



EXPERIMENTS IN MONEY

Learn to navigate your financial future by using our E4 Process – Envision, Explore, Experiment, Engage

1. ENVISION

■ Answer these questions:

- What does money give you in your life?
- What is wealth to you?
- Are you keeping up or living up?

■ Do these tasks

- Have a series of conversations with your partner, or a loved one, using the 16 Conversation Starters.



2. EXPLORE

■ Expenses

- Write down how much you think it takes to run your household each month.
- Then take the last 3 months of expenses, add them up and divide by 3 to create a monthly average. Do not exclude anything – even those annual or “one time” expenses.
- Is the reality different than what you thought?

■ Debt

- Write down how much debt you think you have.
- Add up your actual debt.
- Is it what you thought? More/less?

■ Income and saving

- Write down the average amount you have brought in in the last 3 months.
- List all of the places your money goes and the amount that goes into each – checking, savings, retirement, flex spending, dependent care, etc.
- What % of your income are you saving every month? Use the 80/20 Rule.

■ Credit Reports

- Pull yours and your partner’s.
- Are they correct? Have you accounted for all debt in your debt calculation?

■ Risk

- Have you thought about the risk of not having you or your partner, or not having the income you each make?
- Are you covered legally for any risks you may face?

4. ENGAGE

■ Write down 3-5 concrete Money Goals

■ Prepare

- Gather the information.
- Assemble your team.
- Fill in the holes in your financial preparation.

■ Navigate on the fly – adjust as life changes



3. EXPERIMENT

■ If you could change one thing, what would it be?

■ How would that impact you financially?





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16 CONVERSATION STARTERS

For a better relationship...with money and your family

The key to this list of questions is to have a conversation; this is not a time for judgment. This is a time to learn what they want, how they feel, and begin to gain a better understanding of why you each do things, and to learn these things about each other. It is a time for you both to express your aspirations, your stresses, and your fears. Only start this conversation if you are both in a mood to listen, share and be open. If either of you begin to get confrontational, take a break. You may do this all at once, or in segments...as long as you have the conversation.

- Do you know what your credit score is? (tell what it is)
- What do you feel best about the way you currently handle money?
- Where do you think you could use some improvement in handling money?
- What habits did you used to have that you have improved? How did you change those habits?
- What are the best things you learned about money from your parents, friends or family members growing up?
- What are the worst things you learned about money from your parents, friends or family?
- What do you want to do more of or do better financially in the next year?
- What makes you feel stressed about money? And how do you react when you feel that stress?
- How can we work together to make that stress easier to handle?
- What specific things would make you feel less financial stress? And what can we do together to decrease that stress?
- Where do you want for us to be financially in 5 years? Think of this both in terms of amount of money, but also in how you want to feel.
- What 3 things do you think we can do today to get there?
- What will you commit to doing today?
- What would you like for me to commit to doing today?
- How are we going to keep each other on track to do these things? What works best for us - weekly meetings, daily conversations, doing the bills together? Create a list of 2-3 things you will do regularly to keep up with your financial progress.
- What help do we need to get started getting our financial life together?

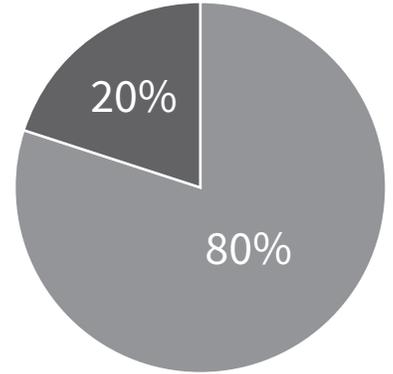




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THE 80/20 RULE

For every dollar brought in by regular income, 20% should go to savings and 80% can go to day-to-day living expenses. For every dollar brought in by windfalls like bonuses or gifts, 80% should go to savings and 20% should be available to spend. Any level of “bad” debt or a lack in the emergency fund means that 100% of all windfall money goes directly toward either creating the emergency fund or eliminating debt. Adding to the emergency fund is the first priority. The goal is to get a more stable financial foundation as quickly as possible.



Calculate the current savings rate:

$(\text{Total Monthly Saving} \div \text{Net Income} \times 100) = \% \text{ of income saved}$

A simple way to gauge this is multiply the total monthly savings by 5. If this number is more than the total net income, congratulations, more than 20% of income is being saved. If this number is less than net income then start saving more!

MONEY GOALS

Tear this sheet out and put it somewhere prominent in your house – your kitchen cabinet, your wallet, your bathroom – somewhere you will see it every day. Make copies of it and keep them handy.

My money goal is...	I will achieve it by....





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ABOUT GET IT TOGETHER

Get It Together is founded on the belief that every person should have the education and guidance they deserve to manage their financial and legal life. The education should be presented in a way that is clear, unbiased and straightforward. We believe that educated people make better decisions and lead happier, healthier, less stressful lives.

Our combined professional experience includes expertise in money, credit, investing, insurance, real estate, legal issues and non-profits. Our personal experience includes being mothers, wives, business people, volunteers and community leaders. Our life experience and professional expertise combined with our passion for teaching people to make sound financial and legal decisions are a powerful combination.

We are authors of the book *Get It Together: The Real-World Money Guide for Graduates* and the soon to be released *Get It Together: The Real-World Money Guide to Cash and Credit*.

EXECUTIVE TEAM

- Hallie Hawkins, President
- Shay Prosser, Chief Executive Officer

WHY GET IT TOGETHER?

- Your employee's best interest is our only mission – our goal is to help each person improve their current situation, and plan for the future. Since we don't sell financial products, our recommendations are honest, and unhindered by any conflicting interest.
- Our team has years of experience and understands the challenges and concerns people face at a variety of life stages and situations.
- We believe in giving back to our community. Get It Together partners with non-profit organizations to provide financial education and mentorship.
- And we are a 100% woman owned and operated business headquartered in Charlotte, NC.

For more information please contact us at info@myperspecta.com

THE USO OF NORTH CAROLINA



North Carolina

The United Service Organizations of North Carolina (USO of NC) is there, comforting and connecting with our troops and their families every step of the way, as it has for over 70 years. They are the leading organization privileged to support military servicemen and women throughout the state. North Carolina is home to 11 percent of U.S. military active-duty forces. The state boasts seven major military installations as well as the fourth largest demographic of active and reserve duty components in the country. USO-NC is an independent 501(c)3 organization chartered by national USO as a self-sustaining separate operating entity. They measure success by being good stewards of the resources entrusted to them, which enable them to touch the lives of over 689,000 troops and families through education, wellness, transition assistance and resiliency programs across North Carolina. However, the ultimate measurement is much simpler: it is in the heart and soul of the volunteer, the supporter, and the staff that unselfishly works to "lift the spirits" of those who protect our freedoms every day.

For more information on the events and services, please go to www.uso-nc.org

