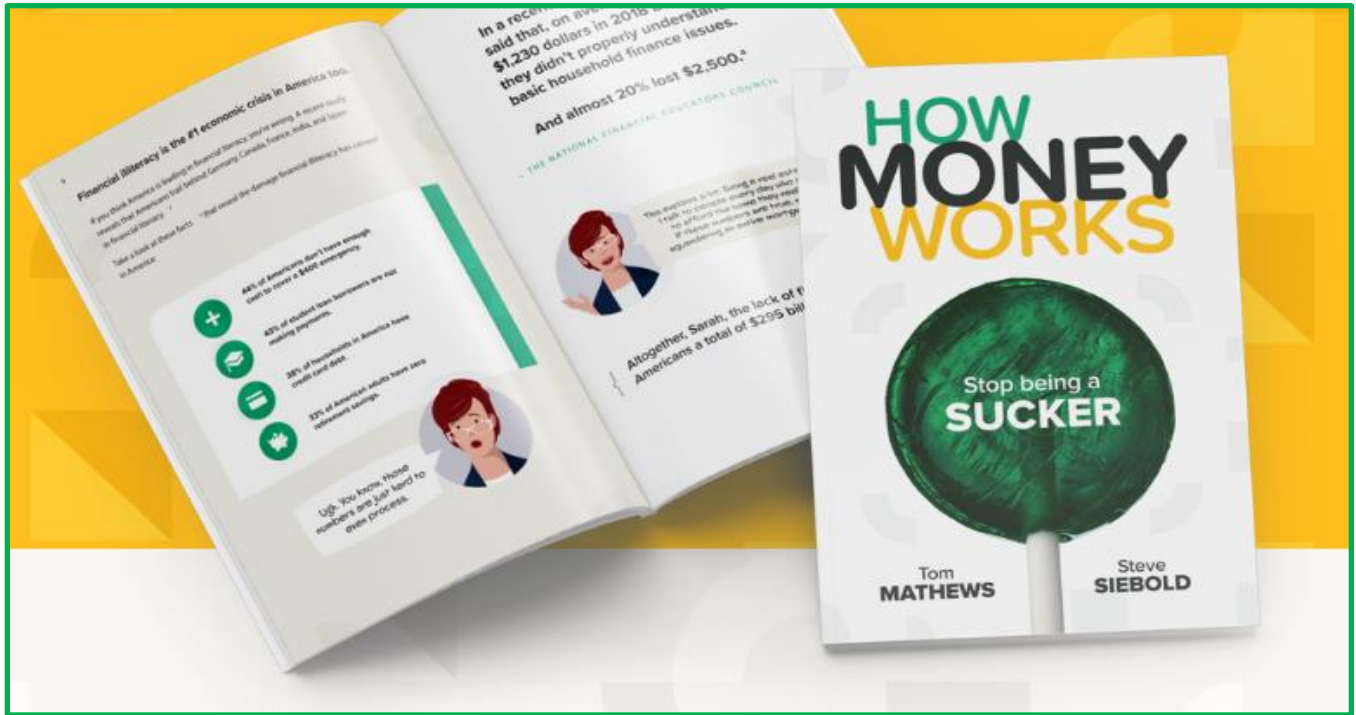


HOW MONEY WORKS®



The 7 Money Milestones

The proven steps that can guide you to the summit of financial security and independence.

Explore deeper in the book, 'HowMoneyWorks.'

[Request a Copy From Me](#)

There's nothing like the view from the top.

- 1 Financial Education
- 2 Proper Protection
- 3 Emergency Fund
- 4 Debt Management
- 5 Cash Flow
- 6 Build Wealth
- 7 Protect Wealth



FINANCIAL NEEDS ANALYSIS

Prepared by: _____ Phone: _____ Date: _____

Prepared for

First: _____ Last: _____ DOB: _____ Age: _____

Cell Phone: _____ Email: _____

First: _____ Last: _____ DOB: _____ Age: _____

Cell Phone: _____ Email: _____

Address: _____ City: _____ State: _____ Zip: _____

Children & Other Dependents

Name: _____ DOB: _____ Name: _____ DOB: _____

Name: _____ DOB: _____ Name: _____ DOB: _____

Name: _____ DOB: _____ Name: _____ DOB: _____

Name: _____ DOB: _____ Name: _____ DOB: _____

Milestone 1 – Get a Financial Education.

MILESTONE 1

Get a Financial Education

Before you start making decisions about your money—especially those that impact your family and future in major ways—it’s important to have an education.

That’s where “HowMoneyWorks, Stop Being a Sucker” comes into play.

YES, I READ THE BOOK! _____

After you’ve read the book, you can check this Milestone off. Woohoo!



Let's Start with Your Dreams, Goals & Concerns

Our recommendations are based on what is important to you.

	Short 1-3 Years	Medium 3-7 Years	Long 7+ Years
Make a Major Purchase: _____	_____	_____	_____
Build Retirement Wealth: _____	_____	_____	_____
Buy a New Home: _____	_____	_____	_____
Save for Unexpected Events: _____	_____	_____	_____
Pay Off Mortgage: _____	_____	_____	_____
Education Funding: _____	_____	_____	_____
Alternative Income In Case of Illness, Disability, or Death: _____	_____	_____	_____
Help Support Aging Parents: _____	_____	_____	_____
Pay Off Credit Card Debt: _____	_____	_____	_____
Other Goals: _____	_____	_____	_____

Monthly After-Tax Retirement Income Goal (Today's Dollars) \$ _____ Begin at Age: ___ Thru Age: _____

Taxes at Retirement Vs Today Will Be: Lower ___ Same ___ Higher ___ Risk Tolerance: None ___ Low ___ Med ___ High ___

Milestone 2 – Secure Proper Protection.



My financial professional helped me with questions like, "How much do I need?" and "What kind should I get?"

MILESTONE 2

Secure Proper Protection

After you've read the book, proper protection of your income should be the next Milestone to complete.

Why? Because financial hardship after the loss of a spouse or business partner can be hard to recover from. To protect your income for all those who depend on you, sit down with your financial professional ASAP to talk about life insurance.

Already have life insurance? When was the last time you had a review?

Insured	Company	Purch Year	T, WL, UL, IUL, or VUL	Death Benefit	Chronic Benefit	Critical Benefit	L T C Benefit	Cash Value	Monthly Premium
				\$				\$	\$
Total Mo. Premiums									\$

Your health and hobbies play an important role in your protection strategies.

Insured	Health Issues/How Long	Tobacco	Hobbies

More than 70% of people aged 65 and over will need some type of long-term care services and support in their remaining years. (37% of the people who receive LTC benefits are under the age of 65.) - Source: Oct 2017 - <https://LongTermCare.acl.gov/thebasics>

<u>Long-Term Care Costs</u>		
- Source: Genworth Cost of Care Survey, 2018 - https://genworth.com/aging-and-you/finances/cost-of-care.html		
Type	<u>Annual Median Costs</u>	Average <u>Total Costs</u>
Adult Day Health Care	\$ 18,720	\$ 73,008
Assisted Living Facility (1 Bedroom)	\$ 48,000	\$ 187,200
Home Health Aide Services	\$ 50,336	\$ 196,310
Nursing Home (Semi-Private Room)	\$ 89,297	\$ 348,258
Nursing Home (Private Room)	\$ 100,375	\$ 391,463

How many months would your assets last if you suffered a chronic, critical, or terminal illness tomorrow? _____

Current Monthly Expenses

Rent / Mortgage	Gasoline	Groceries
Cell Phones	Auto Maintenance	Eat Out & Take Out
Cable, Internet & Phone	Mass Transit / Parking	Coffee, Lattes & Snacks
Electric	Child Care	Sports & Entertainment
Natural Gas/Propane	Schools & Colleges	Subscriptions & Memberships
Water, Trash & H.O.A.	Extra-Curricular Activities	Pet Food, Grooming & Ins.
Real Estate Taxes	Lessons/Tutors	Lottery Tickets
Landscaping	Alimony / Child Support	
Health Insurance	Personal Care	
Auto, Home & Renter's Ins	Clothing	
SUB TOTAL	SUB TOTAL	SUB TOTAL
		GRAND TOTAL

Milestone 3: Create an Emergency Fund

MILESTONE 3

Create an Emergency Fund

Think about the three little pigs. One was ready for the unexpected. Two weren't.

To prepare for life's big bad wolves, it's important that you set up an emergency fund. It's a designated stash of cash at your fingertips to help you recover from unforeseen expenses so you won't derail your financial strategy or deplete your savings account.

With a few tips, I was surprised how quickly I was able to build up 3-6 months of income. So no excuses!



How many months of income do you currently have saved in your emergency fund? _____

Milestone 4: Apply Debt Management

MILESTONE 4

Apply Debt Management

With financial protection in place and your emergency fund in the works, it's time to face your debt.

For many, it is THE greatest obstacle to a sound financial future and financial independence. Debt is a sweeping crisis perpetuated by a society of suckers led astray by the "instant gratification" desires of our generation.

That's a mouthful—but it's true.

I'm still in debt, but with accountability and a game plan, I'm heading in the right direction—and it feels great!



Know What You Currently Owe.

Type of Debt	Date of Loan mm/yyyy	Length in Years	Original Amount	Current Balance	Current Interest	Minimum Mo. Pmt.	Current Mo. Pmt.
1 st Mortgage			\$	\$	% \$	\$	\$
2 nd Mortgage							
HELOC							
Student Loan							
Student Loan							
Auto Loan							
Auto Loan							
Personal Loan							
Personal Loan							
Credit Cards (by Bank)							
Grand Total							

Milestone 5 – Increase Cash Flow

MILESTONE 5

Increase Cash Flow

Cash flow is the money you have available to spend or to save.

After you have established financial protection, an emergency fund, and a debt strategy, you’re in a position to focus on your cash flow, which can help you eliminate debt and grow savings faster.

The key to cash flow is examining, managing, and reducing expenses.

I increased my cash flow by selling my Fire-in-the-Hole chili in Hector’s food trucks. Where there’s a will to make more, there’s a way.



Know What You Currently Earn.

Source of Income	Primary \$	Notes	Spouse \$	Notes	Total \$
Job					
Bonus					
Self-Employment					
Business 1					
Business 2					
Rental					
Alimony (Rcv'd)					
Child Support (Rcv'd)					
Disability Income					
Soc. Security					
Pension					
Annuity					
Life Insurance					
Total \$					

Did you receive a tax refund last filing? _____ Amount: _____

Milestone 6 – Build Your Wealth.

George's chili is kill'n it in my trucks, but you might not have a secret sauce to sell. That's OK! With the book and your financial professional, you will learn some amazing principles and strategies to save and grow your wealth.



MILESTONE 6

Build Your Wealth

For many who have saved little to date, growing wealth may seem like pie in the sky. But it should be a commitment to get serious about as soon as possible.

Knuckle down with your financial professional to begin your asset accumulation strategy so you can build wealth for both quality and longevity of life.

Find out what your retirement numbers are—how much income you want to live on—and then set a goal and strategy to get there.

Assets - Where Your Wealth Is & When It's Taxed. *(Seed, Harvest, or Never)*

TAXED NOW		
	Balance	Monthly Add
Savings Accts		
C.D.s		
Stocks		
Bonds		
Mutual Funds		

TAXED LATER			
	Balance	Mo. Add	Match
Trad. IRA			
401(k)			
403(B)			
Annuities			
Real Estate			

TAX FAVORED		
	Balance	Mo. Add
Roth IRA		
Coll Savings Plns		
Municipal Bonds		
Perm Life Ins		

Any other assets or expenses to consider? *(Future inheritances, legal settlements, child with special needs, etc.)*

Milestone 7 – Protect Your Wealth.

MILESTONE 7

Protect Wealth

Having an estate plan in place is critical to protecting your wealth, so your assets end up in the hands of your loved ones—not in the control of the court system.

Think it will be too expensive or time-consuming to get your estate plan done? Then you haven't considered the cost and time it could steal from your loved ones down the road if you don't.

There's no good reason to delay checking this final Milestone off the list. Do it immediately.

I look at it like this: Some responsibilities are so important, you have to push pause on life for a moment and get it done.



Do you have a... Will ___ Financial Power of Attorney ___ Advanced Health Care Directive ___ HIPAA Release ___ Revocable Living Trust ___ (RLT Funded? ___) All Docs Last Updated ___

One Final Question... *Without taking any food off your table, how much can you comfortably afford to save each month towards reaching your Dreams & Goals?* \$100 ___ \$250 ___ \$500 ___ or \$ ___