (it is possible!).

I work with clients that are nearing retirement (within 10 years) or have just retired (within the past 1-3 years) who are struggling with whether retirement is right for them or not knowing what they will do in retirement. In addition to my teleseminars, I work with people all over the country, by phone, so geography and travel time are not concerns.

Consider what you'll do with me to be an action learning course. You'll be expected to take serious and consistent action. No excuses anymore, just a very different way of thinking and full support while you achieve this incredibly exciting goal: retire with confidence, less stress, and in record time.

## **For what type of professional is this program NOT going to work?**

Please know I'm very selective in whom I work with and I do gently turn away people who aren't suited for my programs and won't get the results for which they would have signed up for. (It wouldn't be fair to them.)

The New Face of Retirement programs are NOT for those who have no money coming in and are absolutely, financially desperate, at least not right away. It's been my experience that people in financial crisis do not trust the recommendations I give them and do not do the work (probably because they spend so much time worrying about where they are going to get next month's rent check or mortgage payment.) I've worked with these people in the past, and I've found that it wasn't a good fit for them or for me.

If you fall in this category, it's absolutely OK. We've all been in times of financial crisis at one point or another. Do yourself 3 favors:

1. Get some money coming in with a full-time or part-time job at the very least, and then call me. This will take the edge off and provide a little more peace of mind for you. Mostly, it will de-clutter your mind enough to focus on your Retirement Transition assignments and the BIG picture. Once you start seeing the success come regularly as a result of our work, you can then start reducing the hours you work at that other job and focus on your own plan.
2. Sign up for the free Retirement Transition tools over email. The free information will get you started towards defining your goals until you're ready to work with me one-on-one.

3. Make a point to listen to the free teleclass seminars at the bottom of the ezine. These seminar downloads will give you a LOT of things to think about.

Doing these three things will really help you get ready for our work. When you're ready, call me and we'll get you started. (I'm in no rush; I'll be here when you need me.)

Another type of person I won't work with (without exception) is the whiner or the chronic skeptic, as well as individuals who consistently make excuses for not getting their assignments done or who challenge every aspect of the program. If you are one of these people, I gently and respectfully ask that you not call and I hope you understand why. We'll probably just not work well together and I wouldn't want you to waste your time or money. Is that fair?

### **How quickly can I expect results?**

This depends on how long you've been preparing for retirement and how much you put into the assignments that we give you. Most clients see results within the first couple of months in the form of peace of mind, knowing they are progressing towards this exciting, fun new stage in life. Often, clients wish they had discovered this earlier in their life.

### **How can I guarantee myself that I will get the results I want, in record time?**

Do all of your assignments and focus on your next stage in life. Understand that it's not a "quick fix," it's not a magic pill and it can take up to a year for you to plant all the seeds, deal with the junk holding you back, and put systems into place so you can enjoy this stage in life. All my clients who have diligently applied every step of Secrets to Retirement Success Blueprint System™ have successfully retired, in much less time than they would have on their own AND with a lot less stress.

### **This sounds exactly like what I've been looking for. What happens next to start the retirement planning process?**

Terrific! I'd love to chat with you to see if I can help in this important time in your life. You can email me at [tracey@newfaceofretirement.com](mailto:tracey@newfaceofretirement.com), or visit my website at [www.NewFaceOfRetirement.com](http://www.NewFaceOfRetirement.com). Alternatively, you can call me directly at 306-636-2484. If I am not the right coach however, I have many colleagues who may be better suited and will be happy to refer them.

### **May we contact some of your former clients to see what it's like to work with you?**

Yes, definitely! Our clients have become raving fans of our retirement transition services and love to speak to other potential clients about their experience. You can also look at our client testimonials now.

## **OK, I'm ready to do this for myself, but I have a couple of additional questions before getting started... Can I call you?**

Sure, sounds like you're ready to be pulled into your future! Every single retirement we help plan and design is unique and is customized completely to the individual or couple. Just email me at [tracey@newfaceofretirement.com](mailto:tracey@newfaceofretirement.com) or call me directly at 306-636-2484 and leave a message. I'll be happy to walk you through the different options to see which one will be the very best for you. I can't wait to watch your life transform into a successful retirement, and I am honored to be chosen to help you. Let's DO IT!

Congratulations on your decision to get help in progressing into this next stage in life!

## **If I'm not sure I'm ready to get started, how can I sample your work at low cost to see if it's the right solutions for me?**

A way to sample the Secrets to Retirement Success Blueprint System™ is by subscribing to the weekly email newsletter. The "Retirement Success Secrets" email newsletter provides you with proven tips, the latest tools and powerful techniques from our Retirement Success Coaching Programs. It's a program for anyone who wants to guarantee they are on the right track in retirement. [Subscribe here.](#)