

# Creating Wealth & Financial Peace of Mind

A webinar with Larry Kendall

1. When was the last time you experience financial pressure? \_\_\_\_\_

2. When was the last time you experienced financial peace of mind? \_\_\_\_\_

3. Bankruptcy facts:

- There are more bankruptcies each year in the U.S. than \_\_\_\_\_.
- \_\_\_\_\_% of all NFL players declare bankruptcy within 2 years after retiring.

4. The answer to financial pressure is NOT \_\_\_\_\_.

5. Illusions of wealth:

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

6. True wealth is:

- \_\_\_\_\_
- Income from \_\_\_\_\_ that is greater than your lifestyle expenses (Wake-Up Money)

“Your income producing net worth is more important than your ordinary income.”

- Dr. Thomas J. Stanley, Stop Acting Rich and Start Living Like a Millionaire

## 7. The 5-step Ninja Wealth Formula

- Step 1: \_\_\_\_\_
- Step 2: \_\_\_\_\_
- Step 3: \_\_\_\_\_
- Step 4: \_\_\_\_\_
- Step 5: \_\_\_\_\_

## 6. Step 1: The Ninja Path

Increase your income with \_\_\_\_\_.

## 7. Step 2: Financial Intelligence

- Greatest threat to the U.S. economy: \_\_\_\_\_
- Learners are earners:
  - Secrets of the Millionaire Mind, T. Harv Eker
  - Stop Acting Rich and Start Living Like a Millionaire, Dr. Thomas J. Stanley
  - Cash Flow Quadrant, Robert Kiyosaki
- \_\_\_\_\_ put money in your pocket.
- \_\_\_\_\_ take money out of your pocket.
- Rich people acquire \_\_\_\_\_.
- Poor people acquire \_\_\_\_\_ they think are \_\_\_\_\_.
- \_\_\_\_\_ finances assets and someone else makes the payments
- \_\_\_\_\_ finances liabilities and you make the payments.

## 8. Step 3: Rich Habits

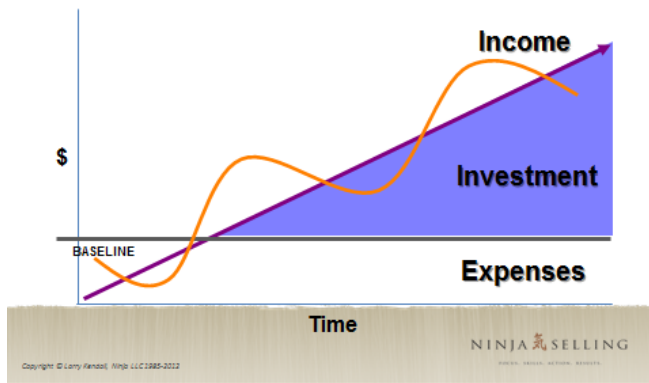
- Rich Habits by Thomas C. Corley  
“Your life becomes a printout of the small decisions you make each day compounded over time.” – Jeff Olson, The Slight Edge

- James Taylor’s Commencement Address:

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

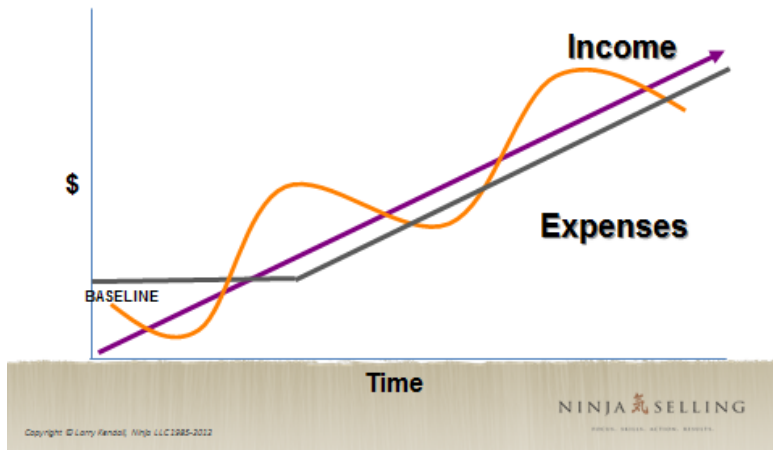
- Wealth Creation Model

## Wealth Creation Model

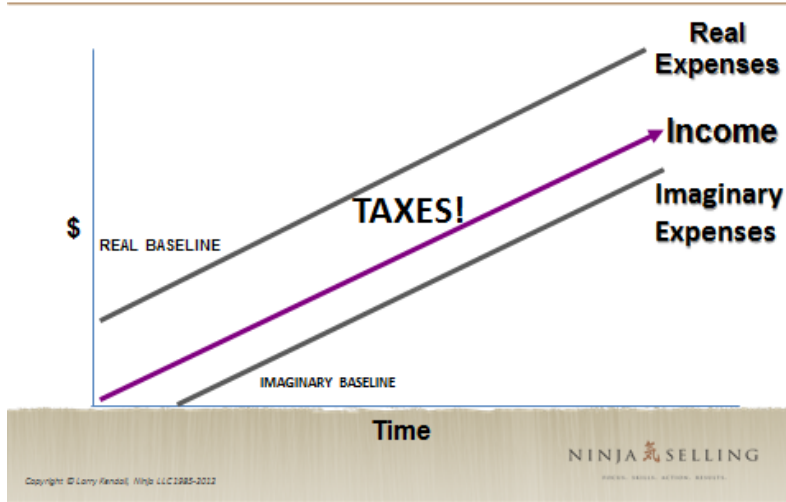


- Put yourself on salary:
- 10% Savings Trap (The Richest Man in Babylon wasn’t on commission!)

## Saving 10% Trap



# Self-Employment Trap



## 9. Step 4: Understand Taxes

- Know your marginal tax bracket. What is your biggest expense? \_\_\_\_\_

\$73,000 - \$117,000 (taxable income)

FICA	= 12.40%
Medicare	= 2.90%
Federal tax	= 25.00%
State tax (Colorado)	= <u>4.63%</u>
Total	= 44.93%

- What are the true costs after you consider taxes? Real After Tax Cost
  - \$1,000 of interest on “good debt”? \$ \_\_\_\_\_
  - \$1,000 of interest on “bad debt”? \$ \_\_\_\_\_
  - \$5,000 pleasure trip to Hawaii \$ \_\_\_\_\_
  - \$5,000 business trip to Hawaii \$ \_\_\_\_\_
  - \$30,000 down payment on real estate from savings \$ \_\_\_\_\_
  - \$30,000 down payment on real estate from refinance \$ \_\_\_\_\_
  - \$50,000 borrowed at 5% to pay back taxes \$ \_\_\_\_\_

10. Step 5: Invest in Real Estate

“More wealth is created through real estate than through any other investment.”

- Dr. Thomas J. Stanley, *The Millionaire Next Door*

- Renter net worth: \$ \_\_\_\_\_
- Homeowner net worth: \$ \_\_\_\_\_
- Peter Lynch: *The Great Investment*: \_\_\_\_\_
- Warren Buffett: “Only invest in things you \_\_\_\_\_.”
- The Realtor’s Prayer:

“Dear Lord please give me \_\_\_\_\_

and I promise \_\_\_\_\_.”

## Net Worth Goal Worksheet

Current Net Worth \_\_\_\_\_  
(date)

### What I Own (A)

\$ \_\_\_\_\_ Cash and Savings  
\$ \_\_\_\_\_ Automobiles (Value)  
\$ \_\_\_\_\_ Retirement Plan  
\$ \_\_\_\_\_ Insurance (Cash Value)  
\$ \_\_\_\_\_ Home Value  
\$ \_\_\_\_\_ 2<sup>nd</sup> Home/Vacation Home  
\$ \_\_\_\_\_ Other assets  
\$ \_\_\_\_\_ Stocks/Mutual Funds  
\$ \_\_\_\_\_ Properties (Total Value)  
\$ \_\_\_\_\_ Other Investments  
  
\$ \_\_\_\_\_ Total

### What I Owe (B)

\$ \_\_\_\_\_ Current Bills  
\$ \_\_\_\_\_ Automobiles (Loans)  
\$ \_\_\_\_\_ Credit Card Balance  
\$ \_\_\_\_\_ Taxes Owed  
\$ \_\_\_\_\_ Home Loan(s)  
\$ \_\_\_\_\_ 2<sup>nd</sup> Home Loan  
\$ \_\_\_\_\_ Line of Credit  
\$ \_\_\_\_\_ Loans  
\$ \_\_\_\_\_ Property Loans  
\$ \_\_\_\_\_ Other Debts  
  
\$ \_\_\_\_\_ Total

\$ \_\_\_\_\_ Net Worth (A total – B total)

Net Worth Goal \_\_\_\_\_  
(date)

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\$ \_\_\_\_\_ Total

\$ \_\_\_\_\_ Net Worth (A total – B total)