



"People don't plan to fail, they fail to plan."
Anonymous

Money is	·		
<ul> <li>You must do a written _ plan monthly.</li> </ul>			
<ul> <li>Bounced checks are a significant signific</li></ul>	_	living	_ and
<ul> <li>If not managed and made card and the</li> <li>budget busters.</li> </ul>	-		
Most people would say, and and	_		nk of
<ul> <li>The easiest and most pobased plan.</li> </ul>	owerful plan is a		
• Implement the	System.		

"You will either learn to manage money or the lack of it will always manage you."

Dave Ramsey

"A Cash Flow Plan is simply telling your money what to do instead of wondering where it went." John Maxwell

### **Baby Steps**

There is a process to getting out of the mess that we created without feeling overwhelmed. Building wealth will not happen overnight; it takes time. Here are the Baby Steps to begin the process:

• **Step One**: \$1000 in an "Emergency Fund"

(\$500 if income under 20K per year)

• **Step Two**: Pay-off all debt utilizing the "Debt Snowball"

• **Step Three**: 3-6 months expenses in savings

• **Step Four**: Invest 15% of household income into Roth IRAs

and pre-tax retirement

• **Step Five**: College Funding

• **Step Six**: Pay-off home early

• **Step Seven**: Build Wealth!

(Mutual Funds/Real Estate)

#### **Income Sources**

Sheet 3

16

SOURCE	<u>AMOUNT</u>	PERIOD/DESCRIBE
Salary 1 Salary 2 Salary 3 Bonus	\$1700 \$1300	1st & 15th - \$850 2 WEEKS - \$650
Self-Employment		
Interest Income Dividend Income Royalty Income		
Rents		
Notes		
Alimony Child Support AFDC		
Unemployment Social Security Pension Annuity		
Disability Income		
Cash Gifts		
Trust Fund		
Other Other		
TOTAL	\$3000	

### **Income Sources**

Sheet 3

**TOTAL** 

<b>SOURCE</b>	<u>AMOUNT</u>	PERIOD/DESCRIBE
Salary 1 Salary 2 Salary 3 Bonus		
Self-Employment		
Interest Income Dividend Income Royalty Income		
Rents		
Notes		
Alimony Child Support AFDC		
Unemployment Social Security Pension Annuity		
Disability Income		
Cash Gifts		
Trust Fund		
Other Other Other		

#### **Lump Sum Payment Planning**

#### Sheet 4

Payments you make on a NON-monthly basis can be budget busters if not planned for, so we are converting them to a monthly basis for you to use on Sheet 5 where you will set money aside monthly to avoid strain or borrowing when these events occur. If an item here is already paid monthly, enter NA. If you make a payment quarterly then annualize it for this sheet.

ITEM NEEDED	ANNUAL AMOUNT		MONTHLY AMOUNT
Real Estate Taxes		/ 12 =	
Homeowners Insurance		/ 12 =	
Home Repairs		/ 12 =	
Replace Furniture	\$600	/ 12 =	\$50
Medical Bills		/ 12 =	
Health Insurance		/ 12 =	
Life Insurance		/ 12 =	
Disability Insurance		/ 12 =	
Car Insurance		/ 12 =	
Car Repair/Tags		/ 12 =	
Replace Car		/ 12 =	
Clothing		/ 12 =	
Tuition		/ 12 =	
Bank Note		/ 12 =	
IRS (Self-Employed)		/ 12 =	
Vacation	\$1800	/ 12 =	\$150
Gifts(inc. Christmas)	\$1200	/ 12 =	\$100
Other		/ 12 =	

#### **Lump Sum Payment Planning**

#### Sheet 4

Payments you make on a NON-monthly basis can be budget busters if not planned for, so we are converting them to a monthly basis for you to use on Sheet 5 where you will set money aside monthly to avoid strain or borrowing when these events occur. If an item here is already paid monthly, enter NA. If you make a payment quarterly then annualize it for this sheet.

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Homeowners Insurance	/ 12 =	
Home Repairs	/ 12 =	
Replace Furniture	/ 12 =	
Medical Bills	/ 12 =	
Health Insurance	/ 12 =	
Life Insurance	/ 12 =	
Disability Insurance	/ 12 =	
Car Insurance	/ 12 =	
Car Repair/Tags	/ 12 =	
Replace Car	/ 12 =	
Clothing	/ 12 =	
Tuition	/ 12 =	
Bank Note	/ 12 =	
IRS (Self-Employed)	/ 12 =	
Vacation	/ 12 =	
Gifts(inc. Christmas)	/ 12 =	
Other	/ 12 =	

# Learn to give every dollar a name.

- Do it in writing.
- Before the month begins.

#### **Instructions Sheet 5**

Every dollar of your income should be allocated to some category on this sheet. Money "left over" should be put back into a category even if you make up a new category. You are making the spending decisions ahead of time here. Almost every category (except debt) should have some dollar amount in it. Example: If you do not plan to replace the furniture, when you do replace it, you will cause strain or borrowing, so go ahead and plan now by saving. I have actually had people tell me that they can do without clothing. Oh come ON!! Be careful in your zeal to make the numbers work that you don't substitute the urgent for the important.

Fill in the amount for each subcategory under "Subtotal" and then the total for each main category under "Total." As you go through your first month, fill in the "Actually Spent" column with your real expenses or the saving you did for that area. If there is a substantial difference in the plan versus the reality, something has to give. You will either have to adjust the amount allocated to that area up and another down or you will have to better control your spending in that area.

"% Take Home Pay" is the percentage of take home pay that category represents; for example, what percentage of your total take home pay did you spend on "Housing." We will then compare your percentages with those on Sheet 6 to determine if you need to consider adjusting your lifestyle.

An "\*" beside an item means you should use the "envelope system."

The Emergency Fund should get ALL the savings until 3-6 months of expenses have been saved.

Note: Savings should be increased as you get closer to being debt free.

Hint: By saving early for Christmas and other gifts, you can get great buys and give better gifts for the same money.

## **Cash Flow Planning**

### **Monthly Cash Flow Plan**

**Sheet 5** 

Budgeted Item	Sub Total	TOTAL	Actually Spent	% of Take Home Pay
<b>CHARITABLE GIFTS</b>		\$300		
SAVING	. = 0			
Emergency Fund	<u>\$50</u>			
Retirement Fund		<del></del> ተር0		
College Fund <b>HOUSING</b>		\$50		
First Mortgage	\$725			
Second Mortgage	<u> </u>			
Real Estate Taxes				
Homeowners Ins.				
Repairs or Mn. Fee				
Replace Furniture	\$50			
Other		<u> \$775</u>		
UTILITIES				
Electricity	\$100			
Water	\$50_			
Gas Phone	<u>\$50</u> \$50			
Trash	<u>\$30</u>			
Cable		\$250		
*FOOD		<u> </u>		
*Grocery	\$600			
*Restaurants	\$100	_ \$700		
<b>TRANSPORTATION</b>				
Car Payment				
Car Payment				
*Gas and Oil				
*Repairs and Tires				
Car Insurance License and Taxes				
Car Replacement				
PAGE 1 TOTAL		\$2075		

### **Monthly Cash Flow Plan**

#### **Sheet 5**

Budgeted Item	Sub Total	TOTAL	Actually Spent	% of Take Home Pay
CHARITABLE GIFTS				
SAVING				
<b>Emergency Fund</b>				
Retirement Fund				
College Fund				
HOUSING				
First Mortgage				
Second Mortgage				
Real Estate Taxes				
Homeowners Ins.				
Repairs or Mn. Fee				
Replace Furniture				
Other				
UTILITIES				
Electricity				
Water				
Gas				
Phone				
Trash				
Cable				
*FOOD				
*Grocery				
*Restaurants				
<b>TRANSPORTATION</b>				
Car Payment				
Car Payment				
*Gas and Oil				
*Repairs and Tires				
Car Insurance				
License and Taxes				
Car Replacement				
PAGE 1 TOTAL				

### **Monthly Cash Flow Plan**

**Sheet 5 Continued** 

Budgeted Item	Sub Total	TOTAL	Actually Spent	% of Take Home Pay
*CLOTHING				
*Children	\$100			
*Adults				
*Cleaning/Laundry		<u>\$100</u>		
MEDICAL/HEALTH				
Disability Insurance	<u>\$100</u>			
Health Insurance				
Doctor Bills	\$50			
Dentist	\$20			
Optometrist	<u>\$30</u>			
Drugs		<u>\$170</u>		
PERSONAL	1.50			
Life Insurance	\$50		<del></del>	
Child Care	\$30			
*Baby Sitter				
*Toiletries				
*Cosmetics *Hair Care				
Education/Adult			<del></del>	
School Tuition			<del></del>	
School Supplies				
Child Support				
Alimony				
Subscriptions			<del></del>	
Organization Dues	\$25			
Gifts (inc. Christmas)				
Miscellaneous	\$50			
*BLOW \$\$	\$100	<u>\$255</u>		
PAGE 2 TOTAL		<u>\$525</u>		

### **Monthly Cash Flow Plan**

#### **Sheet 5 Continued**

Budgeted Item	Sub Total	TOTAL	Actually Spent	% of Take Home Pay
*CLOTHING				
*Children				
*Adults				
*Cleaning/Laundry				
MEDICAL/HEALTH				
Disability Insurance				
Health Insurance				
Doctor Bills				
Dentist				
Optometrist				
Drugs				
PERSONAL				
Life Insurance				
Child Care				
*Baby Sitter				
*Toiletries				
*Cosmetics				
*Hair Care				
Education/Adult				
School Tuition				
School Supplies				
Child Support				
Alimony				
Subscriptions				
Organization Dues				
Gifts (inc. Christmas)				
Miscellaneous				
*BLOW \$\$				
PAGE 2 TOTAL				

25

### **Monthly Cash Flow Plan**

**Sheet 5 Continued** 

Budgeted Item	Sub Total	TOTAL	Actually Spent	% of Take Home Pay
RECREATION				
*Entertainment _	\$50			
Vacation _	\$25	\$75		
DEBTS (Hopefully -0	) <b>-</b> )			
	\$101			
Visa 2				
MasterCard 1	\$75			
MasterCard 2				
American Express	\$50			
Discover Card				
Gas Card 1				
Gas Card 2				
Dept. Store Card 1				
Dept. Store Card 2				
Finance Co. 1				
Finance Co. 2				
Credit Line				
Student Loan 1	\$100			
Student Loan 2				
Other		<u>\$325</u>		
PAGE 3 TOTAL		\$400		
PAGE 2 TOTAL		<u>\$525</u>		
PAGE 1 TOTAL		\$2075		
GRAND TOTAL		\$3000		
TOTAL HOUSEHOLD	INCOME	\$3000		
		ZERO		

### **Monthly Cash Flow Plan**

#### **Sheet 5 Continued**

Budgeted Item	Sub Total	TOTAL	Actually Spent	
RECREATION			-	-
*Entertainment				
Vacation				
DEBTS (Hopefully -	0-)			
Visa 1				
Visa 2				
MasterCard 1			<del></del>	
MasterCard 2			<del></del>	
American Express				
Discover Card				
Gas Card 1				
Gas Card 2				
Dept. Store Card 1			<del></del>	
Dept. Store Card 2 Finance Co. 1				
Finance Co. 1			<del></del>	
Credit Line				
Student Loan 1				
Student Loan 2				
Other				
PAGE 3 TOTAL				
PAGE 2 TOTAL				
PAGE 1 TOTAL				
CDAND TOTAL				
GRAND TOTAL				
TOTAL HOUSEHOLD	INCOME	ZERO		

#### **Recommended Percentages**

Sheet 6

THIS SHEET NOT REFERRED TO IN VIDEO - Skip to page 30 to follow along with Dave.

I have used a compilation of several sources and my own experience to derive the suggested percentage guidelines. However, these are only recommended percentages and will change dramatically if you have a very high or very low income. For instance, if you have a very low income, your necessities percentages will be high. If you have a high income your necessities will be a lower percentage of income and hopefully savings (not debt) will be higher than recommended.

<u>ITEM</u>	<b>ACTUAL %</b>	<b>RECOMMENDED</b> %
CHARITABLE GIFTS		10-15%
SAVING		5-10%
HOUSING		25-35%
UTILITIES		5-10%
FOOD		5-15%
TRANSPORTATION		10-15%
CLOTHING		2-7%
MEDICAL/HEALTH		5-10%
PERSONAL		5-10%
RECREATION		5-10%
DEBTS		5-10%

This sheet is where all your work thus far starts giving you some peace. You will implement Sheet 5 information from theory into your life by using Sheet 7. Note: If you have an irregular income, like self-employment or commissions, you should use Sheet 8, after reviewing Sheet 7.

There are four columns to distribute as many as four different incomes within one month. Each column is one pay period. If you are a one-income household and you get paid two times per month then you will only use two columns. If both of you work and one is paid weekly and the other every two weeks, add the two paychecks together on the weeks you both get a paycheck, while just listing the one paycheck on the other two. Date the pay period columns then enter the income for that period. As you allocate your paycheck to an item, put the remaining total balance to the right of the slash. Income for period 3-1 in our example is \$1,000 and we are allocating \$100 to Charitable Giving leaving \$900 to the right of the slash in that same column. Some bills will come out of each pay period and some only on selected pay periods. As an example, you may take "Car Gas" out of every paycheck, but pay the electric bill from period 2. You already pay some bills or payments out of designated checks, only now you pay all things from designated checks.

The whole point to this sheet, which is the culmination of all your monthly planning, is to allocate or "spend" your whole paycheck before you get paid. I don't care where you allocate your money, but allocate all of it before you get your check. Now all the tense, crisis-like symptoms have been removed because you planned. No more management by crisis or impulse. Those who tend to be impulsive should just allocate more to the "Blow" category. At least you are now doing it on purpose and not by default. The last blank that you make an entry in should have a "0" to the right of the slash, showing you have allocated your whole check.

An "\*" beside an item means you should use the "envelope system."

Emergency Fund gets ALL the savings until 3-6 months of expenses have been saved.

SAMPLE ALLOCATED SP	ENDING PL	_AN		
PAY PERIOD:_	3-1			
ITEM INCOME CHARITABLE GIFTS SAVING	1,000 100/900			
Emergency Fund(1) Retirement Fund College Fund	50/850	/_ /	/ /	/ /
HOUSING First Mortgage	725/125	/	/	/

### **Allocated Spending Plan**

Sheet 7

<b>PAY PERIOD:</b>	8/1	8/8	8/15	8/22
ITEM: INCOME CHARITABLE SAVING Emergency Fund Retirement Fund College Fund	\$650 _75/575 50/525 /	\$850 / /	_\$1500 /	
First Mortgage Second Mortgage Real Estate Taxes Homeowners Ins. Repairs or Mn. Fees Replace Furniture Other	/	750/ 100 /		
Electricity Water Gas Phone Trash Cable	100/375 _50/325 /	/		/
*FOOD  *Grocery  *Restaurants	300/25 25/0	/	/	/

### **Allocated Spending Plan**

Sheet 7

PAY PERIOD:		 	
ITEM: INCOME CHARITABLE SAVING Emergency Fund Retirement Fund College Fund	/	 	/
First Mortgage Second Mortgage Real Estate Taxes Homeowners Ins. Repairs or Mn. Fees Replace Furniture Other			
UTILITIES Electricity Water Gas Phone Trash Cable			
*FOOD  *Grocery  *Restaurants	/	 	/

### **Allocated Spending Plan**

#### **Sheet 7 continued**

TRANSPORTATION  Car Payment Car Payment *Gas and Oil *Repairs and Tires Car Insurance License and Taxes Car Replacement	/			
*CLOTHING  *Children  *Adults  *Cleaning/Laundry	/ /	/	/	/
MEDICAL/HEALTH Disability Insurance Health Insurance Doctor Dentist Optometrist Drugs	/		/	
PERSONAL Life Insurance Child Care *Baby Sitter *Toiletries *Cosmetics *Hair Care Education/Adult School Tuition School Supplies Child Support				

### **Allocated Spending Plan**

#### **Sheet 7 continued**

Alimony Subscriptions Organization Dues Gifts (inc.Christmas) Miscellaneous *BLOW \$\$				/
RECREATION				
*Entertainment	/	/	/	/
Vacation	/	/		/
DEBTS (Hopefully -0-)				
Visa 1	/	/	/	/
Visa 2				
MasterCard 1				
MasterCard 2		/	/	
American Express	/	/	/	/
Discover Card	/	/	/	/
Gas Card 1	/	/	/	/
Gas Card 2	/	/	/	/
Dept. Store Card 1	/	/	/	/
Dept. Store Card 2			/	/
Finance Co. 1	/		/	/
Finance Co. 2	/			/
Credit Line	/		/	/
Student Loan 1	/	/	/	/
Student Loan 2	/		/	/
Other	/		/	/
Other	/,		/	/,
Other			/	
Other Other	/		/	/
Other	/	/	/	/

#### **Irregular Income Planning**

#### Sheet 8

Many of us have irregular incomes. If you are self-employed or work on commission or royalties, then planning your expenses is difficult since you cannot always predict your income. You should still do all the sheets except Sheet 7. Sheet 5 will tell you what you have to earn monthly to survive or prosper, and those real numbers are very good for goal setting.

What you must do is take the items on Sheet 5 and prioritize them by importance. I repeat: by importance, not urgency. You should ask yourself, "If I only have enough money to pay one thing, what would that be?" Then ask, "If I only have enough money to pay one more thing, what will that be?" Move this way through the list. Now be prepared to stand your ground because things have a way of seeming important when they are only urgent. Saving should be a high priority!

The third column, "Cumulative Amount," is the total of all amounts above that item. So, if you get a \$2,000 check, you can see how far down your priority list you can go.

Item	Amount	Cumulative Amount
Penny's	\$150	\$150
Sears	\$250	\$400
1/2 Couch	\$500	\$900
Vacation - part	\$200	\$1100
Christmas - part	\$400	<u>\$1500</u>
Visa	\$500	\$2000

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#### Sheet 8

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Item	Amount	Cumulative Amount
<del></del>		

#### **Breakdown of Savings**

After this worksheet, turn to page 42 to follow along with Dave.

#### **Sheet 9**

After your emergency fund is fully funded, you can save for certain items like furniture, car replacement, home maintenance, or clothes, and your savings balance will grow. This sheet is designed to remind you that all of that money is committed to something, not just a Hawaiian vacation on impulse because you are now "rich." Keep up with your breakdown of savings monthly for one quarter at a time.

Item		Balance By Month		
		September	October	November
Emergency Fund (1)	\$1,000			
Emergency Fund (2)	3-6 months			
Retirement Fund				
College Fund Real Estate Taxes				
Homeowners Insurance	` <b>^</b>			
Repairs or Mn. Fee				
Replace Furniture		\$600	\$650	\$700
Car Insurance				
Car Replacement				
Disability Insurance				
Health Insurance				
Doctor Dentist		<u></u> <u></u> φΕ00	<u></u>	<u></u>
Optometrist		\$500	\$500	<u>\$500</u>
Life Insurance				
School Tuition				
School Supplies				
Gifts (inc. Christmas)		<u>\$600</u>	<u>\$700</u>	\$800
Vacation		<u>\$500</u>	<u>\$650</u>	<u>\$800</u>
Other				
Other				
TOTAL		\$2200	_\$2500_	\$2800

### **Breakdown of Savings**

#### Sheet 9

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<u>Item</u>	Balance By Month			
Emergency Fund (1) Emergency Fund (2) Retirement Fund College Fund Real Estate Taxes Homeowners Insurance Repairs or Mn. Fee Replace Furniture Car Insurance Car Replacement Disability Insurance Health Insurance Doctor Dentist Optometrist Life Insurance School Tuition School Supplies Gifts (inc. Christmas) Vacation Other Other	\$1,000 3-6 months	Bala	nce By Mo	onth
TOTAL				

#### **How to Balance Your Checkbook**

- Keep your check book register current by subtracting both checks and withdrawals and adding deposits, as they're made, to keep your check book balanced correctly.
- Balance your check book within 72 hours of receiving your bank statement (to make sure there aren't any mistakes).
- What do I need to balance my check book?
  - 1. Your Check Book Register
  - 2. Your Last Bank Statement
  - 3. A Reconciliation Sheet (located on the back of most statements)
- Where do I start? Checkbook vs. Bank Statement

Start by putting check marks, in your checkbook, for each of the checks and deposits included in your bank statement. Make an entry in your checkbook for any bank Service Charges (or interest paid) made by the bank.

Checkbook Register						
Check Number	Date	Fee	Transaction Description	Payment	Deposit	Balance \$564.46
5671	8/12	Х	One Stop Grocery	57.40		507.06
5672	8/14		Electric Company	101.00		406.06
	8/14		Paycheck		700.00	1106.06
5673	8/16		Telephone Compnay	50.00		1056.06
5674	8/19		One Stop Grocery	66.00		990.06
		Χ	Bank Service Charge	2.50		987.56

#### **Bank Balance Example**

On the Reconciliation sheet, list any checks and/or withdrawals or other deductions that are in your check book that are not on your bank statement and total the list.

On the Reconciliation sheet, list any deposits that are in your checkbook but are not included on your bank statement and total the list.

Beginning with the ending balance from your bank statement, subtract the total withdrawals and add the total deposits that were not on your statement.

Compare with your check book balance. If they don't agree, double check your lists and re-add your check book entries until you find the difference.

#### List the balance from your bank statement

504.56

List the checks from your check book that aren't on your statement

The Electric Company	5672	8/14	101.00
Telephone Company	5673	8/16	50.00
One Stop Grocery	5674	8/19	66.00

TOTAL \$ 217.00

(-) \$ 217.00

List the deposit amounts in your check book that aren't on your statement

Paycheck	8/14	700.00

TOTAL \$ 700.00

(+) \$ <u>700.00</u>

List the balance from your bank statement

\$ 987.56

### **Cash Flow Planning**

#### **Points to remember:**

- Do a Monthly Budget
- Name Every Dollar
- Use Envelopes
- Work the Baby Steps

#### **Answer Key (left to right)**

Active	Cash	Flow
ATM	Debit	Bread
Water	Zero	Envelope