

Understanding your financial resources and assuming responsibility for them will allow for you to have a better life. Your potential to positively effect your own life (**I**), your relationships (**Us**), and the world around you (**All**) will increase if you control your finances rather than allowing them to control you.

I • Us • All

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We are each like a drop of water splashing into a pond. Our actions cause concentric ripples of actions. A helping hand or a smile from one person can ripple through their **relationships** to the **relationships** of others, and so on; until the **world** has changed. The actions of the individual may seem insignificant but can alter the **world**.



I: Every positive action begins with **Self (I)**, when we discover our ability to effect change and take the initiative to act.



Us: Our impact grows through our **Relationships (Us)** where we find encouragement as well as challenges.



All: The actions we take ultimately affect the **World (All)** around us, where we realize our greatest power and make a lasting difference.

Look for the **I**, **Us**, and **All** symbols in your planner and supplements. They mark sections and ideas to help make positive ripples in your **self, relationships, and world**.

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It's Your Choice!

What Lifestyle Do You Want to Live?

There is no incorrect answer. So, relax and let your mind daydream. With whom do you want to share your time? What would you like to have; a nice car, the latest fashion, toys, vacation home in Hawaii? Are there nonprofit groups you want to support? Would you like to travel the world, start a business, spend your days at the beach, or would you prefer to have backstage passes for a concert? Would you like to pursue your hobby, or would you prefer just to hang out with friends all day? Do you see yourself throwing big lavish parties, in your mansion, or do you prefer to relax, at a BBQ with friends and family? Whatever the lifestyle, if you want to live it, it is the right choice for you.

Close your eyes for a second and really think about how you felt on the last day of school or the first day of a long vacation. How did you feel? If you're like most people, you feel an overwhelming sense of freedom. Would you like to feel like that on a regular basis?

Some of the things that you imagined probably required money. Maybe you need enough money to quit your job, so you can spend your days doing what you want. Is there somebody special who you would want to help out financially? You're going to need money to buy the car, house, clothes or trip that you desire – right?

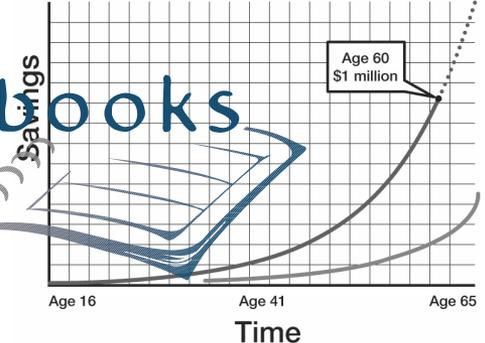
On the other hand, there were probably many things you imagined that are 'free' and do not require money. Maybe you pictured hanging out at the beach on a sunny day, sharing stories with family, and joking around with friends.

So how would you like to live your day-to-day life? You don't have to know exactly, but you probably already know the things you enjoy doing. Start there.

What your life would be like if everything you imagine comes true? Most people agree that being able to afford your dream life is an incredible feeling. You can have plenty of free time, to live life on your terms. For instance, helping out the people who are important to you. Wouldn't you like to "do what you want, when you want"?

The good news is the subject of 'money' is easier than most subjects you have taken in school. Check out the chart below to see how a simple investments plan can make you a millionaire. Being young gives you a big benefit! You are able to take advantage of something called compounding interest. It is often known as 'too much about theory'. Instead of just learning the steps that will help you actually take advantage of these theories. However, we do suggest that you spend some time online playing with a compounding interest calculator to see what it can do for you.

School Date Savings Books



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By saving \$100 per month starting at Age 16 your investment can grow to \$1,000,000. If you wait until Age 41 the same investment could grow to \$309,000. That's a difference of over a million. Start saving and investing while you're young!

This guide will show you the steps to take in order to afford the life you choose. By following the tips presented here, you stand a greater chance of putting yourself in a better situation financially, so you can live a life full of experience.

For many young adults, the whole concept of moving out, starting a new career, making money work for you and managing your own finances can seem overwhelming and confusing. But, it needn't be. In this guide you will find practical tips that will allow you to live the life you desire. Whether you want to be a millionaire or simply enjoy a worry-free lifestyle, these strategies will help you achieve your dreams.

Step 1: Goals

Challenge: Set your financial goals

Why: Written goals work! If you've ever aspired to be financially independent, a millionaire, or just have enough to have fun with your friends, that takes goal-setting. Goals give you direction and most importantly let you know when to celebrate.

Sample written goal:

I have saved \$10,000 by my 21st birthday and it feels great knowing I have money in the bank and am able to take that trip to Costa Rica.

Now write your own.

I have saved \$ _____

by (date) _____

and I feel _____

knowing I (what you're able to do because of that, how you're closer to achieving a long term savings goal, or any benefit you see).

List your lifestyle goals (travel, who you want to spend your time with, how you want to spend your days, who you want to help, toys you want to have, etc):

Goals are basically your dreams written down on paper with an action plan to reach them. Setting goals is essentially about turning your dreams into a reality. Setting and achieving goals is the best way to get from dependent child to independent adult. What's standing between you and your future success? Nothing, if you can set goals and make an actionable plan for achieving them!

Your planner is designed to help establish your goals and aspirations. It not only helps keep you organized, it helps you reduce waste by prioritizing your time.

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Tips _____



Goal Setting

- Daydream about how you want to live your life and the lifestyle that you picture for yourself.
- Put these daydreams down in writing – just write, do not judge.
- Organize your goals by completing the goal setting worksheet on this page.
- Identify any negative associations you have with money and set goals to overcome them.
- Create a rough plan to accomplish your goals.
- Celebrate your success – every day would be just fine!
- Use it, or lose it and think about achieving your goals.
- Your planner only works if you use it.

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I have a lot of friends who are bummed because they never took the time to write out their goals and many, in their 30s, are still unsure of their direction. I have a few friends who are broke and living with their parents or "couch surfing." My other friends, who took time to set goals, have experienced life – they have traveled, have businesses they enjoy, have healthy relationships, do things they want to do and have free time to spend with family and friends.

You may not know exactly what your goals are and that's OK. My goals are still changing and developing but they are all headed in the same general direction. Just focus on the things you like doing and you'll get a better sense of your direction over time. Don't you want to spend your days doing what you want? If the answer is yes, then you need to write down your goals.

Step 2: Budget & Savings Plan

Challenge: Create a budget and savings plan.

Why: Your budget and savings plan will allow you to have money for the things you want now, while having money set aside for the future.

Setting up a budget & savings plan is one of the most important steps you can take to achieve financial independence. Having money set aside, in the bank, gives you freedom to do things you enjoy now and in the future.

Tips

Savings Goals

Goal 1: Eliminate debt and create an emergency fund. An emergency fund is having money set aside for 3 to 6 months of your bills. For example, if your bills are \$1,000 a month, having \$6,000 saved in your emergency fund would protect you from unexpected circumstances.

Goal 2: After you have your emergency fund saved, then focus on building your long-term and short-term savings accounts. Shoot to save at least 10%. Start investing for the future and save 40% for those things you want to have now (trips, toys, etc.).

Budget Tips

• Get your budget down on paper. Use free budget software that you can find online or simply create an Excel spreadsheet that lists your monthly bills. Don't forget to divide your annual bills (car registration, etc.) by 12 and enter that amount as a monthly expense.

• Write down your specific savings goals (how much you want saved by a specific date) and create a step-by-step plan to reach them. Your plan may involve: earning more money, cutting your expenses, saving more money or a variety of other options.

• Save up and set aside emergency money that is equal to 6 months of your bills.

• Separate your savings into a long-term and short-term savings account. You can choose to set up two different savings accounts (be sure to check if there are added fees) or simply keep track of the money you put away for each.

• Save money before you spend it on day-to-day expenses.



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Look for a Sample Budget near the end of this Supplement

This is a big one to get down because it's where most people go wrong and is a major reason a lot of people are in debt. Trust me it's not fun to be in debt... when you are in debt you have to work more and cut back on your spending. You lose your freedom, miss out on experience and are often forced to do things you don't want to do, simply because you didn't budget your money. But by starting a budget and savings plan, young, you can go out and fully experience all that life has to offer.

Bottom line; get into the habit of saving your money before you start spending on your day-to-day expenses. This is the secret to the financial success of many millionaires out there today.

Step 3: Banking

Challenge: Locate a bank or credit union that you can grow with. Open your savings and checking account and set up your online banking service, so that all your fixed expenses are paid automatically.

Why: By building a relationship with a bank and being a good customer you can enjoy VIP service as time goes on. So, the next time you need a student loan, car loan or other service you have built a trusted relationship and it will make the process easier. Also, when you have your finances automated, it will save you time, protect your credit and it will help you earn more money.

Tips

Why Have a Savings and Checking Account

- Safer – Money held in a bank is safer than having cash.
- Interest – The bank or credit union pays you interest every month just for having money in your accounts.
- Organizing your budget – Bank accounts help you to keep track of your money and organize your savings.
- Future – Building a relationship with a bank or credit union will pay off in the future as your banking needs increase.

Steps to Automating Your Accounts The AutoX System

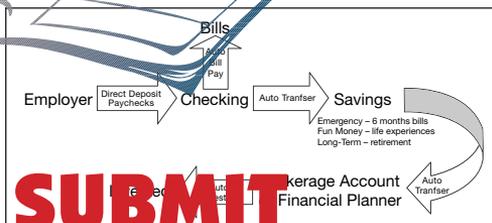
- Open a checking and savings account.
- Have your employer direct deposit your paycheck into your checking account.
- Set up online bill pay so that your fixed bills are paid automatically and on time.
- Contact your bank and ask them to transfer a specific amount of money into your savings account each month. Once you have enough saved you can have that money automatically invested for you on a monthly basis.

How to Find a Credit Union or a Bank

- Locate one that offers the services you need now and the services you may need in the future.
- Compare fees, ATM locations and minimum balance requirements and make sure they have online banking available.
- Be a good customer and grow with your bank. The longer and better your relationship, the more benefits you may receive.

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You can either be forced to write out checks each month, mail them yourself, have to balance your checkbook and go to the bank to transfer your money to savings OR set up the AutoX system so it works for you automatically.

Just get it done! The AutoX system only takes a few hours to correctly set it up. Set this up one time and it will work for you your entire life...you will save hundreds of hours in time and your money will be professionally handled. This is a simple, yet important step that will be the center of all of your finances and money flow. When you get this done – feel good about taking action. Most people do not have this structure in place, but you will! You are on your way to getting what you want out of life.

Step 4: Credit

Challenge: Build and maintain an excellent credit rating.

Why: Because just one credit mistake can cost you a full year's worth of income. Good credit will save you tens, if not hundreds, of thousands of dollars over your lifetime. This is one of the easiest things you can do to keep more money in your pocket. Plus, more and more employers are also checking credit before you are hired. So, in many cases bad credit can equal no job.

Tips

In today's age it is important you build and maintain good credit. A credit report contains detailed information on how you pay your bills, current debt situation and whether you've ever been delinquent with your payments. Good credit will help you to qualify for loans, rent apartments, get jobs and help you qualify for lower interest rates on purchases and lower payments.



Why You Want Great Credit:

- You are able to qualify for car, home or student loans and credit cards more easily and receive a lower interest rate - this means lower payments.
- Most property management companies review your credit before approving your rental application.
- Many employers review your credit before hiring you.
- People with good credit pay less for major purchases than those with bad credit.



Tips to Getting or Keeping Great Credit:

- Pay your bills on time! Setting up automatic bill pay, through your bank, will make this easy.
- Keep your credit utilization low. This will help you have better credit and you'll avoid needless interest payments.
- Build and maintain a good credit rating. You must prove to the credit bureaus that you have the ability to pay back money you borrow.
- Keep inquiries to a minimum. Don't have your credit report run too often.
- Have health and auto insurance! One of the biggest causes of bankruptcy is medical bills. Avoid that situation by making sure you have enough coverage.



Credit Card Tips:

- Only get a credit card after you have 6 months of your bills saved (emergency fund), a working budget and are able to manage your budget.
- Understand credit cards are a tool to help you build your credit. Use your card each month and pay it off in full.
- If you find yourself unable to pay back what you owe in full each month - STOP using your credit card, reassess your budget and pay off your debt.

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Having good credit is the simplest thing you can do to save a lot of money. By having good credit you can save several hundred dollars a month off your next car purchase. If you save and invest just your savings this can turn into hundreds of thousands of dollars for you. So, would you rather take some time to learn about and protect your credit or spend several years working to earn a few hundred thousand dollars?

Step 5: Skills

Challenge: Determine the skills you need to earn more, get the job of your dreams, or start a business. Then, develop a plan to get them. In other words, if you want to design snowboards – what and who do you need to know to make that dream a reality?

Why: The more skills you have the more money you can make. Creativity, communication, analytical reasoning and the ability to sell are examples of skills. You don't have to master all types of skills, but you should definitely spend time focusing on building upon your strong skills and improving your weaker skills over time. Most people typically have stronger skill sets with things they enjoy doing, so pay close attention to what you like to do and if your skill sets in that area are strong. Basically, we get paid according to our skill level. Focus on building skills in the areas that you are interested in so you can spend your life doing what you want.

Tips



How to Build Skills

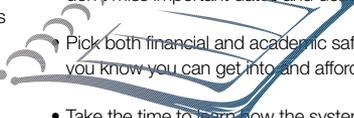
- College helps us develop skills outside of just what is taught in the classroom. From time management to networking, leverage college to maximize your skill development.
- One of the best ways to pick up skills is through finding a mentor who is successful in an area you want to get into.
- Jobs and internships give us an opportunity to build skills, learn a business and possibly get paid.
- Books, videos and seminars offer us a way to pick up skills outside the traditional education system.
- Simply talking to people and being truly interested in what they are saying will help to pick up a well-rounded skill set.



How to Get Financial Aid

- Everyone should apply for financial aid! Fill out the FAFSA (Jan. 1st – March 2nd)...it's free and opens up over 80% of the financial aid available. (Make copies!)
- Check to see if your school requires the CSS Profile Form (most private colleges do) and any additional forms they may have.
- Create a college bound folder and college calendar so you don't miss important dates and deadlines.
- Pick both financial and academic safety schools – the ones you know you can get into and afford.
- Take the time to learn how the system works and develop a plan to pay for college!
- Contact your local higher education state agency (ex., in California it's the Cal Grant).
- Learn your FCS before applying and find out what percentage of need the colleges meet; and how much of the funding is in grants and loans?

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Figure out what skill sets you need to develop to do what you love to do. Build them, then do what you love to do. Sounds simple, but it will take some effort on your part. Trust me, it's worth it.

Whatever skill sets you need for the career you want are unique. One skill set everyone must have is money skills. Why are the large majority of lottery winners and professional athletes broke? Millions of dollars and a lifestyle gone, simply because they lacked financial skills. Don't be a statistic, go out and fully experience the life you want, by picking up the skills that will help you get there.

Step 6: Income

Challenge: Find a job that you enjoy and pays you what you're worth, while it helps you gain the skills necessary for your dream job (or dream business).

Why: Work can be a lot of fun when you are doing what you like and making enough money to live the lifestyle you desire. Plus, did you know by just making \$1 less per hour than others, with similar duties, can cost you \$100,000+ over your lifetime?!

You are in the business of YOU. The new way to handle money shows us that 'jobs' will help to determine your interests, expand your social network, gain life experience, and most importantly, build skills so we can continue to increase our earnings. Overall, the goal of working a job is to generate income to live the lifestyle you want now, while planning for future retirement. By following the tips on this page you will have the tools necessary to get the job you want and get paid what you are worth.

Tips

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Tips to Finding Your Dream Job

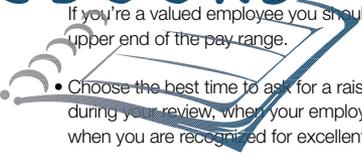
- Decide what type of job you would like based on what you enjoy doing, what type of pay you want, the kind of pay that provides the benefits (insurance, retirement plan, etc.) you desire.
- Build the skills necessary to get your dream job. This may require additional schooling or working other jobs to build the skills needed for you to get the job you really want.
- Become a master networker by meeting and staying in touch with people that can help you land your dream job.
- Create a winning resume and turn in a professional looking application.
- Practice your interview skills.
- Dress to impress for the job interview.
- Give the interviewer a thank you note after the interview.



Tips to Getting a Raise

- Always strive to over deliver and learn as much as possible with each employer. Show up on time, learn all the positions you can and be a valuable asset to the company.
- Research other similar jobs and find out what the salary is for those positions. How does your salary compare? If you're a valued employee you should always be at the upper end of the pay range.
- Choose the best time to ask for a raise. Good times include during your review, when your employer is short staffed or when you are recognized for excellent performance.
- Ask your boss for a private meeting when he or she is not busy.
- Sell yourself. At the meeting point out what you bring to the company, how you've grown with the company and ask for a raise.
- If they are not satisfied with what you need to improve in order to raise your salary.

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You deserve to get paid what you are worth. Not more, not less – you get paid on what you bring to the table. We can bring to the table our skills, professionalism, effort, empathy, and desire to help your employer achieve their goals. If you're in a job you don't like, are financially prepared and aren't giving your best effort it's time to move on. It's not fair to you or the company.

If you're working at a job you like, make sure you're getting paid what you are worth – you deserve it! Bottom line: Fair Work for Fair Pay – Excellent Work for Excellent Pay.

Step 7: Insurance

Challenge: Protect your credit rating and your finances by having the right medical and auto insurance coverage in place.

Why: Insurance protects us from unexpected major bills. Lack of health insurance is one of the biggest causes of bankruptcy and a little fender bender without insurance can have you owing tens of thousands of dollars. Protect your financial health by having enough insurance.

Insurance protects your financial future by reducing your risk. Without insurance, if you have an accident or any health problems you may have to pay a large bill and that may have a negative effect on your credit. In today's age, it is incredibly important that you have automobile and health insurance.

Tips



Insurance Needs

- Automobile insurance is a must. Talk to your insurance agent and make sure you have enough coverage.
- Health insurance is a must. If you don't get sick often, there are cheaper forms of insurance that will protect you in case of a major medical emergency.
- Dental insurance is always good to have and policies are pretty cheap.
- Life insurance is something you may want to consider. This can be an excellent investment vehicle for the highly educated investor. This is also important for those with families who need your support.
- Renters insurance is important for those with nicer things. If you have a 20 year old TV and a couch you found in the alley – this insurance may not be so important.

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I have heard this way too many times “I don't need insurance – I'm broke; they can sue me but I got nothing.” The thing is that they can sue you for future wages...this happens all the time. I drove without car insurance and had no health insurance for years – looking back that was one of the biggest financial risks that I ever took. Don't take the chance; protect your finances with the right insurance.

Step 8: Loans

Challenge: Understand how lenders qualify you for loans.

Why: Loans affect almost every major purchase we make and with bad credit you can easily be paying tens, if not hundreds, of thousands of dollars in extra interest rate fees.

Tips

Loans are debt, but not all debt is bad. Good debt helps us buy assets – things like real estate, stocks, and businesses. The goal of having good debt is to purchase items that we think will go up in value; to increase our wealth over time. Bad debt is when we use loans to purchase items that go down (depreciate) in value – things like cars. We must have a healthy respect for all debt because even loans used to purchase investments can lead to financial problems without proper investment knowledge.

How Lenders Qualify You for a Loan.

- Credit is the first thing most lenders look at to qualify you for a loan. You can qualify for many loans with poor credit, however you'll be paying a higher interest rate which means higher payments.
- Debt-to-Income ratio. Lenders look at how much money you make compared to the bills you have. They want to make sure you make enough money to make all your monthly payments and have money left over.
- Liquid Assets are defined as money that is readily available – like money in your savings or checking account. To qualify for some loans, like an auto or home loan, many lenders want to make sure you have liquid assets available to cover a few months of payments.
- Equity is loosely defined as how much of your own money you have invested. For example, the more money you put down on a car loan the easier it will be to qualify.

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Bad debt (credit card, furniture loan, car loan) sucks. When you're in debt you miss out on a lot of things, have more worries and you end up throwing away money. Nobody likes 'bad debt' – you know this because you never hear anybody who wants to be in debt. So, stay out of debt by sticking to your savings plan and budget.

Step 9: Networking

Challenge: Build a deeper connection with your current network (friends) and expand your network base to include people who are in areas you want to be in.

Why: The network of people you develop over your lifetime will help you in almost every aspect of your life; plus it's healthy to have long-term friendships. Your network will be the people hooking you up with jobs, investments and will facilitate introductions that can help you achieve your personal goals.

Networking is one of the most important skills you can have in today's age. "It's all about who you know" – that statement isn't 100% accurate, but knowing the right people is very important. Networking will help you find a job, start a business and it's always good to build long-term, trusted friends. Networking is an important skill that will help you in every area of your life.

Tips



Network Tips:

- Organize your list of contacts on a spreadsheet (or program like Outlook, Gmail, etc.) – Name, Phone, Email, Birthday, Other info. Keep in touch with your network from time to time.
- Educate yourself in the areas in which you want to excel. Know enough to hold a good conversation.
- Look for ways you can help others accomplish their goals while they help you accomplish yours. Always be looking for ways to partner instead of "how can they help me."
- Share your business or career goals with your close friends and family. Look for ways you can help each other and ask them to introduce you to people that may align well with your goals.
- Hang out at the location that the people you need to know hang out. Charity, civic, higher level, gyms, and Chambers of Commerce may be places where financially successful people frequent.

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- Take your networking virtual by searching out who the major players are in the business you want to get into. Look for trade organizations, blogs and other businesses in the similar area.
- Join Facebook, LinkedIn and Twitter and add all the groups that relate to an area you think will help you reach your personal goals.
- Continue to add people to your network and keep in touch from time to time by sending them relevant news or other information they may find interesting. Follow a simple rule of giving more than you ask for.

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The more people you know who are connected in the areas in which you are interested – the more opportunities will open up for you. Your business & life success has a lot to do with who is in your circle of friends. Remember to not just use your network for the things you want. Always try to hook up the people in your network. Good news for those of you who are a little shy – there are a lot of social networking sites and other technology available where you can network.

Step 10: Investing

Challenge: Pick up the basic investment skills necessary to get your money growing for you.

Why: Passive income is a great thing! That means making money without having to work for every dollar. You can be spending time with family/friends, traveling or doing something else you love while your money is working for you.

Plus – on a heavier note – social security and pensions probably won't be around when you retire, so investing young will make your life a lot easier.

Tips



Getting Ready to Invest

- Before you consider investing, be sure to have saved for your emergency fund. Your emergency fund should be equal to 6 months of your current bills.
- Determine the risk and potential reward. All investments have a certain amount of risk and reward. Ideally, you want to earn the highest potential reward with the least amount of risk.
- Be credit card debt free and have a working budget in place that allows you to save money each month.
- Have an exit plan in place in case the investment doesn't go as planned.

• Only use risk capital for your investments. Risk capital refers to money you can lose without putting you in dangerous financial circumstances.

• Gain knowledge on the type of investment you are considering. Start now by spending 30 minutes each week learning about different investments – stock market, real estate, annuities, life insurance and entrepreneurial endeavors.

• Have a team of trusted advisors and mentors at your disposal but build enough knowledge to make your own personal investment decision.

• Create an overall investment plan and determine how the investment you are considering fits into your plan.

• Conduct due diligence research on the specific investment you are considering. "Due diligence" means to educate yourself on the investment you are researching, and doing your homework before committing your hard-earned money.

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Questions to Ask Potential Advisors

- How many years experience do you have?
- What credentials do you have?
- Do you invest your own money in the stocks or funds you're recommending? (If not, why not?)
- What are your fees? How do you get paid?
- What professional boards do you belong to?
- Have you ever taken disciplinary action?
- What other services do you offer?

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Yes, spending 30 minutes a week learning about investing may seem like a lot...well, it is. Time is valuable!!! Spending time now to pick up investing skills can save you many, many, many years of work! Investing 30 minutes of your time now can save you 5, 10, 20 years of work. Would that be worth the "investment of your time"?

Plus, by learning how to invest now you can spend more time doing what you want. How would it feel knowing you are making money when you're hanging out with your friends, chilling on the beach or doing something you love? So, it's your choice – get your money working for you or work for every single cent yourself.

Step 11: Entrepreneurship

Challenge: Start a business. Take the first steps to starting a business you can grow over time.

Why: You are already in business – you are already in the business of You. Every job you take, every way you make money is just a part of your own personal business. Plus, when you have your own business you are able to keep more of your money since there are some tax benefits. Most importantly, you can sell your business. If you earn \$50,000 at a job and then quit, you don't get anything for it. But, if you had your own business you could sell that business.

Focus on doing what you enjoy; keeping the money you invest into your business low and gaining the skills you need to grow into a professional entrepreneur. Now, let's find ways you can make money from doing the things you love. There are many benefits to owning your own business from being able to work with friends, to added freedom, to the ability to sell your business at a profit. Even if you don't think you have your "million dollar idea" to start a business now to build up vital skills that will help in all areas of your life. This way you are ready when you think of your big idea.

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Tips

○ Tips to Starting a Business

- Reflect on what you enjoy doing. Many of our top entrepreneurs suggest that business success starts with finding a business you are passionate about.
- Learn as much as you can about the business you have chosen. Videos, books, magazines, surfing the internet, seminars, and talking with knowledgeable people are all ways you can get educated about the business you are interested in.
- Draft a rough business plan – nothing too complicated, just start getting some better ideas on paper using the guide provided in this section to help you along.
- Look for low-risk ways to start your first business. Initially, you may want to keep cost and expenses low on your first business and use it as a learning process – it's like the hands-on version of school. That way you're building the skills and knowledge you need to be prepared for this and future opportunities.
- Get your business started. Learn, grow, gain skills, network and have fun.
- Network with people who may help your business and think about ways you can help their business succeed.

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Start a business now. Build it slowly over time or just go for it hard now. Either way just get something started. Even if it isn't your big hit; you will be picking up the skills needed to be prepared when your big business idea strikes you. Start now!

Step 12: Giving Back

Challenge: Find a cause that is important to you and start making a positive difference in the world now.

Why: The world needs more people working for the greater good! You make a difference in someone's life and it feels great – try it. Besides the sense of accomplishment you will feel, it will also help you become a better person and gain experience. It looks good on resumes and allows you to meet good people.

Tips



Tips to Making a Difference

- Find a cause or mission in which you deeply believe. Ask yourself what are the things happening in the world that make you feel like you want to make a difference.
- Research organizations that are involved in the cause about which you are passionate. You can do a simple web search or use tools like www.charitynavigator.org or my favorite www.mtdn.com.
- Set a clear goal of what you want to achieve. For example: I will feel great knowing I did my part in reducing the deaths caused by extreme poverty by 90% by October 17th 2025.
- Decide how you would like to participate. Focus on what you like to do and how your talents can best serve others. You can always volunteer with the organization, choose to start your own nonprofit, help promote charities and/or give in a variety of other ways.
- Take action. Now that you found the cause you like and how you want to participate – go out and be the difference.
- Build your network of like-minded friends and keep yourself focused on the outcome.

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What are the causes that are important to you? If you don't know yet, ask yourself "what would I like to change in the world?" We are here for more than ourselves and you can make a positive impact in the world! So, do it. Defend the weak, help the less fortunate, fight injustice and respectfully question authority figures.

Step 13: Financial Plan

Challenge: Create a rough financial plan that can help guide you to reach the level of financial security you desire.

Why: Most people do not develop a financial plan and are stuck working their entire life. Use online compounding interest calculators to develop a rough idea on what you need for retirement. Also, list out the investments you think will help get you there. There are a lot of things to consider, so just look at this as your first draft which will change over time.

Tips



Create Your Personal Financial Plan

- Write out your financial goals that set a specific dollar amount and a date by which you will reach your goal.
- Use online compounding interest calculators to create a savings plan that will help you reach your goal.
- Build a solid financial foundation (budget, credit, and proper accounts) and gain knowledge on the stock market, real estate, businesses and other potential investments.
- Build a team of trusted advisors which may include a financial planner, real estate specialist, insurance agent, tax expert and other associates who are successful investors.
- Create a step-by-step financial plan that will help you reach your goals. Make sure your financial plan is diversified to lower your risk and adjust your plan when necessary. Investments do not always work out as planned, so be flexible and persistently pursue your goals.
- Before you even consider making an investment be sure to have 6 months' emergency funds in place, solid knowledge of the investment and risk capital to invest.
- Plan each investment before making your investment. Always enter investments with an exit plan and prepare for many possible scenarios.
- Stay emotionally unattached to your investments. Make your decisions based on logic and facts.
- Implement your strategy and re-plan as necessary.

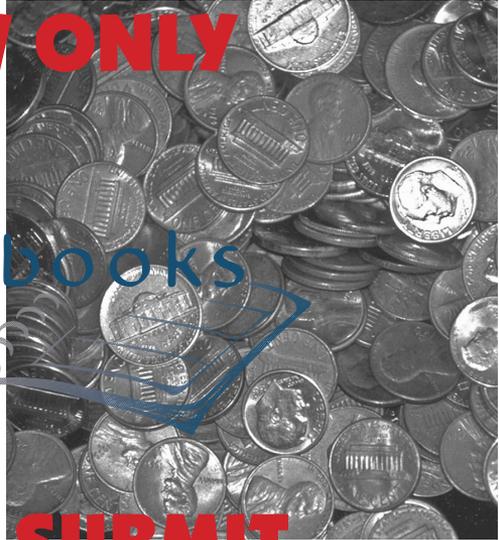
See the next page for a Sample Budget

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Yes, I know retirement may be a long way off for you, but start planning now. Simply saving \$100 a month now can make you a millionaire by the time you reach retirement age. The younger you start the easier it is! Make life easier for yourself and live that lifestyle you want now and in the future.

Step 14: Celebrate

Challenge: Give yourself the recognition you deserve.

Action: Take a day off and just do the things you love. Go to your favorite restaurant, go out with your friends or do whatever you like. Today is your day, so go enjoy yourself.

Why: By completing this program you have a huge advantage. You have more knowledge and a better financial structure than over 90% of people in the world. That's my opinion! But, having talked to over 20,000 homeowners I think you are at least in the top 10%! Congratulations. I know you will have a lot more fun and be able to experience things about which most people only dream. Be proud of yourself because I'm proud of you!

Sample Budget

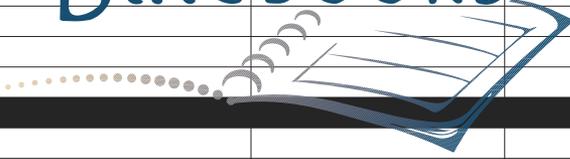
Category	Monthly Budget Amount	Actual Amount	Difference
Income			
Income Subtotal	\$1,104	\$1,116	\$12
Expenses			
Expenses Subtotal	\$1,110	\$1,116	\$6
Net Income			
(Income - Expenses)	\$0	\$6	

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Monthly Budget

Category	Monthly Budget Amount	Actual Amount	Difference
Income			
Wages/Income			
Interest Income			
Income Subtotal			
Expenses			
Taxes			
Rent/Mortgage			
Utilities			
Groceries/Food			
Clothing			
Shopping			
Entertainment			
Miscellaneous/Other			
Expenses Subtotal			
Net Income			
(Income - Expenses)			

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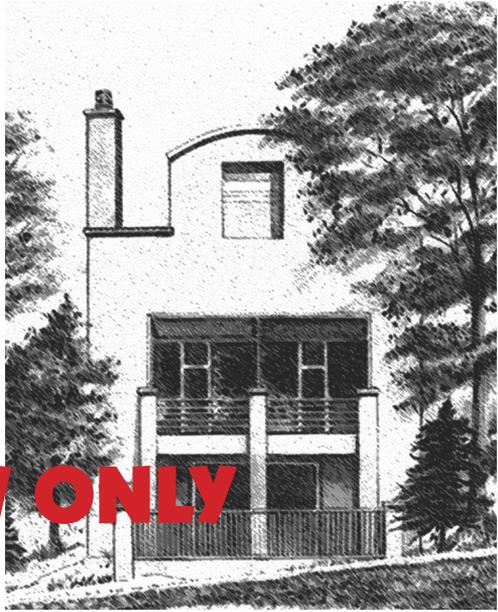
Congratulations, you have come a long way and you now have the skills to live life on your terms and be more of who you really are. You have the tools necessary to be financially free while you're still young and have a huge advantage I wish I had when I was younger. Congratulations, once again, and I wish you all the best! Vince



Finding a Place to Rent

- Budget first! Before you go out looking be sure you know what you can afford. Fill out the rental budget worksheet on this page to make sure you're covered. Remember most places require a security deposit, first and last month's rent.
- Understand if you are rent ready. Is your credit good, do you have enough cash and do you have a good rental history? If not, improve these areas before you move out.
- Research and understand the area you want to move into and visit it several different times before committing yourself. It is suggested that you drive by the area at night as well. Some areas look safe during the day but not at night, so find out before you rent. Don't rent in the city.
- Determine the features you need – carport, laundry room, bedroom and bathroom count are some of the things to consider.

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- Locate. Talk with friends, search online, look in the newspaper, use Craig's List, drive through the areas and look for signs. These are all common ways to find a property.
- Contact etiquette. First impressions do count, so be professional, friendly and courteous. Fill out the application completely and make it easy to read.
- Inspect the property closely and take pictures of items that may need repair. This will help protect you if they try to charge you for the damages later.
- Understand what you are signing. Sometimes legal documents can be difficult to understand so take the time to read the lease carefully. If you rent the most common areas – understanding contracts is a skill to learn, so get some practice now.

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Tips to Maintaining Great Credit and Rental History

- Do your best to pay your rent on time and in full. If you're not able to pay on time, talk to the property manager before the due date. Managers are more lenient to tenants who keep them informed on the rare occasion you may pay late.
- Keep the place in good condition and treat it as your home. Doing so will help you get your rental deposit back when you move.
- Be reliable from the beginning, because they will often rent to you again. If you have a problem, let the property manager know.
- Report any criminal activity to the property manager. If you don't let them know, you could be liable for reporting this, remember you can do anything you want.
- If you have a roommate make sure they are included on your rental application and shared bills. Be sure to discuss and write down house rules so there are no misunderstandings.
- Do not move often. Each time you move you lose some of your rental deposit, have to pay connection fees and it doesn't look good on rental applications – which means, possible higher rent for you.

Bonus: Automobile

A car is the biggest purchase many people make early on. So, make sure you take the time to do it right. By understanding the basics of purchasing and owning a car you can save thousands of dollars each year.



Car Buying Tips

- Budget first. Before you step into a car lot find out how much you can afford. Be sure to consider payments, registration, insurance, maintenance, and gas.
- Consider the features you need in a car and find a car that best fits your personal needs.
- Once you decide on a make and model do your research. Get the blue book value and know the dealer's cost.
- Buy used. New cars lose 20% to 30% of the value when you leave the lot. That's like throwing away \$6000 on a \$20,000 new car.
- Buy fuel efficient cars. Not only is this good for the environment but you may save money as the cost of gas increases.
- Car financing is important, so check out the auto loans with your bank before going to the car lot. Get prequalified and purchase cars that fit your budget on 3-year car loans or less.
- Ask about past history, warranties and get an inspection on the car.
- Negotiate. Whether a private party or dealer work on lowering the cost or adding to the benefits.
- Get insurance immediately.



Car Ownership Tips

- Pay your bills on time by setting up your car payment on automatic bill pay.
- Keep car insurance and make sure you have enough coverage.
- Consider a cab ride costs are minimal compared to the \$10,000 in DUI fees and having to ride your bike everywhere.
- Monitor wear and tear on your car that relate to safety. A messed up interior you can live with but bad tires you can die with.

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The solution to the financial problems many people face today (debt, retirement & college shortages, and financial stress) comes down to having practical money skills. NYFEC is dedicated to ensuring people receive practical money skills training – which educates & entertains – to help them achieve long-term financial security and lifestyle freedom.

The National Youth Financial Educators Council is Your Trusted Leader in Financial Literacy Training, Live Events, Financial Educator Certification, Camps/Workshops, Financial Life Skills Curriculum, College Planning, Coaching, Custom Branded Virtual Learning Centers and Financial Education Home Study Products.



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"Vince Shorb, the leading youth financial literacy expert."
-OC Register

"Hands down the Financial Educators Council's programs are the best I have seen for several reasons. First, they deliver practical financial advice that give young adults the skills needed for a successful future. Second, they are delivered in a way that my students relate to. The products meet my students at their level and bring them up. Keep up the great work!"

-Chris LePage, parent & teacher.



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"Vince Shorb provides much needed encouragement and specific instructions for our young adults to become savvy and secure as they enter the many times a changing world of personal finance."

-Dr. Brian Beirl, Bay Area

SDI Innovations would like to thank Vince Shorb for the time, effort, and knowledge he used creating this supplement.