(Mr. Tenkey's Tips # 461) --- book available @ www.mrtenkey.com

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Dear Management: It's that time of the year... when companies are making those typical decisions.

Should I do bonuses or 401k?... should I do extra 401k this year?... should I do both?

Well I'd look at it this way:

People want bonuses, more than extra 401k!
Period.
Instant gratification is always better in their eyes.
Period.

Now sure... they want a 401k match... a "for sure", "steady match"... that is set in stone. That's really just fine with them.

And if you don't believe me...

Remember back to the days... when you were little... and you got that gift from Uncle Joe.

You ripped it open, expecting a toy (bonus in adult terms)...

And instead...... a college savings bond (additional 401k monies in adult terms).

Just sayin'