

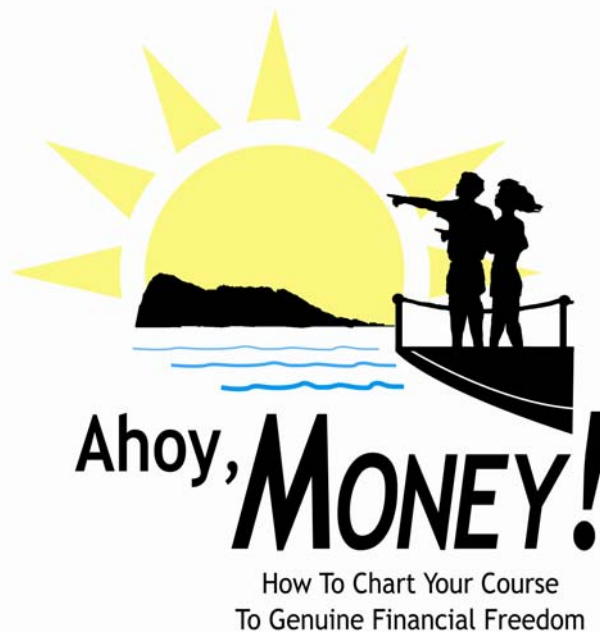
*Ahoy, Money!*  
*How to Chart Your Course to Genuine Financial Freedom*

# **Ahoy, Money!**

**How to Chart Your Course  
to  
Genuine Financial Freedom**

**Downloaded Worksheets  
&  
Webinar Notes**

By  
**Paul Lemon, CPA/PFS, CFP®**



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**Introduction**

What message, short and to the point, is most needed with regards to money today?

I think it is that money is meant to serve our soul: to help rather than hinder our quest to experience a meaningful life.

Though *meaning* is intensely personal, most of us would agree it is meaningful to do no harm, to notice the simple beauty of nature, to face our fears, to do to others as we would have done to us, to forgive an offense, to give with no agenda, to work joyfully and wholeheartedly in our occupations, to honestly face ourselves in the mirror of our financial decisions...

**Keep in mind the following metaphors as you complete the worksheets:**

It's as if our lives are like an around-the-world voyage.

We begin in a land that is familiar. We stand on the shore of our life and wonder what other worlds we have yet to discover.

Something tells us that in order to *live* rather than simply *survive*, we must embark on a sea crossing and leave the comfortable, the small, and the known, of our current world. Deep down we sense a smallness to our life that no amount of activity, accomplishment, or affluence can assuage. In rare moments of stillness, we know that we are truly empty and nothing in sight can fill our desperate hunger.

The land is our current life: our way of interacting with the world. To be human is to embark on a journey of growth, to move out of infancy to childhood, from childhood to adolescence, from adolescence to early adulthood, from early adulthood to mid-life, from mid-life to maturity: from maturity to old-age.

A rich and meaningful life involves a constant sea crossing to new worlds, new aspects of ourselves, as of yet, unknown. Each sea that separates us from distant shores calls forth every ounce of our being to survive the crossing. Indeed, it is the crossing itself that grants us the right to reside in that new land.

Throughout time, wisdom sources have revealed these great oceans of transformation that await our human voyage. Volumes have been written about the sea crossing of self-actualization: finding the courage to differentiate from others and begin a journey of individuality. Shelves are also full of guidance in navigating the treacherous crossing of human loss: facing the terror of death of a loved one or a lifetime relationship. Plenty of guidance awaits those facing the exciting and horrifying sea of personal relationships and finding that *one true love*.

There is one vast ocean that those of us living within a culture of prosperity must all cross, the frigid and frightening Sea of Money. At first glance, it would seem that there is hardly a need for another volume of guidance about money. But a closer look reveals that the majority of these resources have nothing to do with a sea crossing, and everything to do with a road map to navigate the native island. Just what we need – another map for a country we know we must depart!

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“Ahoy, Money!” will help you step back and take a second look at your life – at what you thought was true about happiness, safety, security, and significance. Even though the book is short, it is best digested slowly and deliberately. My guess is that most reading this want a new way of relating to their current life, and to money, so will be willing to spend a little extra time with the material.

This book is for those who know there is something inherently wrong with the predominant messages about money and its relationship to finding happiness, safety, and significance. This book is for those who are tired of simplistic formulas that do not address the smallness of life predominant in the most prosperous of countries. This book is for those who have ears to hear the hard, yet healing, words such as:

*“...how, then, will you be entrusted with true riches  
when you have not been faithful with earthly riches?”*  
Jesus

*“The world calls me great  
great but useless  
because I am great I am useless  
if I were of use  
I would have stayed small  
But I possess three treasures...  
Compassion...  
Austerity...  
Reluctance to excel...”*  
Lao Tzu

*“The avaricious do not go to heaven,  
the foolish do not extol charity.  
The wise one, however, rejoicing in charity,  
becomes thereby happy in the beyond.*  
Buddha

To be honest, we humans find it difficult to escape the quest for happiness promised by material prosperity. There is no question that each of us needs a certain amount of money, but research has shown that happiness and the amount of money people earn decouples at less than \$10,000/year (“Money and Happiness”, Time Magazine, January 17, 2005). The following paragraph, and the description of the Worksheets that follow, provides a ‘big picture’ view of how the worksheets can actually transform our common tendency to expect money itself to bring us happiness.

This book is for those who are ready to set sail for a new land that requires its citizens to keenly notice when money reverts to a hindrance rather than a help to their Soulful Journey, that unfolding quest for meaning. This book respects the urgency we all feel to ‘do something’ sooner rather than later. Indeed, there is urgency to this work, for every day that passes is a day of our true life that we have lost.

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**The Worksheets**

I have included a worksheet for every chapter. The time you take to complete these worksheets will make the difference between this book being informational or transformational. If you don't have a simple calculator, you'll need one. If you tend to skim over worksheets, you'll need to decide now to slow down and directly engage with this material.

**The Poetry**

The book is interspersed with poems by David Whyte, as well as one of my own. David has a deep passion, as I, for inviting people to embark on a lifetime journey with their True Self. His poems help the thoughtful reader find an opening into that deeper way of seeing their life. I encourage you to read each section of poetry two or three times until you connect to that "one life you can call your own." Only then can money be transformed from an adversary to an ally of "the life you really want."

**The Story**

I have found that I relate much better to a story than to a list of instructions. As I set out to write this book, the image of a sea crossing seemed to be an accurate analogy to this journey we all take with money. In the midst of my writing, I met a real life sea captain, veteran of his own round-the-world voyage and thousands of hours on the open seas. Captain Mikael Jonsson, better known as Cap'n Micke, agreed to share his stories that will grant us insight in successfully navigating the Sea of Money to the shore of the life we really want to be living. From the age of 12, for over 38 years, Cap'n Micke has been sailing. What's more important, however, is that he has courageously followed his heart's love rather than succumbing to societal pressures to defer his life until he could *afford it*. From the moment I met Cap'n Micke, I sensed his life held a treasure I wanted to uncover.

**My Passion**

I also bring my own experience with money to this book. Professionally, I have worked with hundreds of clients over a span of 32 years, with each client having their own unique story with money to share. Personally, I have run the gamut of money not only in terms of the poverty to prosperity continuum, but also with money being both a source of great suffering and intense joy and fulfillment.

In 2003 I wrote my first book, Ten Weeks to Financial Awakening: A Guidebook to the Creation of Your Own Financial Plan Using Quicken® Software, with the intention of empowering anyone, regardless of their financial net worth, to transform their relationship with money by learning to give money their attention, rather than their energy. I spent three years composing a step-by-step guide for mastering each aspect of our financial lives and using money to live authentically. In that book, in my daily work with clients, in my own life, and in this book, too, I believe that, with practice, we can experience contentment, meaning, and happiness with money. We all know, however, that learning a new skill takes time and can be frustrating if our expectations are not realistic.

What's the rush? Like it or not, we've all been conditioned quite thoroughly in our 'money dysfunctions!' Try and minimize further frustration by patiently, gently, practicing this new relationship with money. Notice this is a Sea Crossing – not a stream crossing! It will take some time and some careful planning.

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When you start to feel overwhelmed or are resistant to *sitting with your discomforts rather than rushing to a financial fix*, please pause and remind yourself that it will take some time to learn this new way of being with money. The payoff, however, is huge: reclaiming your life using the most unlikely of tools – your money.

“A sailor who does not know his destination will never be able to tell  
a good wind from an ill one...”  
Seneca

I believe our “destination” is living true to ourselves and claiming our happiness. Finally accepting money for what it is – “a good wind” – and recognizing all the myths about money – “the ill (wind)” – are critical skills in arriving on the new shore of our Authentic Life. This destination is as real and as tangible as the suffering you most likely experience with money today. Why wait another day to exchange your sorrow for joy?

Let’s begin this exciting journey of transformation we were born to take. All aboard!!

Paul Lemon, CPA/PFS, CFP®

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**Optional Integration with  
“Ten Weeks to Financial Awakening”**

As I mentioned in the Introduction, I have written a comprehensive financial planning guidebook entitled “Ten Weeks to Financial Awakening.” The course, available at [www.ahoymoney.com](http://www.ahoymoney.com), includes four tutorial CD’s that assist the reader in using Quicken® personal finance software (Windows version only) in managing their day to day finances as well as exploring the financial viability of certain financial decisions using the “What If Event Scenario” planner.

“Ahoy, Money! How to Chart Your Course to Genuine Financial Freedom” provides you with practical ways to transform your money attitudes and behaviors. I believe the book *stands on its own two feet* in accomplishing this goal.

However, after reading sections of “Ahoy, Money!” you may want more specific financial guidance, or information the space requirements of this book do not allow for. In such a case, I would recommend you take advantage of the cross references to “Ten Weeks to Financial Awakening,” abbreviated throughout this book as “TEN WEEKS.” Taking the time to obtain additional guidance will answer your logical question; “So what do I do now?”

The following page contains a brief synopsis of the contents of TEN WEEKS so you have a clear overview of this resource.

As a reader of “Ahoy, Money,” you have several options of engaging with the material – all of which are valid. Consider the following options and potential benefits of each approach – please keep in mind that the benefits of the prior method are added to the next one listed in the chart below:

| Method of Engaging with “Ahoy, Money!” | Estimated Time to Complete | Benefits   |
|--|----------------------------|--|
| Read only – no worksheets              | 3-5 hours                  | <ul style="list-style-type: none"><li>• Big Picture View of New Money Paradigm</li></ul>   |
| Read and Complete Worksheets           | 7-12 hours                 | <ul style="list-style-type: none"><li>• Understand Current and Desired Relationship with Money</li><li>• Honestly Assess Current Financial Strengths and Weaknesses</li><li>• Practice Coupling Money Information with Your Intuition</li><li>• Assess How Much to Save for Retirement with Varying Assumptions</li><li>• Learn How to Use a Budget to Stay on Course</li><li>• Experience the Freedom of Money Serving the Real You</li></ul> |



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|   |              |  |
|---|--------------|--|
|   |              |  |
| Both of Above and Use TEN WEEKS as a Financial Reference Guide  | 15-20 hours  | <ul style="list-style-type: none"> <li>• Get Practical Financial Advice with over 120 Money Attention Pages on Debt Management, Insurance, Investing, Tax Planning, Estate Planning, Retirement Planning and How to Choose a Financial Advisor</li> </ul>  |
| <p>All of Above + TEN WEEKS Course – Complete all or part.</p> <p>(Note – Webinar series available to assist in completion of the Course)</p> | 15-150 hours | <ul style="list-style-type: none"> <li>• Bring your Life Clarity Work into Greater Focus</li> <li>• Organize Your Paperwork and Filing System into 3 Notebooks</li> <li>• Setup your Personal Finances on Quicken®</li> <li>• Learn to Run Scenarios in Quicken® that Illustrate the Impact of Various Financial Decisions</li> <li>• Clarify your Work Decisions</li> <li>• Create an Investment Portfolio that Frees You from Worry and Greed</li> <li>• Consciously Embrace Risk with the Purchase of Just Enough Insurance</li> <li>• Choose how to Pay Your Social Dues via Taxes and Other Options</li> <li>• Consider what “Retirement” means to you and What You Will Trade For It.</li> <li>• Embrace Your Mortality through Conscious Estate Planning</li> <li>• Constantly Align your Financial Decisions with the Changing Shape of Your Identity</li> </ul> |

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This Webinar helps you understand these options more fully. You may want to start with the “Read Only” option, but I caution you that, if you are like me, you most likely will not return to the Worksheets later.

If possible, at least read the book and complete the Worksheets. Then you can decide if you want to purchase the TEN WEEKS course and realize some or all of the other benefits listed. The TEN WEEKS cross- references in “Ahoy, Money” allow you to use this resource as a comprehensive reference guide – even if you don’t complete the course. Having an unbiased financial resource is invaluable on your journey to genuine financial freedom and your Authentic Life.

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**“Ten Weeks to Financial Awakening” Cross Reference Guide**

| <b>Book Section</b> | <b>Section Title</b>   | <b>Page References</b> | <b>Content Summary</b>  |
|---------------------|--|------------------------|---|
| Weeks 1 & 2         | <i>Your Money Inventory:<br/>Notice and Get Involved</i>                     | Pages 35-98            | Relationship with Money,<br>Document Organization,<br>& Initial Quicken® Setup  |
| Week 3              | <i>Your Spending and Budget:<br/>What is it You Really Want?</i>             | Pages 99-142           | Conscious Spending,<br>Quicken Budget Setup &<br>Quicken® Scenarios   |
| Week 4              | <i>Your Work:<br/>Work Woes</i>  | Pages 143-170          | Relationship with Work,<br>Quicken® Scenarios re:<br>Work   |
| Week 5              | <i>Your Credit Cards<br/>and Loans:<br/>Friends or Foes?</i>                 | Pages 171-216          | Relationship with Debt,<br>Quicken® Scenarios re:<br>Debt Management  |
| Week 6              | <i>Your Investments:<br/>Money Working You or<br/>Money Working for You?</i> | Pages 217-280          | Relationship with Investing,<br>Portfolio Design and Investment<br>Selection, Quicken® Scenarios<br>with Various Investment Returns |
| Week 7              | <i>Your Insurance:<br/>Risky Business</i>                                    | Pages 281-310          | Relationship with Insurance,<br>Insurance Needs Analysis,<br>Quicken® Scenarios re:<br>Insurance                                    |
| Week 8              | <i>Your Tax Liabilities:<br/>More than Paying<br/>Uncle Sam</i>              | Pages 311-358          | Relationship with Taxes,<br>Using Quicken® Tax<br>Planner to Consciously<br>Pay Your “Social Dues”                                  |
| Week 9              | <i>Your Retirement Dream:<br/>Is the Grass Really Greener?</i>               | Pages 359-394          | Relationship with Retirement,<br>Redefined Retirement and<br>Quicken® Scenarios re:<br>Retirement                                   |
| Week 10             | <i>Your Mortality and Estate<br/>Plan:<br/>Will I or Will I Not?</i>         | Pages 395-440          | Relationship with Mortality,<br>Estate Planning for Everyone,<br>Estate Planning Document<br>Review                                 |
| Section Four        | <i>Money and Happiness:<br/>Grounded and Moving to<br/>Groundlessness</i>    | Pages 441-464          | Using Money to Serve Your<br>Authentic Life, Updating Your<br>Financial Plan with Changes   |
| MAP Pages           | <i>Money Attention Pages</i>   | Pages 465-696          | 121 Summaries of Relevant<br>Financial Information about<br>Debt, Investing, Insurance,<br>Retirement, Taxes, & Estate<br>Planning  |

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**Worksheet 1**  
***“Money: Your One Voice or a Thousand Others?”***

**Part One**

What do I Really Want? This seems like such an innocuous question – but it really is one that is a frontal attack on your status quo – your system of survival - your way of being in the world. So expect some resistance as you sit down to ponder this pivotal question – your courage will pay off!

If you were completely content with your current life and relationship with money, you most likely would not have purchased this book. To embark upon this risky Sea of Money crossing for a new land, there must be something unsettling about where you’ve been living. What does your longing say about where you would like to live? Spend some time reflecting about...

***WHAT DO I REALLY WANT?***

Time is precious. Is the picture you are painting – your life – reflective of what you want? What is it you really want?

While no one question can trigger your mind to determine what you really want, the following are a few questions that may help get you started.

**What in your current life “picture” do you like? (Your job, where you live, your relationships with family/friends...)** What do you like might be stated “What makes you feel happy and alive?”

**Did you expect your life to be different than it is? What would you change, if you could? What do you regret? What sadness lurks just beneath all of your busy-ness?**

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**What is your “gut feeling” around money and financial matters? List any conflicts, stresses, or worries around money which you would like to eliminate.**

Your gut feeling – what you feel from believing what you were” told” or” sold”.

**What changes, if any, would you like to experience in the way you deal with money in your relationships?** Money and relationships – the most common cause of divorce in marriages, the unspoken barrier even between best of friends, the Achilles heel between siblings upon inheritance, the way we protect ourselves from others...

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Financial concern – your need, the event that finally brought you to face this daunting Sea of Money.

What financial concerns are there in your life right now that you would like to address? If possible, prioritize these items (i.e., #1 getting out of debt, #2 saving for retirement, #3 a good investment plan).

| Priority | Financial Concern |
|----------|-------------------|
|          |                   |
|          |                   |
|          |                   |
|          |                   |
|          |                   |
|          |                   |
|          |                   |
|          |                   |
|          |                   |

**What are your expectations of retirement?**

Expectations of retirement – Your definition of the ‘good life’. When do you feel you can ‘have it’?

**When do you want to retire? Do you want to work at all in retirement?**

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**What is it you are really passionate about? Passion – the activity or part of your life that you love. Time seems to ‘stand still’ when you’re doing this. It doesn’t necessarily have to be productive or what others think you are ‘good at’. If you don’t have much passion, just say so – you are definitely not alone.**

**Are there changes you would like to make in your life that would allow you to give more of yourself to this passion?**

**Has anything prevented you from fulfilling this passion?**

**Time summary – don’t agonize over the exact hours – just a reasonable approximation that is as honest as possible.**

**Sit down and add up how you usually spend the 24 hours in a day. Do your best to average your weekly hours into a daily summary. For example: If you work 50 hours a week that represents a daily 7 hour average. Hours spent:**

**Sleeping\_\_\_\_\_ Exercising\_\_\_\_\_ Eating/Interacting\_\_\_\_\_ Working\_\_\_\_\_ Playing\_\_ Watching  
TV\_\_\_\_\_ Reading\_\_\_\_\_ Driving\_\_\_\_\_ Doing Household Chores\_\_\_\_\_  
Time with the Kids\_\_\_\_\_ Time with Friends\_\_\_\_\_ Time to do Nothing\_\_\_\_\_ Your Passion\_\_\_\_\_**

**Other:\_\_\_\_\_;**

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Re: Time Summary

As you review your current time/energy investment, what would you change, if anything, to obtain what you really want?

(i.e., “I’d work 10 hours less/week to develop my passion for writing.....”)

Imagine you are entering an art gallery featuring your current life picture on display. As you gaze at your current life picture, what do you notice?

Fill in the following by comparing your actual life picture to what you want and complete the sentence for each category:

“When I compare my actual life picture with regard to \_\_\_\_\_ (area of my life) what I notice is.....and I’d like to.....”

**Start by circling the ‘area of my life’ that feels most imbalanced or ‘out of whack’ right now. What could you change within yourself without looking for a drastic external change?**

**If you notice you work more than you like, for example, think of what attitude in you may be perpetuating this pattern, rather than focusing on changing jobs or convincing a manager to work you less.**

Example:

| Area of My Life       | What I Notice.....  | I’d Like to.....   |
|-----------------------|---|--|
| <b>Work</b>           | I come home exhausted at the end of each day with no energy for exercise or my family.<br><br>I love the work I do.   | I’d like to leave work each day by 5:00 pm and leave work early two days a week so that I have time for family and/or exercise.<br><br>Ask my manager for more training.           |
| <b>Things to Have</b> | Our house is too large for just the two of us to spend time maintaining it and cleaning it.<br><br>I want to put more money into upgrading my equipment for my recreational pursuits. | Free up my time as far as the house care is concerned. Consider a smaller house that still has room for company.<br><br>Buy quality equipment for backpacking, biking, and skiing. |



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| <b>Area of My Life</b>                           | <b>What I Notice.....</b> | <b>I'd Like to.....</b> |
|--|---------------------------|-------------------------|
| <b>Work</b>                                      |                           |                         |
| <b>Soul/Spirit Work</b>                          |                           |                         |
| <b>Creativity/Passion</b>                        |                           |                         |
| <b>Play</b>                                      |                           |                         |
| <b>Relationships<br/>(Family/Friends)</b>        |                           |                         |
| <b>Philanthropy/Giving</b>                       |                           |                         |
| <b>Things to Do<br/>(Travel, vacation, etc.)</b> |                           |                         |
| <b>Things to Have</b>                            |                           |                         |
| <b>Other Money Goals</b>                         |                           |                         |

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**Worksheet 1**  
***“Money: Your One Voice or a Thousand Others?”***

**Part Two**

***All the True Vows***

“All the true vows  
are secret vows  
the ones we speak out loud  
are the ones we break.

(Secret vows could be the ones we were afraid to keep – our true self)  
(Broken vows might be our common tendency to constantly change to ‘fit in’)

There is only one life  
you can call your own  
and a thousand others  
you can call by any name you want...”

“...Those who do not understand  
their destiny will never understand  
the friends they have made  
nor the work they have chosen

nor the one life that waits  
beyond all the others...”

(Without the big picture we can’t make good detail choices...)  
This journey of life is one of constantly shedding the acquired self for the True Self.

David Whyte

(From House of Belonging © 1997 by David Whyte.  
Used with permission from Many Rivers Press, Langley, Washington.)

1. **Read the above excerpt from “All the True Vows” three times.**

What are some of the “thousand others” lives competing with the “one life you can call your own?”  
What are these voices saying to you about money and your life? Consider the following possible voices and add others you hear:

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Please complete the chart and then circle the loudest voice and what it is saying about money and your life.

**The Caregiver: Family of Origin Message** – Who you hear speaking when you remember your childhood experiences around money – your “money baggage.”

**The Doomsayer: Eternal Pessimist** – Who you hear speaking when you are filled with fear about the future.

**The Market: Business** – Who you hear speaking in the advertisements that bombard you each day.

**The Critic: Internal Judge** – Who you hear speaking from inside, scolding you to ‘do’ or ‘be’ better.

**The Child: Ignored Self** – Who you hear speaking to “live it up” and “break loose from authority.”

**The Adult: “One Voice”** – Who you hear speaking to live true to yourself and your destiny – your “money message.”

**Others:**

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**Worksheet 1**  
**“Money: Your One Voice or a Thousand Others?”**

| <b>Voice</b>                                | <b>Message About Money</b> | <b>Message About Your Life</b> |
|---|----------------------------|--------------------------------|
| <b>The Caregiver:<br/>Family of Origin</b>  |                            |                                |
| <b>The Doomsayer:<br/>Eternal Pessimist</b> |                            |                                |
| <b>The Market:<br/>Business</b>             |                            |                                |
| <b>The Critic:<br/>Internal Judge</b>       |                            |                                |
| <b>The Child:<br/>The Ignored Self</b>      |                            |                                |
| <b>The Adult:<br/>Your “One Voice”</b>      |                            |                                |
| <b>Other Voices:</b>                        |                            |                                |

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**Worksheet 1**  
***“Money: Your One Voice or a Thousand Others?”***

- 1. Sit quietly with that “One Voice.” What is it saying about your ‘destiny’ – about what you have come into this world to be and do? Apart from judgment or some preconceived idea of what your life should be, what do you value – what gift flows naturally from your life to those around you with very little effort?**

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- 2. What “Money Message” now guides you as you live out that destiny? Your conscious decision about money rather than an unconscious response rooted in your past.**

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- 3. Since all these “thousand voices” have become very accustomed to speaking, how can you honor their service in helping you survive until now, and honor them by reframing this skill into an expression of your true adult?**

All these voices want is a chance to speak their mind and receive some compassionate gratitude for their valiant efforts to protect you. Rather than banishment, think of a way to reassign them to another task that can assist you in sustaining your new money message. Think of one word or phrase that each voice utters as its survival message to you and then one word or phrase that describes how you would like to reassign this Voice. For example for the following example, the survival message might be stated as “Work Hard” and the Reassignment Message might be “Help Others.”

| <b>The Voice</b>   | <b>How it Helped You Survive</b>  | <b>Your Gratitude/Reframe</b>   |
|--|---|---|
| <b>Example:</b><br><b>The Caregiver:</b><br><b>Family of Origin:</b> | <b>“You can’t depend on anyone.”</b><br><b>I learned to stand on my own</b><br><b>two feet and not be a burden.</b> | <b>I’m grateful for my</b><br><b>initiative and self-</b><br><b>reliance and now I’d</b><br><b>like to support others who</b><br><b>really need it.</b> |

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| <b>The Voice</b>                             | <b>How it Helped You Survive</b> | <b>Your Gratitude/Reframe</b> |
|--|----------------------------------|-------------------------------|
| <b>The Caregiver –<br/>Family of Origin</b>  |                                  |                               |
| <b>The Doomsayer –<br/>Eternal Pessimist</b> |                                  |                               |
| <b>The Market –<br/>Business</b>             |                                  |                               |
| <b>The Critic –<br/>Internal Judge</b>       |                                  |                               |
| <b>The Child –<br/>Ignored Self</b>          |                                  |                               |
| <b>The Adult –<br/>The “One Voice”</b>       |                                  |                               |
| <b>Other Voices –</b>                        |                                  |                               |

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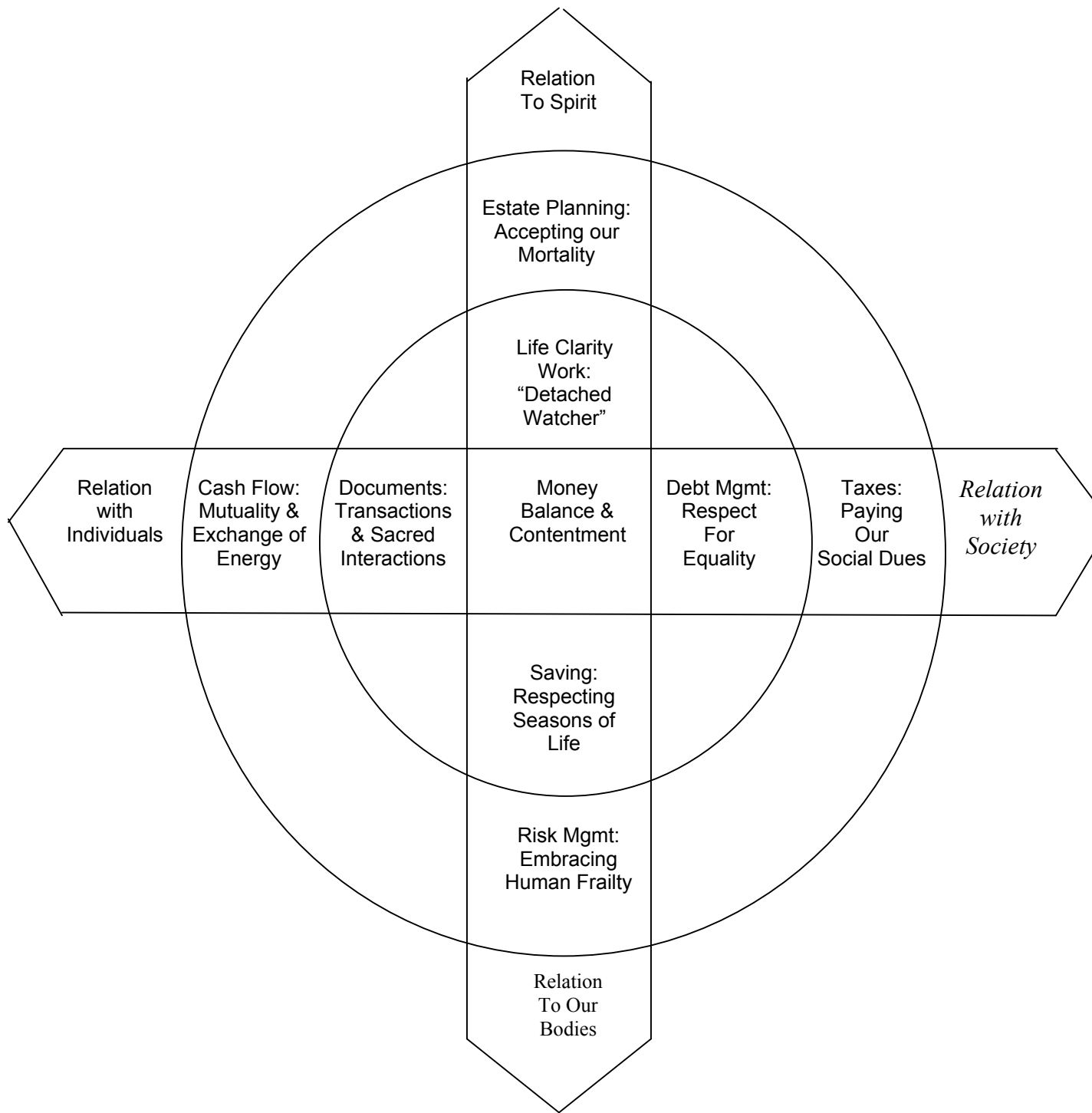
4. Review Your “I’d like to...” responses on your “What Do I Really Want?” chart and write in the right-hand margin the “Voice” that is speaking. Circle the messages spoken by your Adult Voice and allow that Voice to have input into the other non-circled responses on the back of that worksheet.

It’s easy to fall back into society’s idea of the ‘perfect picture life’. Even if there’s only one category of intention that is hooked by another voice other than your own, it’s helpful to discern that so you can limit its harm in your life.

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**Money Balance & Contentment Chart**

Do you feel like your life has become ‘flat’? Does it lack depth that takes you regularly into the following four dimensions?



Notice how your financial work in each of these areas brings you joy and contentment.



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**Worksheet 2**

**My Fearless Financial Inventory**

**We all tend to deceive ourselves when it comes to money matters. So, grab a calculator and see where you really stand – not as a way to beat yourself up but as an opportunity to customize your financial management priorities.**

**For each of the items listed below  
score your current actual position.**

**Remember, “fearless” includes “honest!”**

**On each line below enter one of the following numbers:**

- 1 – “Haven’t even considered that.”**
- 2 – “I’ve made some progress there, but need more work.”**
- 3 – “Got that one covered!”**

**Note – Each line should be given a point value. If an item doesn’t pertain to your situation, give yourself the full 3 points!**

***Life Clarity***

- Take a step back and see if your actual life reflects the balance in life you want in: Work, Spirit, Creativity, Play, Relationships, Giving Back, Life Experiences, Possessions. (See Worksheet 1 – Chapter 1) \_\_\_\_\_
- At least annually reassess item 1. \_\_\_\_\_
- You are clear about what you love – what you are passionate about – You can name that here. \_\_\_\_\_  
(Think of passions as how you joyfully spend your free time.)
- You know how you spend the 168 hours each week presents you. \_\_\_\_\_
- You are clear about your values – what motivates you in the details of your life – and you can name that here. \_\_\_\_\_  
(Think of values as what traits you most want to pass on to your children Or the ‘kind of person’ you want to be remembered as.)
- If you are married or with a partner, you have had a discussion about what your partner wants within the last year. \_\_\_\_\_

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|   |           |                    |
|---|-----------|--------------------|
| <b>Life Clarity</b> Subtotal                        |           |                    |
| Times Weighting Multiplier                          |           | x 15               |
| Equals <b>Life Clarity</b> Weighted Actual Score    |           | a) _____           |
| Maximum Score                                       | 18 pts.   |                    |
| Times Weighting                                     | <u>15</u> |                    |
| Weighted Maximum                                    | 270 pts   | a-1) <u>270pts</u> |
| <b>Life Clarity</b> Percentage (a divided by a-1) = |           | _____ %            |

|  |
|--|
| For Further Information Please See TEN WEEKS, Pages 99-118 |
|--|

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On each line below enter one of the following numbers:

- 1 – “Haven’t even considered that.”
- 2 – “I’ve made some progress there, but need more work.”
- 3 – “Got that one covered!”

Note – Each line should be given a point value. If an item doesn’t pertain to your situation, give yourself the full 3 points!

**Document Organization**

The purpose of this section is to help you see how your papers help you in your financial journey or tend to clutter and confuse you. Don’t agonize over each item, simply jot down a 1-2-3 based on your gut reaction of how organized you feel with that item. If you don’t know what an item is and feel like you most likely don’t need it anyway, give yourself the benefit of the doubt with a “3” – but if you feel like your lack of understanding is keeping you from having this, put a “1”. I’ll make a few comments about some of the more confusing terms so you can easily move through this process.

- Within one minute each, you can locate the following documents:
  - Last year’s income tax returns. \_\_\_\_\_
  - Your employment contract. (won’t apply to most employees) \_\_\_\_\_
  - What you spent last year and where it went. \_\_\_\_\_
  - Your current investment accounts. \_\_\_\_\_
  - What you paid for your investments in your taxable accounts (Also known as your tax basis). \_\_\_\_\_
  - Proof of your beneficiaries(those you have named to receive the money in this account if you were to die) for your retirement accounts. \_\_\_\_\_
  - Account agreements for all your bank and credit card accounts. \_\_\_\_\_
  - Account PIN’s and passwords for your bank accounts. \_\_\_\_\_
  - Your most recent Social Security Benefits Statement. \_\_\_\_\_
  - An estimate of your benefits at retirement from your company pension plan. \_\_\_\_\_
  - Your credit limit and current interest rates for all your credit cards. \_\_\_\_\_
  - Account PIN’s and passwords for your credit card accounts. \_\_\_\_\_
  - The Promissory Note for your mortgage (The actual 20 page or so agreement that spells out all the terms of your debt. \_\_\_\_\_
  - The Consumer Disclosure Statement for your mortgage.(Found in that loan closing file folder) \_\_\_\_\_
  - The Promissory Note for any home equity lines of credit. \_\_\_\_\_
  - The Consumer Disclosure Statement for your home equity loans. \_\_\_\_\_
  - The Promissory Note for all current auto loans. \_\_\_\_\_
  - The Consumer Disclosure Statement for your auto loans. \_\_\_\_\_
  - The Closing Statements for all real estate you currently own. \_\_\_\_\_
  - The Deeds for all real estate you currently own. \_\_\_\_\_
  - Copies of all titles and registrations for your cars and personal property. \_\_\_\_\_

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- Your most recent property insurance policy with proof of last payment. \_\_\_\_\_
- Your current life insurance policies with proof of beneficiary for each policy. \_\_\_\_\_
- Your current health insurance policy with a listing of deductibles, and maximum family out of pocket amounts. \_\_\_\_\_
- Your current disability and long-term care(nursing home or home assisted living care) insurance policies, with detailed benefit summaries for each. \_\_\_\_\_
- Your most recent estate planning documents, including:
  - Will \_\_\_\_\_
  - Durable Power of Attorney (Grants others the right to sign and act in your stead for financial matters – even if you become disabled) \_\_\_\_\_
  - Advance Health Care Directive (Also known as a living will) \_\_\_\_\_
  - Living Trust \_\_\_\_\_
  - Other Trusts \_\_\_\_\_
  - Living Will \_\_\_\_\_
  - Legal Ownership of Assets List \_\_\_\_\_
  - Your Wishes for Your Memorial Service \_\_\_\_\_
- Business Information, including:
  - Last year's business tax returns \_\_\_\_\_
  - Articles of Incorporation or Organization \_\_\_\_\_
  - LLC Operating Agreement or Corporate By-Laws \_\_\_\_\_
  - Proof of good standing with your state of registration \_\_\_\_\_
  - Business Estimate of Value or Valuation \_\_\_\_\_
  - Buy-Sell Agreements \_\_\_\_\_
- Monthly Documents for the last 12 months:
  - Checking account statements and reconciliations \_\_\_\_\_
  - Credit card statements \_\_\_\_\_
  - Mortgage and loan statements \_\_\_\_\_
  - Investment account statements \_\_\_\_\_
  - Other loan statements \_\_\_\_\_
  - Pay stubs \_\_\_\_\_
  - Other income receipts – rents, gifts, etc. \_\_\_\_\_

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|  |            |                        |
|--|------------|------------------------|
| <b>Document Organization</b> Subtotal                        |            |                        |
| Times Weighting Multiplier                                   |            | <u>      </u><br>x 1.5 |
| Equals <b>Document Organization</b> Weighted Actual Score    |            | b) <u>      </u>       |
| Maximum Score  | 138 pts.   |                        |
| Times Weighting  | <u>1.5</u> |                        |
| Weighted Maximum   |            | b-1) <u>207 pts</u>    |
| <b>Document Organization</b> Percentage (b divided by b-1) = |            | <u>      </u> %        |

For Suggestions for Using Three Binders to Organize Your Records  
See TEN WEEKS, pages 61-98.

To assist in your quest to organize your financial life, consider trying a new type of organizational system – one that doesn't require a multitude of file folders that end up becoming a filing burden that most of us don't keep current.

The TEN WEEKS program shows you how to setup a "My Documents Binder" that holds are your important financial documents such as deeds, insurance policies, tax records, debt documents, etc. It has 16 topical dividers that holds the paperwork for all the assets you currently own and debts you currently owe.

The "My Authentic Money Guide" Binder has a monthly divider for each month, where you file monthly paystubs, checking statements, credit card statements, investment statements, etc. Eventually, when you learn to use Quicken or another financial management program, you can print out key monthly reports that are easily substantiated by these monthly documents.

The Third Binder is the "My Financial Education " Binder that provides a place to store financial information that you gather along 10 different topical areas. The time you spend getting your papers organized is critical in sustaining any long-term changes in your relationship with money.

These Binders, along with all the materials you will need for the TEN WEEKS course, are available at [www.ahoymoney.com](http://www.ahoymoney.com)

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On each line below enter one of the following numbers:

- 1 – “Haven’t even considered that.”  
 2 – “I’ve made some progress there, but need more work.”  
 3 – “Got that one covered!”

Note – Each line should be given a point value. If an item doesn’t pertain to your situation, give yourself the full 3 points!

***Cash Flow Awareness***

(Most of us have some idea of where our money comes from, but very little grasp on how we actually spend that money. Take a few minutes to assess where you stand in this aspect of your financial management.)

- Within five minutes you can determine your gross income (income before any tax or payroll deductions) for the last month. \_\_\_\_\_
- Within five minutes you can determine a breakdown of income by Category (such as ‘salary’ or ‘interest income’) for last month. \_\_\_\_\_
- Within five minutes you can determine what you spent last month. \_\_\_\_\_
- Within 10 minutes you can determine a breakdown of expenses by category (such as ‘groceries’ or ‘cable tv’) for last month. \_\_\_\_\_
- You know how you spent your cash or ATM (Automated Teller Machines) withdrawals last month – within \$100. \_\_\_\_\_
- You have a savings plan in place for large cash outflows such as college, car replacement, home repairs, special vacations, etc. \_\_\_\_\_
- You have a budget in place and know whether, year-to-date, your income and expenses are in line with that budget or not. \_\_\_\_\_

***Cash Flow Awareness Subtotal***

|  |           |                     |
|--|-----------|---------------------|
| Times Weighting Multiplier                                     | x 10      |                     |
| Equals <b><i>Cash Flow Awareness</i></b> Weighted Actual Score |           | c) _____            |
| Maximum Score  | 21        |                     |
| Times Weighting  | <u>10</u> |                     |
| Weighted Maximum   |           | c-1) <u>210 pts</u> |

***Cash Flow Awareness*** Percentage (c divided by c-1) = \_\_\_\_\_ %

For More Information See TEN WEEKS Pages 122-142.

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**On each line below enter one of the following numbers:**

- 1 – “Haven’t even considered that.”**  
**2 – “I’ve made some progress there, but need more work.”**  
**3 – “Got that one covered.”**

**Note – Each line should be given a point value. If an item doesn’t pertain to your situation, give yourself the full 3 points!**

***Debt and Credit Management***

(This section focuses on how you manage debt – if you have no debts, you can simply give yourself a perfect score and move on to the next section. If you even have a mortgage, however, please take the time to answer these questions.)

- Within 10 minutes you can identify all your debts, balances owed, monthly payments, and current interest rates. \_\_\_\_\_
- You have resisted the urge to refinance your home within the last five years to pay off credit cards or other consumer loans. \_\_\_\_\_
- You have consciously chosen to pay cash rather than charge purchases since you’ve discovered charging results in spending more than you want. \_\_\_\_\_
- You currently have a plan to pay off your credit cards and are sticking to that plan. \_\_\_\_\_
- You have consciously chosen not to buy \_\_\_\_\_ on credit within the last week. (name the item) \_\_\_\_\_
- You have made extra principal payments on your mortgage within the last year. \_\_\_\_\_
- You have a line of credit in place to provide for emergency cash before the circumstance arises in which you may not qualify for that loan. \_\_\_\_\_
- You made a conscious choice about how to finance your last car – lease, pay cash, or finance. \_\_\_\_\_
- You can determine, within 10 minutes, how much you paid in finance charges over the last 12 months. \_\_\_\_\_

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|   |    |                     |
|---|----|---------------------|
| <b><i>Debt and Credit Management</i></b> Subtotal                               |    | _____               |
| Times Weighting Multiplier  |    | <u>x 8</u>          |
| Equals <b><i>Debt and Credit Management</i></b> Weighted Actual Score           |    | d) _____            |
| Maximum Score   | 27 |                     |
| Times Weighting   | 8  |                     |
| Weighted Maximum  |    | d-1) <u>216 pts</u> |
| <b><i>Debt and Credit Management</i></b> Percentage (d divided by d-1) = _____% |    |                     |

|  |
|--|
| For More Information See TEN WEEKS, Pages 171-215 and 477-496. |
|--|



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**On each line below enter one of the following numbers:**

- 1 – “Haven’t even considered that.”**
- 2 – “I’ve made some progress there, but need more work.”**
- 3 – “Got that one covered!”**

**Note – Each line should be given a point value. If an item doesn’t pertain to your situation, give yourself the full 3 points!**

***Saving and Investing***

Even though most people equate ‘money’ or “financial management” with investing, take a moment to see what percentage of your overall scores on page 40 that investing represents – 216/1695 is only 11%! So, take heart if you feel like you have completely failed because you haven’t saved enough – and take care to think that if you have a huge investment account that you are in fine shape overall!

Once again, if you get confused with the terminology here, the likelihood is that you need to just enter a “1” for now.

- You save something each month into a money market or “Emergency Fund” account. \_\_\_\_\_
- You have at least two month’s expenses saved in a savings account. \_\_\_\_\_
- You have calculated how much you need to save for retirement – you know if you are spending ‘tomorrow’s money today.’  
(Within the last 3 years.) \_\_\_\_\_
- You researched your latest investment purchase or paid a professional to do this before you made the investment. \_\_\_\_\_
- You know the volatility or risk of each of your investments. \_\_\_\_\_
- You save enough to qualify for your employer’s full retirement plan match. \_\_\_\_\_
- You have created a portfolio that is diversified, thus reducing it’s overall risk. \_\_\_\_\_
- You know the annual expense ratio for each of your investments. \_\_\_\_\_
- You understand the difference between a Roth IRA and a Traditional IRA. \_\_\_\_\_
- You can identify, within 10 minutes, the beneficiaries of your retirement accounts. \_\_\_\_\_

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- You have a portfolio that honors your values and is socially-responsible.  
 (For example, you oppose war and therefore refuse to invest in companies that build weapons.) \_\_\_\_\_
- You have resisted buying an investment recommended by a friend within the last year. \_\_\_\_\_
- You have resisted taking the advice of a TV money show or financial publication's "Top Five Stocks or Mutual Funds" within the last year. \_\_\_\_\_
- You know the difference between a 'loaded' and 'no-load' mutual fund. \_\_\_\_\_
- You can find how much you paid your investment advisor last year within 10 minutes.  
 (Including the amount they earned in "loads" on your investments or trading fees on your investment accounts.) \_\_\_\_\_
- You have rebalanced your portfolio of investments within the last year. \_\_\_\_\_
- You know how your portfolio is designed to deal with inflation. \_\_\_\_\_
- You know how your portfolio is designed to minimize taxes. \_\_\_\_\_

|  |                       |              |
|--|-----------------------|--------------|
| <b><i>Saving and Investing</i></b> Subtotal                        |                       | _____        |
| Times Weighting Multiplier   |                       | x 4          |
| Equals <b><i>Saving and Investing</i></b>                          | Weighted Actual Score | e) _____     |
| Maximum Score  | 54                    |              |
| Times Weighting  | <u>4</u>              |              |
| Weighted Maximum   |                       | e-1) 216 pts |
| <b><i>Saving and Investing</i></b> Percentage (e divided by e-1) = |                       | _____ %      |

For More Information, See TEN WEEKS Pages 217-280, and 499-530.

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**On each line below enter one of the following numbers:**

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**2 – “I’ve made some progress there, but need more work.”**

**3 – “Got that one covered!”**

**Note – Each line should be given a point value. If an item doesn’t pertain to your situation, give yourself the full 3 points!**

***Risk Management***

Most of us dislike paying so much of our budget on insurance, but we realize that without such protection we could easily be faced with financial ruin in the event of a calamity of health, property loss, disability, death, or end of life long-term care needs. Allow this section to help you take a big picture look at your relationship with the frailty of the human experience.

- You own enough life insurance to replace your earnings from now until retirement. (Assuming you have loved ones who depend on those earnings.) \_\_\_\_\_
- You have named primary (your ‘first choice’ of those to benefit) and contingent (those to benefit in the event your primary beneficiaries pre-decease you) beneficiaries on all your life insurance policies. \_\_\_\_\_
- You have consciously chosen the type of life insurance you own – for example, you chose a fixed term product instead of whole life. \_\_\_\_\_
- You have resisted sales pitches to purchase life insurance on your children. \_\_\_\_\_
- You have consciously chosen to transfer the risk of disability by purchasing a disability insurance product, or to assume that risk yourself. \_\_\_\_\_
- You have made a conscious decision about your health insurance, considering the interplay between premiums, deductibles, and maximum family out of pocket limits. \_\_\_\_\_
- You participate in a pre-tax (Paid for from your paycheck in such a way so that portion of your earnings is not subject to income tax) health plan such as a Section 125, Section 105, or Health Savings Account program. \_\_\_\_\_

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- You have in place an exercise program that minimizes your out of pocket health costs and insurance premiums. \_\_\_\_\_
- You have reviewed your property insurance coverage for adequacy, or excessive coverage, within the last 12 months. \_\_\_\_\_
- You have consciously chosen whether to save for your own future long-term care (nursing or home care) costs or to purchase a policy. \_\_\_\_\_
- You currently have an umbrella (usually 1-2 million dollars of liability coverage protecting you against non-business liability lawsuits) liability rider in place. \_\_\_\_\_
- You own your own business and have consciously chosen the best entity (sole proprietorship, corporation, LLC, S Corp, etc.) structure to minimize your personal liability. \_\_\_\_\_

|  |          |                     |
|--|----------|---------------------|
| <b>Risk Management</b> Subtotal                        |          | _____               |
| Times Weighting Multiplier                             |          | <u>x 6</u>          |
| Equals <b>Risk Management</b> Weighted Actual Score    |          | f) _____            |
| Maximum Score  | 36       |                     |
| Times Weighting  | <u>6</u> |                     |
| Weighted <b>Risk Management</b> Maximum                |          | f-1) <u>216 pts</u> |
| <b>Risk Management</b> Percentage (f divided by f-1) = |          | _____ %             |

For More Information, See TEN WEEKS Pages 281-310 and 540-585.

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**2 – “I’ve made some progress there, but need more work.”**  
**3 – “Got that one covered!”**

**Note – Each line should be given a point value. If an item doesn’t pertain to your situation, give yourself the full 3 points!**

***Tax Awareness & Planning***

(For most of us, payroll and income taxes represent one of the largest single expense items in our overall spending budget – from 15-40%. Tax planning is a powerful tool in consciously directing our social dues payment and using tax laws to provide for our own financial needs, both now and in retirement. Consider the following as you respect this aspect of the “Sea of Money.”

- You know what your marginal tax bracket is for Federal income tax.  
That tax rate is \_\_\_\_\_% \_\_\_\_\_
- You know what your marginal State income tax bracket is – it is \_\_\_\_\_% \_\_\_\_\_
- You know how your Federal income taxes are being spent by broad category (military, education, social welfare, etc.) and percentage of overall spending. \_\_\_\_\_
- You know how your State income and sales taxes are being spent. \_\_\_\_\_
- You know how your real estate taxes are being spent. \_\_\_\_\_
- You are deferring current taxes by contributing to an IRA or 401(k). \_\_\_\_\_
- You have considered saving, or are doing so now, with a Roth IRA which is never taxed. \_\_\_\_\_
- You have calculated the tax impact of retiring in a different state. \_\_\_\_\_
- You use asset gifting to shift assets to loved ones in lower tax brackets. \_\_\_\_\_
- You consciously choose to donate to charity as one way of paying your “social dues,” and reducing your income tax liabilities. \_\_\_\_\_
- You have chosen to work less or invest in tax-free investments in order to consciously reduce your income taxes. \_\_\_\_\_

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- You can determine, within 10 minutes, your overall tax cost for the last calendar year and the percentage of your total expenses that number represents. \_\_\_\_\_
- You have had a discussion with a spouse, partner, friend, or advisor, within the last year, of your desire to pay less tax due to your values. (You may, for example, choose to invest in a hybrid vehicle, using tax credits to help you make the purchase.) \_\_\_\_\_
- You know, if you (or you and your spouse) died today how much estate tax would be due by your heirs. \_\_\_\_\_
- You have calculated the impact of renting vs. owning real estate and how the payment of property taxes affects your overall financial picture. \_\_\_\_\_

|   |                       |              |
|---|-----------------------|--------------|
| <b><i>Tax Awareness &amp; Planning</i></b> Subtotal |                       | _____        |
| Times Weighting Multiplier                          |                       | x 4          |
| Equals <b><i>Tax Awareness &amp; Planning</i></b>   | Weighted Actual Score | g) _____     |
| Maximum Score                                       | 45                    |              |
| Times Weighting                                     | 4                     |              |
| Weighted Maximum                                    |                       | g-1) 180 pts |

***Tax Awareness & Planning*** Percentage (g divided by g-1) = \_\_\_\_\_%

**For More Information See TEN WEEKS Pages 311-358 and 586-638.**

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On each line below enter one of the following numbers:

- 1 – “Haven’t even considered that.”
- 2 – “I’ve made some progress there, but need more work.”
- 3 – “Got that one covered!”

Note – Each line should be given a point value. If an item doesn’t pertain to your situation, give yourself the full 3 points!

*Mortality & Estate Planning*

Facing our mortality, paradoxically, frees us to live more fully. Many of us, however, live underneath a ‘cloud’ of knowing our loved ones would suffer needlessly on account of our avoidance or denial of our own inevitable death through non-existent or haphazard estate planning. This final section of the Fearless Financial Inventory helps us finally see what work still remains in this critical aspect of our journey across this Sea of Money.

Once again, if you are ‘stumped’ by terminology, enter a “1” as a reminder of your need to understand these legal terms. You will notice a cross-reference to the TEN WEEKS materials that can immediately provide the education you may need to qualify for a higher score!

- You can answer the following questions about your estate plan:
  - Your executor or personal representative is \_\_\_\_\_
  - The trustee of your Living Trust is \_\_\_\_\_
  - The guardian of your minor children is \_\_\_\_\_
  - The person with a durable power of attorney for you is \_\_\_\_\_
  - Assets that will not be controlled by your will or trust include: \_\_\_\_\_
  - You own the following assets in ‘joint tenancy’: \_\_\_\_\_
  - Your Living Will clearly indicates how you want to be treated in the event of a prolonged coma and when life support should be discontinued. The person with authority to implement such choices on your behalf is \_\_\_\_\_

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- You know if you live in a community property state. \_\_\_\_\_
- The current estate tax exemption is \$ \_\_\_\_\_. \_\_\_\_\_
- The current gift tax exemption is \$ \_\_\_\_\_. \_\_\_\_\_
- You have written final words to those you love. \_\_\_\_\_
- All your financial documents are organized so your survivors can manage your estate without unnecessary distraction from grieving your loss. \_\_\_\_\_

***Mortality and Estate Planning*** Subtotal \_\_\_\_\_  
 Times Weighting Multiplier x 5  
 Equals ***Mortality and Estate Planning*** Weighted Actual Score h) \_\_\_\_\_  
 Maximum Score 36  
 Times Weighting 5  
 Weighted Maximum h-1) 180 pts

***Mortality and Estate Planning*** Percentage (h divided by h-1) = \_\_\_\_\_%

For More Information See TEN WEEKS Pages 395-439 and 651-694.

***Summary***

| <b><i>Category</i></b>                        | <b><i>Total Points Possible</i></b> | <b><i>Actual Points</i></b> | <b><i>Percentage</i></b> |
|---|-------------------------------------|-----------------------------|--------------------------|
| <b><i>Life Clarity</i></b>                    | <b><i>270</i></b>                   | _____                       | _____                    |
| <b><i>Document Organization</i></b>           | <b><i>207</i></b>                   | _____                       | _____                    |
| <b><i>Cash Flow Awareness</i></b>             | <b><i>210</i></b>                   | _____                       | _____                    |
| <b><i>Debt &amp; Credit Management</i></b>    | <b><i>216</i></b>                   | _____                       | _____                    |
| <b><i>Saving &amp; Investing</i></b>          | <b><i>216</i></b>                   | _____                       | _____                    |
| <b><i>Risk Management</i></b>                 | <b><i>216</i></b>                   | _____                       | _____                    |
| <b><i>Tax Awareness &amp; Planning</i></b>    | <b><i>180</i></b>                   | _____                       | _____                    |
| <b><i>Mortality &amp; Estate Planning</i></b> | <b><i>180</i></b>                   | _____                       | _____                    |
| <b><i>Total Points</i></b>                    | <b><i>1,695</i></b>                 | _____                       | _____                    |



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**List the categories in the chart below in reverse order of your percentage scores above.  
For example, if your lowest score was 25%, list it as #1 below, with your second lowest score next.  
Under “Action Item” select one item from each category list to work on.**

| <i>Sea of Money Captain Training</i> |                   |                       |
|--------------------------------------|-------------------|-----------------------|
| <i>Priority Schedule</i>             |                   |                       |
| <i>Category</i>                      | <i>Percentage</i> | <i>#1 Action Item</i> |
| 1.                                   |                   |                       |
| 2.                                   |                   |                       |
| 3.                                   |                   |                       |
| 4.                                   |                   |                       |
| 5.                                   |                   |                       |
| 6.                                   |                   |                       |
| 7.                                   |                   |                       |
| 8.                                   |                   |                       |

I encourage you to step back and take a look at what you have done!

You dove beneath the surface of your life to look at What You Really Want.

You have taken the time and energy to discern your “One True Voice” from the “Thousand Others” that want you to live for their benefit.

You have honestly assessed your current state of affairs with the nuts and bolts details of your financial life.

Possibly for the first time in your life, you have patiently honored your life and your money with your focused attention. In my experience, you are one in a thousand. You have begun a new relationship with money that will impact the quality of your life from this point forward.

You have prepared well and are ready to set sail – congratulations!

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*Worksheet 3 –  
Intuition and Information*

*This worksheet helps us discern the root of our money suffering, rather than rearranging the symptoms of our unrealistic expectations of what money can do for us. The process asks us to;*

- 1. Pause before making a financial decision.*
- 2. Ask what need we are seeking to meet.*
- 3. Uncover the emotion around that unmet need.*
- 4. Stay with the discomfort you feel.*
- 5. Elicit your inner wisdom in your financial decision.*

**P-A-U-S-E**

From the Summary of Worksheet 2 – *My Financial Inventory*  
Choose one or more Action Items  
and complete the following worksheet –

| <p style="text-align: center;"><i>Intuition Question:</i><br/> <i>Am I willing to sit with a discomfort I may be trying to avoid<br/> before I make this financial decision?</i></p> |  |  |  |
|--|--|--|--|
| Action Item  | Information  | Intuition  | Revised Action   |
| <p><b>Example:</b><br/> Determine what I spent last month.</p>   | <p>Check register, Credit card statements, Receipts. Busy myself in data manipulation.</p>   | <p>“I’m afraid to see how much I spend because then I’ll be confronted with that reality and my need to face my discomforts rather than hiding behind a purchase.”</p> | <p>“I’ll start by asking the Intuition Question with any discretionary purchase of more than \$20. I’ll work on summarizing my spending for last month, too.”</p>  |
| <p>The action seems so straightforward and we charge off to ‘check it off our list’.</p>   | <p>Soon we realize that it’s not quite so easy – missing statements, etc. – what was that part about setting up 3 notebooks? Our shortcuts are haunting us once again.</p> | <p>I also resist taking responsibility for my financial decisions – I’d rather delegate this work to someone else and avoid having to develop these skills.</p>        | <p>I’ll P-A-U-S-E;<br/> P - Pause – to notice I can’t easily summarize my spending because of the shape of my records.<br/> A – Ask-what need I’m trying to meet – take more responsibility for my life.<br/> U – Uncover the guilt and shame I feel for not having done this before.<br/> S – Sit with the reality of my avoidance.<br/> E – Elicit my inner wisdom that assures me I am up for this task, so I’ll begin organizing my docs so I can determine what my spending is not only last month – but every month.</p> |

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*Worksheet 3*  
*Intuition and Information*

| <i>Intuition Question:</i><br><i>Am I willing to sit with a discomfort I may be trying to avoid<br/>before I make this financial decision?</i> |                    |                  |                       |
|--|--------------------|------------------|-----------------------|
| <b>Action Item</b>   | <b>Information</b> | <b>Intuition</b> | <b>Revised Action</b> |
|  |                    |                  |                       |
|  |                    |                  |                       |
|  |                    |                  |                       |

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**Worksheet 4**

***Waking Up to a Blind Spot – Saving for Retirement***

Completion of the Worksheet 4 Steps are indispensable in applying this new relationship with money you have discovered. From start to finish this section should take no more than one hour. In this short period of time, however, you will have transitioned into an understanding of your finances that you most likely have missed with all the ‘instant answer’ financial calculators available to you.

Please remember that transformation is rooted not only in accurate information – your actual ‘real-life’ numbers -but especially in intention – practicing this new-found respect for money to reveal to you the life you really want to be living. So – information and intention – the skills you as Sea Captain of your own life are ready to practice and master!

Completion of **Worksheet 4** involves the following steps:

- Step 1 – Read the *Instructions for Completing the Financial Information Summary Sheet*.
- Step 2 – Gather the data necessary to complete the *Financial Information Summary Sheet*.
- Step 3 – Complete the *Calculate My Marginal Income Tax Brackets* Worksheet.
- Step 4 – Complete the *My Investments with Risk Considered* Worksheet.
- Step 5 – Complete the *Am I Saving Enough to Retire?* Worksheet.

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**Worksheet 4 - Step One**

**Instructions for Completing the  
Financial Information Summary Sheet**

- Completion of this form will allow you to practically plan for your future – thus making this book a lot more meaningful. If you set aside one hour you should have no problem gathering and completing the information requested.
- If you are married and file a joint tax return, please write your spouse's information to the right of each of the blanks with a letter. The entries for lines (d) through (h) will come from your joint return and require only one entry. If you own real estate together, only one entry will also be required on lines (p) through (s). If you, as a couple, manage your own finances independently, yet file a joint tax return, I recommend you print out 2 Financial Information Summary Sheets “ and proceed through the 5 Steps of Worksheet 4 using your own financial information. When you calculate your marginal income tax rates in Step 3, just use your most recently filed joint return and apply that joint marginal tax rate to each of your worksheets from then on.
- Gross” earnings simply mean the total earnings on your pay stub before any deductions. (line “a”).
- The monthly pension (lines (j) through (l)) only refers to a lifetime benefit you plan to receive. These lines do not apply to the income you expect your own 401(k) or IRA's to provide each month.
- If you are alarmed or frightened by your initial answer on the “Am I Saving Enough to Retire?” Worksheet – just realize you'll have the opportunity to “whittle that number down to size” later on in the Worksheet 4 process.

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**Worksheet 4 - Step Two**

**Financial Information Summary Sheet**

Please gather the following items and complete the *Am I Saving Enough to Retire?* Worksheet.

Please note: If you are married or have a partner and file a joint tax return, you will need the following items for your spouse/partner as well.

\_\_\_\_\_ **From your most recent pay stub –**

|                                 |             |
|---------------------------------|-------------|
| Gross Earnings                  | \$ _____    |
| Times: # of paychecks per year  | x _____     |
| Equals: Estimated Annual Income | \$ _____ a) |

(If you are self-employed, please enter your net earnings (after expenses) that flows to page 1 of your tax return from Schedule C or page 2 of Schedule E)

|                                      |             |
|--------------------------------------|-------------|
| Current Retirement Savings per Check | \$ _____    |
| Times: # of paychecks per year       | x _____     |
| Equals: Your Annual Savings          | \$ _____ b) |

|  |             |
|--|-------------|
| Current Employer Retirement Contribution per Check | \$ _____    |
| Times: # of paychecks per year                     | x _____     |
| Equals: Employer Retirement Contribution per Year  | \$ _____ c) |

If you are self-employed, enter the total your company contributed to your retirement accounts in the form of SEP or SIMPLE matching contributions and enter this total on line c.

\_\_\_\_\_ **From your latest Federal and State income tax returns:**

|  |             |
|--|-------------|
| Filing Status: Box 1-5                       | _____ d)    |
| IRA Deductions: (Form 1040, page 1)          | \$ _____ e) |
| Self Employed SEP, SIMPLE, Qual Plan         | \$ _____ f) |
| Federal Taxable Income (Form 1040, page 2)   | \$ _____ g) |
| State – Total Income Tax before any Payments | \$ _____ h) |

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(“Before any payments” means the state taxes you owe before your withholding , or estimated tax payments are applied. If you qualify for certain state income tax credits , use the tax after those credits for line “h”)

\_\_\_\_\_ **From your most recent investment account statements for both your retirement and non-retirement accounts:**

| Month ending _____, |                        |                            |
|---------------------|------------------------|----------------------------|
| Account Name        | Total Value of Account | Value invested in Stocks * |
|                     |                        |                            |
|                     |                        |                            |
|                     |                        |                            |
|                     |                        |                            |
|                     |                        |                            |
|                     |                        |                            |
| Totals – \$ Amounts | \$ _____(I-1)          | \$ _____(I-2)              |
| Percentages         | 100%                   | _____ % (I)                |

\*“Stocks” means you own individual company stocks, or a mutual fund that is invested in stocks. For mutual funds, include all funds in this last column except those that are obviously ‘fixed income’ or bond funds.

Many investment statements will show a graph or pie chart on the first page of your monthly report. If, for example, you add up all the percentages in your pie chart that are neither “cash”, or “bonds or fixed-income”, you will have the percentage of your investments that are allocated to “stocks”. (Since different statements break out stocks differently, it’s easier to identify your non-stock holdings.) Then, multiply that calculated percentage times your total account value and write that number in the “value invested in stocks” column.

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If you own a business that you plan on selling to help fund your retirement, please enter a conservative estimate of its value today, after deducting any costs of selling the business, in both the columns above – since this investment would also be an “equity” investment.

\_\_\_\_\_ **If you expect a monthly pension from a company or governmental entity:**

Please call that human resource department and ask them to estimate your monthly pension for life if you retire at:

Age 62 \$ \_\_\_\_\_ j)

Year you attain full-retirement age for

Social Security purposes – see below \$ \_\_\_\_\_ k)

Age 70 \$ \_\_\_\_\_ l)

(If you are married, you may have the option of receiving monthly payments for both you and your surviving spouse. If your spouse will depend on your pension income after your death, request the “joint and survivor annuity for life” pension benefit for the years outlined above.)

\_\_\_\_\_ **From Your Social Security Estimate of Benefits Statement – or from [www.socialsecurity.gov/mystatement](http://www.socialsecurity.gov/mystatement) on the Internet, or estimate at: [www.ssa.gov/planners/calculators.htm](http://www.ssa.gov/planners/calculators.htm)**

Estimate of Monthly Retirement Benefits at:

Age 62 \$ \_\_\_\_\_ m)

Full Retirement Age – age \_\_\_\_\_ \$ \_\_\_\_\_ n)

Age 70 \$ \_\_\_\_\_ o)

If you qualify to receive a government pension, please contact the Social Security Administration to have them help you estimate how much your actual social security benefit will be, after deducting the Government Pension Offset. If you don’t want to wait to run these calculations, I recommend you simply ignore any benefits listed on your social security benefits statements in completing the Worksheet 4 Steps.



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\_\_\_\_\_ **Estimate of value of any investment real estate (not counting your residence) less any debts on that real estate:**

|                                   |           |     |
|-----------------------------------|-----------|-----|
| Estimate of value                 | \$ _____  | (p) |
| Less: 6% cost to sell             | < _____ > | (q) |
| Less: Current balance of what you |           |     |
| Owe on this property              | < _____ > | (r) |
| Equals: Net Value                 | \$ _____  | (s) |

If you plan on downsizing your residence within the next few years in order to help meet your retirement needs, you can complete this section. Subtract from line (s), however, the amount you plan to reinvest in your replacement residence and use the reduced “net value” in your Worksheet 4 calculations.

If you are not within a year or two of downsizing, I recommend you not calculate any residual from such a sale in your calculations, since we are calculating current investment balances – not ones you may have in the future.

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**Worksheet 4 – Step 3**

**Calculating My Marginal Income Tax Brackets**

*Marginal = Tax Rate at Which My Last Dollar of Income is Taxed*

**Step 1 – Calculating My Federal Marginal Income Tax Bracket**

Enter the following information from your Financial Information Summary Sheet:

Filing Status (Line d) \_\_\_\_\_

Taxable Income (Line g) \$ \_\_\_\_\_

In the chart below circle your marginal Federal tax bracket where your filing status and taxable income intersect. Select the chart below that represents the year of the tax return reflected on the lines above.

For example, if, on your 2005 tax return you have \$29,701 of taxable income and are single, you would circle the 25% tax rate. Enter that rate below;

My Federal marginal income tax rate is \_\_\_\_\_ % (1)

**For 2005**

| Filing Status     | End of 10% Tax | End of 15% Tax | End of 25% Tax | End of 28% Tax | End of 33% Tax | End of 35% Tax |
|-------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Married           | \$14,600       | \$59,400       | \$119,950      | \$182,800      | \$326,450      | All other \$   |
| Single            | \$7,300        | \$29,700       | \$71,950       | \$150,150      | \$326,450      | All other \$   |
| Head of Household | \$10,450       | \$39,800       | \$102,800      | \$166,450      | \$326,450      | All other \$   |

**For 2006**

| Filing Status     | End of 10% Tax | End of 15% Tax | End of 25% Tax | End of 28% Tax | End of 33% Tax | End of 35% Tax |
|-------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Married           | \$15,100       | \$61,300       | \$123,700      | \$188,450      | \$336,550      | All other \$   |
| Single            | \$7,550        | \$30,650       | \$74,200       | \$154,800      | \$336,550      | All other \$   |
| Head of Household | \$10,750       | \$41,050       | \$106,000      | \$171,650      | \$336,550      | All other \$   |

**For 2007**

| Filing Status     | End of 10% Tax | End of 15% Tax | End of 25% Tax | End of 28% Tax | End of 33% Tax | End of 35% Tax |
|-------------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Married           | \$15,650       | \$63,700       | \$128,500      | \$195,850      | \$349,700      | All other \$   |
| Single            | \$7,825        | \$31,850       | \$77,100       | \$160,850      | \$349,700      | All other \$   |
| Head of Household | \$11,200       | \$42,650       | \$110,100      | \$178,350      | \$349,700      | All other \$   |

For updates to tax rates: <http://www.fairmark.com/begin/bracket.htm>

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**Step 2 – Calculating My State Marginal Income Tax Bracket**

Enter your prior year Federal Taxable Income (Financial Summary Sheet Line (g))  
\$ \_\_\_\_\_ (2A)

Divide that income by your total State tax liability (Summary Sheet, line h)  
\$ \_\_\_\_\_ (2B)

Effective State income tax rate of \_\_\_\_\_ %.  $2C = (2B / 2A)$

**Step 3 – Calculating My Combined Federal and State Tax Marginal Tax Rate**

Enter your Federal Marginal Income Tax Rate (line 1) \_\_\_\_\_ % (3A)

Enter your State Marginal Income Tax Rate (line 2C) \_\_\_\_\_ % (3B)

|  |              |
|--|--------------|
| Total Federal/State Marginal Income Tax Rate (3A + 3B) | _____ % (3C) |
|--|--------------|

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**Worksheet 4 – Step 4**

**Worksheet 4**  
**My Investments with Risk Considered**

| <b>Portfolio</b>        | <b>Stock % (a)</b> | <b>Expected Return (b)</b> | <b>Loss Potential (c)</b> |
|-------------------------|--------------------|----------------------------|---------------------------|
| <b>1 - Conservative</b> | 25%                | 5%                         | 8%                        |
| <b>2 - Moderate</b>     | 50%                | 7%                         | 15%                       |
| <b>3 - Aggressive</b>   | 75%                | 9%                         | 23%                       |

- (a) Using Vanguard Global Equity fund for stocks and Vanguard Total Bond Index for bonds.  
 (b) 10 year historical returns ending 9-30-06 less approx. 2% reduction for future return potential.  
 (c) Three *Standard Deviations* or 99% of range of returns for above time period.

**Step 1: My Current Allocation to Equities or Stocks**

Current Stock Allocation Percentage item – ‘I’ of  
*My Financial Information Summary*

“Stock Allocation Percentage” a) \_\_\_\_\_%

**Step 2: Estimated Risk of Loss Percentage**

Portfolio # \_\_\_\_ – the (circle one) **Conservative, Moderate, or Aggressive** – with a potential loss of  
 b) \_\_\_\_\_% most closely resembles my portfolio’s Stock %. Check the box on the *Am I Saving Enough to Retire?* Worksheet that corresponds with your existing portfolio.

**Step 3: Factoring in Risk, How Much Are My Investments Worth?**

Total Investments from Item ‘I’ of *My Financial Information Summary* c) \$ \_\_\_\_\_  
 Times:  
 “Loss %” from Step 2 line (b) d) \_\_\_\_\_%  
 Equals:  
 Potential financial loss to my existing portfolio e) \$ < \_\_\_\_\_ >  
 Investments value after potential loss (line c minus line e) f) \$ \_\_\_\_\_  
 Add: Net Value of Investment Real Estate (*Summary Sheet* – line (s)) g) \$ \_\_\_\_\_  
 Total Investment Value, Net of Potential Loss h) \$ \_\_\_\_\_

**Enter the value of line (h) on *Am I Saving Enough to Retire?* – line (f)**

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**Worksheet 4 – Step 4 Notes**

Should you decide to change your investment portfolio's allocation, please keep the following in mind:

- Consider the tax impacts of selling your current holdings.

For Non-Retirement Investment Accounts: Before selling investments, consider the tax impact of gains or losses from these sales. Make sure you keep enough cash from the sales to pay your tax bill.

|  |            |
|--|------------|
| Total Sales proceeds from sales of investments     | \$ _____   |
| Less: What I paid or invested in those investments | <\$ _____> |
| Equals Realized Gain or <loss>                     | \$ _____   |
| Times: Approximate Fed/State Tax Rate – if a gain  | 20%        |
| Equals: Approximate Taxes Due on Sale              | \$ _____   |

- Consider the tax impacts of moving your retirement accounts.

For Retirement accounts such as IRA's and 401(k)'s, no taxes are due on the sale of your investment holdings within those accounts. Income taxes are due only when you withdraw the money from the account.

If you choose, however, to move your investments to another company make sure you do so in the form of a "Trustee to Trustee Transfer" or a "Rollover" into another Retirement Account. If you do happen to receive a check, personally, as part of the transfer process, make sure you invest all that money into another IRA within 60 days of receiving the check, otherwise you'll be subject to income taxes and a 10% penalty if you are under age 59 ½ at the time.

- Select simple, low-cost, investment vehicles for your portfolio.

Consider buying one fund for bonds such as a "Total Bond Market Index" or something similar and one fund for US stocks and international stocks such as a "Global Equity" fund. If no such funds exist within your investment options, call your investment representative and say – "I want a portfolio with \_\_\_\_\_% invested in bonds and \_\_\_\_% invested in stocks, and I would like the funds to represent both US and Foreign holdings."

*Week Six* in the author's comprehensive financial planning guidebook, Ten Weeks to Financial Awakening, recommends several approaches in building a well-diversified portfolio.

- At least annually, rebalance your portfolio to your targeted stock allocation.

Rebalancing means selling some of your winners – and buying more of your losers – to get back your original stock/bond allocation.

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**Am I Saving Enough to Retire? – Worksheet 4 – Step 5**

|                          |                        |
|--------------------------|------------------------|
| <input type="checkbox"/> | Conservative Portfolio |
| <input type="checkbox"/> | Moderate Portfolio     |
| <input type="checkbox"/> | Aggressive Portfolio   |

**1. How much of my Retirement Income will have to come from my investments?**

Source of Information

TR– “Total Income”      How much Annual Income will I need in Retirement? (rule of thumb=70% of current income)

Est – Retirement Avg.      How much part-time Annual income will I expect to earn during retirement? (averaged out over entire retirement)

FIS – (m), (n), (o)      How much Annual Social Security Income will I receive? (Based on \_\_\_\_\_% of projected benefit payment)

FIS – (j), (k), (l)      How much Annual Income will I receive from my Company Pension Plan? (guaranteed for my lifetime)

My investments at retirement will need to provide income of:

*Retirement Age*

|  | 62 | 67 | 70 |               |
|--|----|----|----|---------------|
|  |    |    |    | ( a )         |
|  |    |    |    | ( b )         |
|  |    |    |    | ( c )         |
|  |    |    |    | ( d )         |
|  |    |    |    | (e)=(a-b-c-d) |

**2. How much Retirement Income will my current investments provide?**

MIWR – (h)

How much have I saved for Retirement?

Based on a \_\_\_\_\_ portfolio as checked in the boxes above.

Choose Factor from Table 1

My current investments will provide Retirement income of:

|  |  |  |               |
|--|--|--|---------------|
|  |  |  | (f)           |
|  |  |  | (g)           |
|  |  |  | (h)=(f) x (g) |

**For those using Worksheet 5 that are already retired – use your actual retirement numbers for last year or the last 12 months.**

**(line b) Est – Retirement average. If you plan to work for 5 years in retirement, making \$20,000 per year, and you want to retire at 67 (before you start working part-time), your \$100,000 will average out to \$5,000 per year if you live until age 87)**

**(line d) – include the joint and survivor annuity if your surviving spouse will depend on your pension.**

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### 3. How much do I need to save from now on each year to meet my goal?

My additional savings will need to provide a Retirement Income of:

Choose Factor from Table 2

Current annual savings to meet my retirement goals:

|  |  |  |
|--|--|--|
|  |  |  |
|  |  |  |
|  |  |  |

(i) = (e-h)

(j)

(k) = (i) x (j)

### 4. How much help do I have in saving this amount of money?

FIS – (c) + changes

Annual employer contribution to my retirement account  
Based upon my calculated contribution – See *A* Below

My adjusted annual retirement contribution

My tax savings based on a rate of \_\_\_\_% of line(m)\_\_\_\_\_ – See *B* Below

MIT – (3c)

Annual out of pocket savings required – See *C* Below

Monthly out of pocket savings required

|  |  |  |
|--|--|--|
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |

(l)

(m) = (k) – (l)

(n)

(o) = (m) – (n)

(p) = (o) / 12

FIS = Financial Information Summary Sheet

TR= Latest filed Federal Income Tax Return

MIT = Marginal Income Tax Bracket Worksheet

Est = Estimated Annual Average over Entire Retirement Span

MIWR = My Investments with Risk Considered Worksheet

A – Determine if your employer's current contribution will increase based on this calculation.

(For example, if you are currently saving 3% of your earnings, and your calculations reveals you need to be saving 10%, you will want to enter any increase in your employer match to which you may be entitled, i.e., if they match 5%, you will gain a 2% match due to your increased savings.)

B – For purposes of calculating line (n), line (m) is limited to the maximum allowable retirement contribution of \$15,500 (under age 50) or \$20,500 (50 and over) for 2007. Amounts reflected in excess of these limits on line (m), should be saved in a non-retirement investment account.

The exception to the above rule is if you have a self-employed qualified plan that allows you to contribute up to \$45,000 to a retirement plan. Please refer to [www.irs.gov](http://www.irs.gov) for more information about this exception.

C – Comprised of actual retirement contribution (line (m)) and reduced income tax withholdings from your paycheck – line (n) – both action steps result in this final value.

For example, if your line (m) is \$5000 and your line (n) is \$1,500, your net out of pocket retirement savings is \$3,500. The quickest way to obtain the cash flow benefits of your reduced tax liability is to either change your W-4 withholding allowances to reduce the income taxes withheld from your checks, or to reduce your quarterly estimated income tax payments.

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**Table 1**  
**Portfolio Style**

| Yrs Until Retire | Conservative |          |          | Moderate |          |          | Aggressive |          |          |
|------------------|--------------|----------|----------|----------|----------|----------|------------|----------|----------|
|                  | Ret @ 62     | Ret @ 67 | Ret @ 70 | Ret @ 62 | Ret @ 67 | Ret @ 70 | Ret @ 62   | Ret @ 67 | Ret @ 70 |
| 0                | 0.050        | 0.059    | 0.067    | 0.050    | 0.059    | 0.067    | 0.050      | 0.059    | 0.067    |
| 1                | 0.052        | 0.060    | 0.068    | 0.053    | 0.061    | 0.070    | 0.054      | 0.063    | 0.071    |
| 2                | 0.053        | 0.061    | 0.070    | 0.055    | 0.064    | 0.072    | 0.057      | 0.066    | 0.075    |
| 3                | 0.054        | 0.063    | 0.071    | 0.057    | 0.066    | 0.075    | 0.060      | 0.070    | 0.080    |
| 4                | 0.055        | 0.064    | 0.072    | 0.059    | 0.069    | 0.078    | 0.064      | 0.075    | 0.084    |
| 5                | 0.056        | 0.065    | 0.074    | 0.061    | 0.072    | 0.081    | 0.068      | 0.079    | 0.089    |
| 6                | 0.057        | 0.067    | 0.075    | 0.064    | 0.075    | 0.085    | 0.072      | 0.084    | 0.095    |
| 7                | 0.058        | 0.068    | 0.077    | 0.066    | 0.078    | 0.088    | 0.076      | 0.089    | 0.101    |
| 8                | 0.059        | 0.069    | 0.078    | 0.069    | 0.081    | 0.091    | 0.080      | 0.094    | 0.107    |
| 9                | 0.060        | 0.071    | 0.080    | 0.072    | 0.084    | 0.095    | 0.085      | 0.100    | 0.113    |
| 10               | 0.062        | 0.072    | 0.081    | 0.075    | 0.087    | 0.099    | 0.090      | 0.106    | 0.120    |
| 11               | 0.063        | 0.073    | 0.083    | 0.078    | 0.091    | 0.103    | 0.096      | 0.112    | 0.127    |
| 12               | 0.064        | 0.075    | 0.085    | 0.081    | 0.095    | 0.107    | 0.102      | 0.119    | 0.135    |
| 13               | 0.065        | 0.076    | 0.086    | 0.084    | 0.098    | 0.111    | 0.108      | 0.126    | 0.143    |
| 14               | 0.067        | 0.078    | 0.088    | 0.087    | 0.102    | 0.116    | 0.114      | 0.134    | 0.151    |
| 15               | 0.068        | 0.080    | 0.090    | 0.091    | 0.106    | 0.120    | 0.121      | 0.142    | 0.160    |
| 16               | 0.069        | 0.081    | 0.092    | 0.095    | 0.111    | 0.125    | 0.128      | 0.150    | 0.170    |
| 17               | 0.071        | 0.083    | 0.094    | 0.098    | 0.115    | 0.130    | 0.136      | 0.159    | 0.180    |
| 18               | 0.072        | 0.084    | 0.095    | 0.102    | 0.120    | 0.135    | 0.144      | 0.169    | 0.191    |
| 19               | 0.074        | 0.086    | 0.097    | 0.106    | 0.125    | 0.141    | 0.153      | 0.179    | 0.202    |
| 20               | 0.075        | 0.088    | 0.099    | 0.111    | 0.130    | 0.146    | 0.162      | 0.190    | 0.214    |
| 21               | 0.077        | 0.090    | 0.101    | 0.115    | 0.135    | 0.152    | 0.172      | 0.201    | 0.227    |
| 22               | 0.078        | 0.091    | 0.103    | 0.120    | 0.140    | 0.158    | 0.182      | 0.213    | 0.241    |
| 23               | 0.080        | 0.093    | 0.105    | 0.124    | 0.146    | 0.165    | 0.193      | 0.226    | 0.255    |
| 24               | 0.081        | 0.095    | 0.108    | 0.129    | 0.151    | 0.171    | 0.204      | 0.239    | 0.271    |
| 25               | 0.083        | 0.097    | 0.110    | 0.135    | 0.158    | 0.178    | 0.217      | 0.254    | 0.287    |
| 26               | 0.085        | 0.099    | 0.112    | 0.140    | 0.164    | 0.185    | 0.230      | 0.269    | 0.304    |
| 27               | 0.086        | 0.101    | 0.114    | 0.146    | 0.170    | 0.193    | 0.244      | 0.285    | 0.322    |
| 28               | 0.088        | 0.103    | 0.116    | 0.151    | 0.177    | 0.200    | 0.258      | 0.302    | 0.342    |
| 29               | 0.090        | 0.105    | 0.119    | 0.157    | 0.184    | 0.208    | 0.274      | 0.320    | 0.362    |
| 30               | 0.091        | 0.107    | 0.121    | 0.164    | 0.192    | 0.217    | 0.290      | 0.339    | 0.384    |
| 31               | 0.093        | 0.109    | 0.124    | 0.170    | 0.199    | 0.225    | 0.307      | 0.360    | 0.407    |
| 32               | 0.095        | 0.111    | 0.126    | 0.177    | 0.207    | 0.235    | 0.326      | 0.381    | 0.431    |
| 33               | 0.097        | 0.114    | 0.128    | 0.184    | 0.216    | 0.244    | 0.345      | 0.404    | 0.457    |
| 34               | 0.099        | 0.116    | 0.131    | 0.192    | 0.224    | 0.254    | 0.366      | 0.429    | 0.485    |
| 35               | 0.101        | 0.118    | 0.134    | 0.199    | 0.233    | 0.264    | 0.388      | 0.454    | 0.514    |
| 36               | 0.103        | 0.121    | 0.136    | 0.207    | 0.243    | 0.274    | 0.411      | 0.482    | 0.545    |
| 37               | 0.105        | 0.123    | 0.139    | 0.216    | 0.252    | 0.285    | 0.436      | 0.510    | 0.577    |
| 38               | 0.107        | 0.125    | 0.142    | 0.224    | 0.262    | 0.297    | 0.462      | 0.541    | 0.612    |
| 39               | 0.109        | 0.128    | 0.145    | 0.233    | 0.273    | 0.309    | 0.490      | 0.574    | 0.649    |
| 40               | 0.112        | 0.131    | 0.148    | 0.242    | 0.284    | 0.321    | 0.519      | 0.608    | 0.688    |
| 41               | 0.114        | 0.133    | 0.151    | 0.252    | 0.295    | 0.334    | 0.551      | 0.644    | 0.729    |
| 42               | 0.116        | 0.136    | 0.154    | 0.262    | 0.307    | 0.347    | 0.584      | 0.683    | 0.773    |
|                  | 5.0%         |          |          | 7.0%     |          |          | 9.0%       |          |          |



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**Table 2**  
**Portfolio Style**

| Yrs Until Retire | Conservative |          |          | Moderate |          |          | Aggressive |          |          |
|------------------|--------------|----------|----------|----------|----------|----------|------------|----------|----------|
|                  | Ret @ 62     | Ret @ 67 | Ret @ 70 | Ret @ 62 | Ret @ 67 | Ret @ 70 | Ret @ 62   | Ret @ 67 | Ret @ 70 |
| 0                |              | -        |          |          | -        |          |            | -        |          |
| 1                | 19.415       | 16.588   | 14.666   | 19.041   | 16.269   | 14.384   | 18.682     | 15.962   | 14.113   |
| 2                | 9.611        | 8.212    | 7.260    | 9.334    | 7.975    | 7.051    | 9.069      | 7.748    | 6.851    |
| 3                | 6.344        | 5.420    | 4.792    | 6.100    | 5.212    | 4.608    | 5.868      | 5.014    | 4.433    |
| 4                | 4.710        | 4.025    | 3.558    | 4.484    | 3.831    | 3.387    | 4.271      | 3.649    | 3.226    |
| 5                | 3.731        | 3.187    | 2.818    | 3.516    | 3.004    | 2.656    | 3.314      | 2.832    | 2.504    |
| 6                | 3.078        | 2.630    | 2.325    | 2.871    | 2.453    | 2.169    | 2.678      | 2.288    | 2.023    |
| 7                | 2.611        | 2.231    | 1.973    | 2.411    | 2.060    | 1.821    | 2.226      | 1.902    | 1.681    |
| 8                | 2.262        | 1.933    | 1.709    | 2.066    | 1.766    | 1.561    | 1.888      | 1.613    | 1.426    |
| 9                | 1.990        | 1.701    | 1.504    | 1.799    | 1.537    | 1.359    | 1.626      | 1.389    | 1.228    |
| 10               | 1.773        | 1.515    | 1.339    | 1.586    | 1.355    | 1.198    | 1.417      | 1.211    | 1.071    |
| 11               | 1.595        | 1.363    | 1.205    | 1.412    | 1.206    | 1.067    | 1.248      | 1.066    | 0.943    |
| 12               | 1.448        | 1.237    | 1.094    | 1.267    | 1.083    | 0.957    | 1.107      | 0.946    | 0.837    |
| 13               | 1.322        | 1.130    | 0.999    | 1.145    | 0.978    | 0.865    | 0.989      | 0.845    | 0.747    |
| 14               | 1.215        | 1.038    | 0.918    | 1.041    | 0.889    | 0.786    | 0.889      | 0.760    | 0.672    |
| 15               | 1.123        | 0.959    | 0.848    | 0.951    | 0.812    | 0.718    | 0.803      | 0.686    | 0.606    |
| 16               | 1.042        | 0.890    | 0.787    | 0.872    | 0.745    | 0.659    | 0.728      | 0.622    | 0.550    |
| 17               | 0.970        | 0.829    | 0.733    | 0.804    | 0.687    | 0.607    | 0.662      | 0.566    | 0.500    |
| 18               | 0.907        | 0.775    | 0.685    | 0.742    | 0.634    | 0.561    | 0.604      | 0.516    | 0.457    |
| 19               | 0.850        | 0.726    | 0.642    | 0.688    | 0.588    | 0.520    | 0.553      | 0.473    | 0.418    |
| 20               | 0.799        | 0.683    | 0.604    | 0.639    | 0.546    | 0.483    | 0.508      | 0.434    | 0.384    |
| 21               | 0.753        | 0.643    | 0.569    | 0.596    | 0.509    | 0.450    | 0.467      | 0.399    | 0.353    |
| 22               | 0.711        | 0.608    | 0.537    | 0.556    | 0.475    | 0.420    | 0.431      | 0.368    | 0.325    |
| 23               | 0.673        | 0.575    | 0.508    | 0.520    | 0.444    | 0.393    | 0.398      | 0.340    | 0.300    |
| 24               | 0.638        | 0.545    | 0.482    | 0.487    | 0.416    | 0.368    | 0.368      | 0.314    | 0.278    |
| 25               | 0.606        | 0.518    | 0.458    | 0.457    | 0.391    | 0.345    | 0.341      | 0.291    | 0.257    |
| 26               | 0.577        | 0.493    | 0.436    | 0.430    | 0.367    | 0.325    | 0.316      | 0.270    | 0.239    |
| 27               | 0.549        | 0.469    | 0.415    | 0.404    | 0.346    | 0.305    | 0.293      | 0.251    | 0.222    |
| 28               | 0.524        | 0.448    | 0.396    | 0.381    | 0.326    | 0.288    | 0.273      | 0.233    | 0.206    |
| 29               | 0.500        | 0.428    | 0.378    | 0.359    | 0.307    | 0.272    | 0.254      | 0.217    | 0.192    |
| 30               | 0.479        | 0.409    | 0.362    | 0.340    | 0.290    | 0.256    | 0.236      | 0.202    | 0.179    |
| 31               | 0.458        | 0.391    | 0.346    | 0.321    | 0.274    | 0.242    | 0.220      | 0.188    | 0.166    |
| 32               | 0.439        | 0.375    | 0.332    | 0.304    | 0.259    | 0.229    | 0.206      | 0.176    | 0.155    |
| 33               | 0.421        | 0.360    | 0.318    | 0.288    | 0.246    | 0.217    | 0.192      | 0.164    | 0.145    |
| 34               | 0.404        | 0.345    | 0.305    | 0.273    | 0.233    | 0.206    | 0.179      | 0.153    | 0.135    |
| 35               | 0.388        | 0.332    | 0.293    | 0.259    | 0.221    | 0.195    | 0.168      | 0.143    | 0.127    |
| 36               | 0.373        | 0.319    | 0.282    | 0.245    | 0.210    | 0.185    | 0.157      | 0.134    | 0.118    |
| 37               | 0.359        | 0.307    | 0.271    | 0.233    | 0.199    | 0.176    | 0.147      | 0.125    | 0.111    |
| 38               | 0.346        | 0.296    | 0.261    | 0.221    | 0.189    | 0.167    | 0.137      | 0.117    | 0.104    |
| 39               | 0.333        | 0.285    | 0.252    | 0.211    | 0.180    | 0.159    | 0.129      | 0.110    | 0.097    |
| 40               | 0.321        | 0.275    | 0.243    | 0.200    | 0.171    | 0.151    | 0.121      | 0.103    | 0.091    |
| 41               | 0.310        | 0.265    | 0.234    | 0.191    | 0.163    | 0.144    | 0.113      | 0.097    | 0.086    |
| 42               | 0.299        | 0.256    | 0.226    | 0.182    | 0.155    | 0.137    | 0.106      | 0.091    | 0.080    |
|                  | 5.0%         |          |          | 7.0%     |          |          | 9.0%       |          |          |

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**Worksheet 5 –  
Transforming Money from Foe to Friend**

**Overview**

A budget can take many shapes. This worksheet allows you to start with a very simple format and gradually refine the budget report to magnify your awareness between your ever-changing Authentic Self and your daily choices. The key is to start. A simple budget can still be your best friend in your quest to bridge the gap we all have between our intentions and our actual behaviors. Money transformation is always rooted in the details of our financial lives.

**Budget Option #1  
The Single-Intention Savings Budget**

Use this budget option if:

- Your savings goal can be met without creating other cash flow problems such as not paying off your credit card debts, buying adequate insurance coverage, or paying your tax liabilities.
- You realize you are not taking advantage of your employer's retirement plan match and you want to capture that 'free' money by saving the amount needed to do so. You are willing to cut back in other spending to accomplish this goal.

If you have a clear financial goal that specifies a certain savings target, the simplest form of a budget is to create a mechanism to set that amount of money aside on a regular basis. In effect, this is a *Save First/ Spend Second* budget.

If, for example, you determined using *Worksheet 4* that you needed to save another \$300 a month to adequately prepare for retirement, you would simply complete the paperwork to increase your paycheck deferral into your company's 401(k) by \$300 per month.

Budget: complete. Savings target: achieved. Maybe – but probably not.

This kind of budget doesn't work if you can't afford to see several hundred dollars a month disappear from your monthly paycheck. In that case, you'll need to use another budget outlined below, to evaluate how much you can realistically save to meet your retirement needs.

Recommendations for implementing the **Single-Intention Savings Budget**:

- Make sure you have evaluated the reasonableness of the savings target on your living expense budget. The last thing you want is to trigger overdraft charges, late loan payment fees, etc. because of your savings enthusiasm.

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- Once you are sure you can afford the savings set-aside, determine the proper destination for your money. If you plan to use the money within the next three years, it is best to keep the money in a high interest FDIC insured money market account, or a short-term US Government bond fund. If your savings is geared for retirement, use the information you learned in ***Worksheet 4*** to select investments in your company's retirement plan or your own IRA or self-employed retirement plan.
- When it comes to retirement saving, always invest your money in a way that qualifies you to receive your employer's matching contribution. In other words, if your company offers a match for your contributions to its 401(k) up to 3% of your earnings, always save that much of your targeted savings goal in that account, then direct amounts in excess of this to your IRA or Roth IRA, if such savings vehicles are applicable to your situation.
- It's always best to not *touch the money* you are trying to save. Have your savings electronically transferred from your paycheck to your savings or investment account. I also recommend you request email verification to ensure the transfer has actually taken place on the schedule you've established.

**The Single Intention Savings Budget  
Implementation Checklist**

- \_\_\_\_\_ Identify Savings Goal \_\_\_\_\_, amount of savings \$ \_\_\_\_\_ and  
frequency of savings \_\_\_\_\_ per (wk) (semi-monthly) (monthly) (quarterly).
- \_\_\_\_\_ Determine the affordability of monthly savings target of \$ \_\_\_\_\_.\*
- \_\_\_\_\_ Determine if savings target qualifies for company match. \_\_\_\_ Yes \_\_\_\_ No.
- \_\_\_\_\_ If above answer is 'Yes' – arrange for at least the matching portion to be invested in the  
company plan, if you can afford such a retirement contribution.
- \_\_\_\_\_ If savings goal is for a cash need within three years, identify a high-interest  
bank money market account through Internet search tools such as [www.bankrate.com](http://www.bankrate.com)
- \_\_\_\_\_ Setup confirmations of your automatic savings transfers and retain these records.

\*Remember, ***Worksheet 4 – Step 3*** helps you increase your retirement contributions by identifying the tax savings that accrue to you by deferring some of your taxable earnings into a retirement account. By reducing your tax withholdings, via the filing of a new Form W-4 with your Human Resources Department, you can lessen the impact of your increased savings on your take home pay.

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**Budget Option 2**  
**The Conscious Spending Reduction Budget**

Budget Option 2 is for you if:

- You need more structure in reducing spending in order to meet your financial goal.
- You are clear where you tend to overspend and you are willing to reduce your spending in those categories.

Most of us know where we tend to overspend. Maybe it's Saturdays at the mall, or that restaurant meal instead of picking up something easy to prepare at the grocery store, or withdrawing ATM cash that just 'evaporates' out of your wallet.

*Budget Option 2* assumes you have a savings goal and you're serious about achieving it – that you've met all the criteria for the Single Intention Savings Budget, except for the affordability question.

If your savings goal for retirement was the same \$300 as was outlined in *Budget Option 1*, but you don't think you can afford that much of a reduction in your cash flow, then for a one month time period, place money from the areas you've identified as non-essential into an envelope and see how much you have accumulated by the end of the month.

The key is to continue your patterns, but stop short of spending the money. Simply get the cash you would have spent and stuff it in your envelope – even better, put in an interest-bearing savings account!

For example, when you would normally be preparing for a spending spree at the mall, instead, find out how much you spent on your last excursion, and either write a check or get the cash to set aside and stick it in your *Mall-Spending* envelope.

If you are used to the weekly \$100 *ATM Fix*, get the full \$100, but set \$50-75 aside in your *ATM Purchases* envelope.

You'll be surprised how much money is in your envelopes or savings account at the end of the month!

Now you know how much you can realistically set-aside. At this point, simply follow the guidelines for the *Single Intention Savings Budget*.

**Caution for *Budget Option 2* Users:**

**The guidelines outlined in this section assume you are paying your credit card charges in full each month. If this is not the case, make sure you consider your need to pay down these cards and eliminate high monthly finance charges before embarking on an aggressive retirement savings plan.**

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### Budget Option 3

**Use Budget Option 3 if you:**

- Have high credit card balances.
- Keep using “home equity” loans to make ends meet.
- Prefer manual vs. computerized financial management systems.
- Are serious about transforming your relationship to money and especially debt.

If credit cards continue to enslave you to a foe-based relationship with money, choose your preferred method of disabling them (scissors, shredder, ice tray...) then establish a payment plan to pay them off so the highest interest rate cards get paid off first – then consider the following budgeting system:

Make a list of payments you normally mail with a check or already pay electronically each month.

Write the total of these monthly bills here: \$

\_\_\_\_\_ Follow the same procedures as above for the payments you are making to credit card companies.  
Write the total of these monthly bills here: \$ \_\_\_\_\_

\_\_\_\_\_ Subtract the monthly totals for the above two categories of payments from your monthly sources of take home pay, net rents, or whatever other regular income you receive.

Net Take Home Pay per Month \$

Other regular income per month:

|             |               |
|-------------|---------------|
| Item: _____ | Amt. \$ _____ |
| Item: _____ | Amt. \$ _____ |

Total Monthly Cash Deposits \$

Less: Total of bills paid electronically or via check – from above \$

Less: Total of credit card payments paid per above \$          

Equals: Cash Available for other bills and savings \$

\_\_\_\_\_ Split the money into envelopes for each category of spending you have left. It will be necessary for you to research your spending for the last 30-90 days to estimate what is reasonable for each category.

(To do this, find a pad of paper, pencil, calculator, your last 3 months credit card statements and your check register that shows what you bought the last 3 months. At the top of each page, write the month you are summarizing. Then write column headings for the categories of your spending such

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as “groceries”, “utilities”, “entertainment”, “transportation”. Turn the page over to continue with your columnar headings, and add more pages if needed. Now, simply go through your check register and write the amount of each purchase under the proper heading. Don’t write anything other than the amount down on your summary sheets. Next, enter your credit card purchases – individually- under their respective columns. When you have finished posting all your purchases for the month, add up your columns so you have a total of spending for both each category and the month.)

\_\_\_\_\_ Remember to setup an envelope for unexpected expenses as well as for expenses that are not due every month, such as insurance, quarterly tax payments, etc.

\_\_\_\_\_ When the envelope is empty for a certain category of spending, your spending stops for that month for that category.

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**Budget Option 4**  
**A Detailed Budget Using Quicken® or Money®**

Use Budget Option 4 if you:

- Prefer computerized financial management to manual systems.
- Have uneven cash inflows due to self-employment earnings.
- Realize careful attention to all areas of your cash flows are needed, and you are ready to lay the groundwork for that new attentiveness.
- You will patiently learn how to use financial management software, realizing that ‘shortcuts’ can cause financial errors that can easily distort the reports and increase rather than decrease financial mismanagement.

The major advantage of using a computer to help you create a budget is you know exactly where you stand with your cash flows by specific category of income and expense and how that compares to the budget you have established in accordance with your intentions and financial goals.

A computerized budgeting tool is essential for those who have irregular flows of income, such as small business owners. The computer budgeting tool can align those uneven cash flows with expense payments, a task that is much more difficult to achieve using manual worksheets.

In general, the following procedures are required to setup a budget in Quicken® or most other personal finance software programs:

- \_\_\_\_\_ Purchase the program. *Quicken Deluxe®* is most often adequate. (Search for the best price online as it could save you up to \$40.)
- \_\_\_\_\_ Install the program on your computer.
- \_\_\_\_\_ Follow the steps and setup your checking and credit cards for electronic download into your Quicken file.
- \_\_\_\_\_ Download, or manually enter, transactions for at least a period of 90 days. Categorize the transactions into one of the pre-established income and expense categories.
- \_\_\_\_\_ Keep in mind that payments made to credit cards, mortgages, auto loans, etc. from your checking accounts are treated as ‘transfers’ between accounts and not as expenses. For example, when you download transactions you are entering actual purchases in your credit card register. The check you write to pay the credit card bill, recorded in your Quicken checking account register, should be categorized as a “transfer” to the credit card account. A common mistake is to simply categorize the total payment to the credit card company as a lump sum expense called “credit card payment.” Such a practice, however, may result in the duplication of your expenses.
- \_\_\_\_\_ Create an automatic budget by choosing the dates for which you have downloaded and categorized all your transactions. If this date range is less than a full year, select the “average expense” rather than the “monthly detail” option for creating your new budget.

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- \_\_\_\_\_ Adjust the budget amounts for savings goals you have established through a planning process such as the one you completed with *Worksheet 4*.
- \_\_\_\_\_ Print up a yearly budget report to make sure your annual cash flows are realistic.
- \_\_\_\_\_ Review your monthly budget report periodically through the month on-screen to see how much money you have left to spend for each category for the rest of the month.

**Note:**

The author has published a detailed set of Quicken® instructional CD's, a Tutorial Video Update for Quicken® 2007 (for Windows-based PC's) along with his comprehensive financial planning guidebook, Ten Weeks to Financial Awakening: A Guidebook to the Creation of Your Own Financial Plan Using Quicken® Software. These resources provide detailed step-by-step guidance in downloading financial transactions and setting up a computerized budget. (The Quicken® Budget Setup Reference in TEN WEEKS is on page 127 and refers to CD # 2 of the 4-Set Series)

In addition, a Webinar Series is available for those who prefer more specific assistance in transforming their day-to-day financial management habits. All these resources are available at [www.ahoymoney.com](http://www.ahoymoney.com)



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**Worksheet 6 – Money Serving the Real You**

Worksheet 6 provides us with practice in honing a uniquely human skill – “Watching” ourselves, or stepping back to notice how we react to life. The worksheet lists 8 common ‘poisons’ that can easily kill our ability to live more authentically, more ‘deeply.’

Very little progress is possible in cultivating our detached “Watcher” unless we let go of judgment. Simply noticing we are ‘hooked’ is the biggest step we can make in transitioning into conscious living. Even the term ‘poisons’ carries a negative judgment tonality, which can easily deter us as well. Think of these categories more as opportunities to expand our human consciousness beyond the bounds that are usually set by these egoic responses.

In his book, **It’s a Meaningful Life – It Just Takes Practice** Bo Lozoff says,

“In my opinion, one sentence can sum up the whole thing –  
not only our own and our kids’ problems, but our planetary problems, too, from pollution to wars:

**“Human life is very deep, and our dominant modern lifestyle is not.”**

Use this worksheet to remember your *depth*  
and request money to serve that *Real You*.

Choose one or two items from the list per sitting.  
Don’t worry; you’ll get to practice all of them eventually!

**1. As you step back from your life, how do you notice yourself being snared by:**

**Examples:**

Productivity – “You’ll feel better when you get \_\_\_\_\_ done.”

*I find it really hard to relax – even on the weekend. It seems like I have to prove to myself that I’m Okay by constantly working.*

Judgment – “What a jerk \_\_\_\_\_ is.”

*Just today I became enraged at another driver who cut me off on the way to work – I can’t believe what jerks people can be!*

Productivity – “You’ll feel better when you get \_\_\_\_\_ done.”

Judgment – “What a jerk \_\_\_\_\_ is.”

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Self-Judgment – “I’ll never change.”

---

Craving – “You are meant for pleasure.”

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Denial – “You don’t need to look into that.”

---

Blame – “You are fine – \_\_\_\_\_’s the real problem.”

---

Fear – “You have to protect yourself.”

---

Narcissism – “You must look out for yourself and be happy no matter what.”

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Add Your Own “Poison” if it doesn’t happen to show up above!

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**2. What specific way has a ‘snare’ manifested itself in your financial life?**

**Examples:**

Productivity – “You’ll feel better when you get \_\_\_\_\_ done.”

*I find it extremely hard to leave all the unfinished work at the end of the day and really be present with my family when I get home.*

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Judgment – “What a jerk \_\_\_\_\_ is.”

*It’s easy for me to blame our last stock broker for our financial woes. I still get angry when I see how we lost so much money.*

Productivity – “You’ll feel better when you get \_\_\_\_\_ done.”

---

Judgment – “What a jerk \_\_\_\_\_ is.”

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Self-Judgment – “I’ll never change.”

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Craving – “You are meant for pleasure.”

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Denial – “You don’t need to look into that.”

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Blame – “You are fine – \_\_\_\_\_’s the real problem.”

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Fear – “You have to protect yourself.”

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Narcissism – “You must look out for yourself and be happy no matter what.”

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Add Your Own “Poison” if it doesn’t happen to show up above!

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**3. Next to a “snare” list your true nature and a specific way you are asking money to express that aspect of the Real You.**

Example:

Narcissism – “You must look out for yourself and be happy no matter what.”

*I’ve noticed how much more enjoyment I receive out of sharing my money and using it to honor other people, as compared to when I just keep hoarding my money or getting stuff for me.*

Productivity – “You’ll feel better when you get \_\_\_\_\_ done.”

---

Judgment – “What a jerk \_\_\_\_\_ is.”

---

Self-Judgment – “I’ll never change.”

---

Craving – “You are meant for pleasure.”

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Denial – “You don’t need to look into that.”

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Blame – “You are fine – \_\_\_\_\_’s the real problem.”

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Fear – “You have to protect yourself.”

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Narcissism – “You must look out for yourself and be happy no matter what.”

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Add Your Own “Poison” if it doesn’t happen to show up above!

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**4. What change will this intention make on your Budget?**

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(The budget is the tool that takes our intentions and transforms them into practical action. Now you see how money can truly be soul’s best friend in helping us move from thought to action!

For example, using the ‘narcissist’ example from Section 4, the practical application of expressing this deeper, more generous nature, is to adjust my ‘giving’ budget amount – by reducing a spending category that I realize now brings me much less satisfaction and fulfillment)

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*Worksheet 7 – The Changing Shape of Your Identity*

“My neighbor has a circular driveway. He can’t get out.”  
Steven Wright

Worksheet 7 gives us a tool to see how our identities are constantly being expressed in our money behaviors. We find contentment and balance in this process of aligning our behaviors with our deepest intentions.

“Genuine Financial Freedom” – the point of this book, is only experienced when we access the power of our finances to assist us in living with such authenticity.

Traversing this Sea of Money brings us to new aspects of our life and identities. The journey, however, isn’t about escaping from what we’d just as soon leave behind. It is much more of having a tool to transform those old ways of reacting and finding true contentment with this process of growth rather than always striving to reach an illusory state or financial objective.

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**What is changing about your personal identity as you've undertaken this transformational voyage across the Sea of Money?**  
**The first four aspects refer to our horizontal identity and the last four to our vertical identity.**  
**You may find it helpful to refer to the *Money Balance and Contentment Chart*, as you complete this exercise.**

| Aspect of Money              | My Old Identity | My New Identity |
|------------------------------|-----------------|-----------------|
| <b>Document Organization</b> |                 |                 |
| <b>Cash Flows</b>            |                 |                 |
| <b>Debt &amp; Credit</b>     |                 |                 |
| <b>Taxes</b>                 |                 |                 |

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|                             |                        |                        |
|-----------------------------|------------------------|------------------------|
|                             |                        |                        |
| <b>Aspect of Money</b>      | <b>My Old Identity</b> | <b>My New Identity</b> |
| <b>Estate Planning</b>      |                        |                        |
| <b>Life Clarity</b>         |                        |                        |
| <b>Saving and Investing</b> |                        |                        |
| <b>Insurance</b>            |                        |                        |

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**At this point of your Life Journey, which identity shift is calling for your greatest energy and how will you respond?**

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