

# IS THIS YOU?

## Managing your cash

You're just starting out. You may be just finishing school, new in the workforce, etc. Usually, there are a lot of things you want to buy and you're planning how and when you can get them all.

## Watching your debt

Now is a busy time, either with planning or you're deeply involved in your home, marriage and/or kids. You've saved a bit and started to get ahead, but are primarily paying down debts such as your mortgage.

## Diversifying your assets

Things are more balanced now, but life is never slow. You may still be paying off some debt, but have a moderate amount saved and are continuing to put more money away for the future.

## Increasing your wealth

Your mortgage is most likely paid off and you've been able to accumulate significant investment assets. You're now planning what you'll do after retirement – maybe travel, buy a summer home, or follow a lifelong dream of starting your own business.

## The three firsts:

- Establishing a source of income
- Settling into a place to live (rent or own)
- Emergency fund

## Concentrate on:

- Increasing your income
- Home ownership
- Managing basic expenditures (housing, transportation, food, clothing, etc.)
- Get in the habit of saving and moving savings into investments
- Insuring your family's future

## Look at:

- Decreasing your expenditures and increasing your investments
- Smart financing (loan consolidation, utilizing home equity, etc.)
- Diversifying your investments
- Protecting what you have earned

## Try to:

- Manage your financial affairs carefully
- Simplify your financial affairs
- Leverage your equity to do the things you want
- Focus your investments toward assets that at least stay even with inflation
- Pass wealth to next generation

QUESTIONS TO ASK	Y	N	SOLUTIONS TO CONSIDER	COULD THIS WORK FOR YOU?
• Are you protected from unexpected emergencies?	<input type="checkbox"/>	<input type="checkbox"/>	• Access to credit (for those one-time, short-term emergencies) or short-term investments that you can cash with no penalties (for longer-term emergencies or cash shortfalls)	<input type="checkbox"/>
• Do you feel you can't make ends meet?	<input type="checkbox"/>	<input type="checkbox"/>	• 10% from your pay and invest it for the future in long-term investments	<input type="checkbox"/>
• Are you paying yourself first?	<input type="checkbox"/>	<input type="checkbox"/>	• Borrowing options that you could access for irregular pay periods	<input type="checkbox"/>
• Is your source of income regular?	<input type="checkbox"/>	<input type="checkbox"/>		
• Do you know your monthly spendable income?	<input type="checkbox"/>	<input type="checkbox"/>	• Prepare a budget – small reductions in your spending can free up extra for savings	<input type="checkbox"/>
• Are you expecting or planning any life changes (new home, marriage, a family)?	<input type="checkbox"/>	<input type="checkbox"/>	• Home ownership pre-approval will give you confidence when you are looking at homes	<input type="checkbox"/>
• Is your family's future protected?	<input type="checkbox"/>	<input type="checkbox"/>	• Accident/Life/Home Insurance/Emergency Fund	<input type="checkbox"/>
• Are you making payments monthly to various sources?	<input type="checkbox"/>	<input type="checkbox"/>	• Automatic withdrawals or post-dated checks may simplify your life	<input type="checkbox"/>
• Are you focussed on paying down your debt?	<input type="checkbox"/>	<input type="checkbox"/>	• Debt consolidation – this may reduce your interest payments as well	<input type="checkbox"/>
• Do you have cash sitting in a savings program that you could put into an investment to earn a better rate of return?	<input type="checkbox"/>	<input type="checkbox"/>	• Pay off your debt with the highest interest rate first	<input type="checkbox"/>
			• Reduce amortization periods and/or make lump sum payments when you can	<input type="checkbox"/>
			• Take advantage of rebates and savings where you can	<input type="checkbox"/>
			• Continue with your savings plan, utilizing investments that will give you a better return such as long-term investments	<input type="checkbox"/>
			• Start to build a mix of investment types (savings, income and growth)	<input type="checkbox"/>
• Are you confused about where to invest your money?	<input type="checkbox"/>	<input type="checkbox"/>		
• Are your assets diversified?	<input type="checkbox"/>	<input type="checkbox"/>	• Check your investments – are you maximizing your return; ensuring they are spread out across terms; in various types of investments	<input type="checkbox"/>
• Are you going to need a lump sum of money in the near future – for a child's education, travel, business plans, home renovations?	<input type="checkbox"/>	<input type="checkbox"/>	• Utilize equity in assets such as your home to make other purchases, investments or complete things you want to do, such as home renovations	<input type="checkbox"/>
• Are your assets protected?	<input type="checkbox"/>	<input type="checkbox"/>		
• Are you able to make your retirement goal a reality?	<input type="checkbox"/>	<input type="checkbox"/>	• Investments should shift toward ones that will provide income and safety of principal and at least stay even with inflation	<input type="checkbox"/>
			• Ensure you have a valid will (review it every 3 years) and a record of your personal affairs	<input type="checkbox"/>
			• Trust funds can help ensure that your wealth is passed on to your family in the best manner	<input type="checkbox"/>
• Has there been a recent change in your life that would affect your financial future (retirement, job loss, inheritance, new baby)?	<input type="checkbox"/>	<input type="checkbox"/>	• Travel rewards on your credit card	<input type="checkbox"/>
			• Small business enterprises	<input type="checkbox"/>

## WHERE YOU STAND TODAY

### ASSETS (check all that apply)

- Savings Accounts \$ \_\_\_\_\_
- Investments \$ \_\_\_\_\_
- Home \$ \_\_\_\_\_
- Life Insurance \$ \_\_\_\_\_
- Cars, Boats etc \$ \_\_\_\_\_
- Real Estate \$ \_\_\_\_\_
- Other \$ \_\_\_\_\_

**TOTAL** \$ \_\_\_\_\_ (E)

**TOTAL NET WORTH** \$ \_\_\_\_\_ (E - F)

### LIABILITIES (check all that apply)

- Home Mortgage \$ \_\_\_\_\_
- Credit Card(s) \$ \_\_\_\_\_
- Other Mortgage \$ \_\_\_\_\_
- Personal Loan(s) \$ \_\_\_\_\_
- Investment Loan(s) \$ \_\_\_\_\_
- Other \$ \_\_\_\_\_

**TOTAL** \$ \_\_\_\_\_ (F)

Notes: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

## YOUR PERSONAL ACTION PLAN

Look at the solutions you've checked off. Compare them to the goals you've indicated you want to achieve. Which ones are achievable and do you value most? These should take priority as your first action items.

Now it's time to make an action plan! By completing this page, we'll both have a written record of your plan of action.

### I am going to:

1. Look at managing my cash flow by completing a budget.
2. Start a savings plan of \_\_\_\_\_ per month.
3. Consolidate my debt by: \_\_\_\_\_
4. Invest existing savings in: \_\_\_\_\_

5. Make a new purchase/apply for:

Item	<input type="checkbox"/>	In the amount of:
Mortgage	<input type="checkbox"/>	_____
Loan	<input type="checkbox"/>	_____
Credit Card	<input type="checkbox"/>	_____
ScotiaCard	<input type="checkbox"/>	_____
Savings Account	<input type="checkbox"/>	_____
Certificate of Deposit	<input type="checkbox"/>	_____
Other Investment Option	<input type="checkbox"/>	_____
Other Borrowing Option	<input type="checkbox"/>	_____

6. Other notes: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_