

The Answer To Your Financial Problems (Hint: It's NOT Making More Money)

I saw a comment on our Facebook page recently, and it really made me think. It's actually a pretty common—and very loaded—notation. I say “loaded” because a very destructive mindset is attached to this belief. But most people don't even realize it!

Today we're going to explore this mindset. In fact, you probably know someone in your immediate family or circle of friends who clings to this mindset. Heck, it may even be you!

My question on Facebook was, “What is your biggest challenge with money?” There were hundreds of answers, but one really stood out to me: “If I could find a money tree with \$10,000 on it, I wouldn't feel trapped anymore.”

This comment was so interesting because it paints such a vivid word picture of how most people feel. “If only I made more money, I wouldn't be in the trouble I'm in,”... “I wouldn't be so far in debt, if I made more money”... “If my boss would just give me a raise, we'd be so much better off financially.” Sound familiar?

Think about it...remember your very first job. Was it babysitting, mowing lawns, delivering newspapers, walking the neighbors' dogs, shoveling snow? Think about how much money you made doing that. A couple of bucks an hour, maybe?

Are you making more money today than you did when you first entered the workforce? Of course you are! But are you further in debt today than you were then? Well, there's your proof!

So you tell me—is making more money really the answer? Will it actually solve your money problems?

I know debt can feel like it's sucking the life out of you. I know financial struggle can feel like it's never going to end. I know you may feel like you're drowning, and the idea of having more money seems like a life preserver.

The truth is, if you have poor habits when it comes to handling your money, it would be absolutely detrimental for you to make more money. Here are the cold, hard facts: If you are spending everything you make now, when you make, say, \$2,000 a month, you will still spend everything you make when you are making \$5,000 a month or \$20,000 a month.

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The Answer To Your Financial Problems (continued)

When I went from being homeless to becoming a millionaire within 2 years, my lifestyle grew right along with my income. I spent money as fast as I made it... actually, faster!

McDonald's to dining in 5-star restaurants. I went from shopping at J. C. Penney and Ross to Nordstrom and Saks 5th Avenue. I moved out of my small apartment and into a \$250,000 condo, filled with expensive furniture. I spent everything I made. And why? Because I had the money.

Why are you spending everything you make, whether it's eating out at Denny's or a 5-star restaurant? Why are you buying more groceries each week when you still have food in your pantry and 'fridge? Why are you out shopping when you have a closet full of clothes? Because you have the money.

It wouldn't matter if you had an extra \$10,000 a month...how you spend your money now, is how you would spend it then. Your spending habits will continue, just on a larger scale... UNLESS you change your habits.

The bottom line is, your money—your paycheck, the money you have right this very moment—is supposed to reproduce itself.

I want you to think of your money as a seed. When you plant a seed, it grows and produces fruit. Your money is supposed to grow, as well. It's not supposed to be just a paycheck you get each week or each month, only to spend it all.

Your monthly income is supposed to grow something, just like a seed. But most people live paycheck-to-paycheck, which means they are eating all of their seed. If you eat all your seed, you have nothing left to plant and grow.

Since we have dug down to the root of this issue, you can now see making more money will not make your money troubles disappear. It will only cause you to spend more

That's why it's so important to know exactly where every penny goes. Start by tracking your spending this week...pay close attention to where it goes. Write it down—every penny!

Don't focus on wishing you had more money so you could pay off your debt, save for retirement, send your kids to college, or make investments. Focus on being faithful with the money you have right now. Focus on growth! You will be amazed by what will happen...

Can Your Finances Withstand Any Storm?

According to the National Foundation for Credit Counseling, over half of the people in America graded themselves on their understanding of finances with a C or lower. So that's a C, D or F, if you recall from school.

If you have a C or lower knowledge of financial wisdom, that makes your financial foundation pretty weak! Any change in job market, economy or life circumstance could topple over the whole thing. If that's you, don't fret! I was once in your shoes. In fact, I was so bad at finances I ended up homeless when I was 21.

I spent everything I made. In fact, sometimes I spent MORE than I made. It took reaching the very bottom to realize I had to stop living the way I was living. Are you going to have to hit rock bottom before you realize the same thing?

Playing The Guessing Game With Money?

For all the hours you spent in school, I bet you never took a class on how to balance your checkbook or invest money. Like most people, you turned 18 and had to guess on most of your financial decisions. Mistakes happen, but you don't have to keep making them. What are you going to do differently this year? What is your plan to raise your personal "grade" in financial knowledge? Because you don't have to stay at the bottom of the class! Living paycheck-to-paycheck or working simply because you're in fear of being unable to pay the bills, is not something you HAVE to go through in this life—and is certainly no way to enjoy life!

There are a few simple financial principles that could change how you think about money. And I've been teaching them to people for decades.

First, think about how much money you've made over the last five years. Write that number down. So, if you make \$25,000 a year, you made \$125,000 in a five-year period.

\$ _____

Then answer this simple question. How much is left? \$ _____

Can Your Finances Withstand Any Storm? (continued)

When I had a daily radio show, I spent some time speaking to Sandra from Sioux Fall, and I asked her a very similar question that will help you see how this is affecting your short-term outlook.

Every day, think of how much money you are going to make today at work. Of that amount, how much are you going to keep? Sandra shared she was going to make 80 dollars and save 20 of it. When you look at it on that daily level... spending 60 out of 80 dollars is a lot of money.

If your goal is to spend a vast majority of the money you make today, that is a weak financial goal! That is a huge portion of your daily income that you're actually planning to make disappear!

One of the things I want you to realize is that it isn't just about how much you make. It's about how much you keep! Do you see why having a plan for your money could make a huge change in your life over the next couple of years? Over the rest of your lifetime?

Maybe you haven't really thought about planning out your finances yet. But man, I hope this is your wake-up call. You never know what circumstances will change in your life, but your entire financial situation can turn on a dime. In my life alone, I've experienced it many times over. I've been embezzled from, and abandoned by my first husband. On the other side, I also managed to generate my first million dollars in just two years. It's crazy how quickly things can change.

Your finances are 100% YOUR responsibility. So the bottom line is, you NEED to have a plan for your money. If you don't, I guarantee it will get sucked into other things and be lost forever.

What is your plan to revolutionize the way you spend money?

The American Mindset

Our culture, and other countries as well, have cultivated greed and gluttony. We have far many more options than we will ever be able to need or use. There's so many options and ways to spend money—and we have to have it all!

We have options for:

- **Clothing:**
Thousands of brands, colors, styles, accessories, shoes, expensive, non-expensive, fabrics, designer, and new every season.
- **Homes:**
Expensive, non-expensive, with land, without land, on the lake, in the forest, in the mountains, in the city, in the country, in a neighborhood, apartments, duplexes, condos, cabins, with a deck, with a view, near the highway, etc.
- **Food:**
Fast food, organic, store-bought, American, Chinese, Italian, Lebanese, African, Japanese, Irish, Greek, Indian, Russian, German, Taiwanese, Swiss, Hawaiian, and many more that you can find within a 10-block radius in most cities. We wake up and depending on what we're craving, we buy and eat it.
- **Cell Phones:**
I don't even have to list this one; you've been in a cell phone store!
- **Bath Soaps:**
Vanilla, Strawberry, Cocoa Butter, scrub for dry skin, for oily skin, whipped silk, Dove, Dial, organic, etc. Just look in a Bath & Body Works store!!
- **Cars:**
Toyota, Ford, Honda, GMC, Volkswagen, Hyundai, Saab, Suzuki, Ferrari, Bentley, Subaru, Jaguar, Nissan, Lexus, Isuzu, Lamborghini, Land Rover, Oldsmobile, Chevrolet, Cadillac, Pontiac, Audi, Saturn, BMW, etc.

Within those brands you have the options for: SUVs, sedans, convertible, sports car, with leather interior, without leather interior, standard, automatic, blue, green, silver, gold, black, red, white, pink, gray, purple, with rims, without rims, sunroof, without sunroof, CD player, iPod player, TV inside, DVD player built-in, tinted windows, power locks, heated seats, OnStar, etc.

The American Mindset (continued)

We go into DEBT to get it all. And for what reason? To be accepted by peers? To make us feel better about ourselves? We think it gives us a feeling of power to be able to buy!

So, what drives you to make these purchases? What drives you to buy stuff that you don't need and often don't even want? The proof is that you don't wear it or use it anymore. How long does the feeling last? Is it worth it?

We are a culture that has been sold conveniences that we think we need, and don't. We have become addicted to them. We are driven towards them or have become dependent on them. We have people using golf carts on school campuses because they don't want to walk; we have people spending \$3,000 on vet bills for an old dog....

What is the real cost of convenience? There is a price we pay both financially, emotionally, mentally and spiritually! We have become centered on serving ourselves. We can get anything we want by a touch of a finger. We can drive through and get just about anything else we want.

What would happen if this country went back to the way it used to be? Only basic food: bread, veggies, fruit, meats, and dairy. We'd be healthier for sure!

What if there were no drive-thrus? What would your life be like? No drive-thru coffee, food or cash machines.

What has this done to us as a people? Well, we spend more on stuff that kills and poisons us, that messes with our minds and conditions us for divorce, financial problems, health problems and stress problems. It's the source for many of our problems today. All for our CONVENIENCE! All for our GREED and GLUTTONY!

In recent years, current estimates suggests that the U.S. spent:

- Pet Industry: \$99 Billion
- Pornography: \$16.9 Billion
- Clothing: \$130 Billion
- Fast Food: \$198.9 Billion
- Vehicles: \$675 Billion
- Entertainment: \$62 Billion

You ask how can that be? The root is "I WANT IT NOW!!!" This is the Kingdom of Self. SERVE ME...AND DO IT RIGHT...AND DO IT NOW!

The American Mindset (continued)

What if you didn't have all these options? How much money would you save? Would you eat better? If you ate better, would you think clearer, lose weight or still have health problems?

When our family moved up to the mountains, I lost the desire to shop. Why? There were no stores to buy from! We lived in an area where there weren't fancy cars, fancy clothes or fancy anything, really.

But the American mindset says: "I'm going to wait and pay off all my debt at one time." That is gluttony and chasing a fantasy. This mindset also says: "I'll just increase my income first, then I'll pay it off in big chunks."

If you're not paying off DEBT now, what makes you think that you will when you get more money? **ATTACK NOW!** No amount of debt is too small to pay off. The Financial Law that has been established for thousands of years is whatever you can be trusted with now, it will increase.

The other part is that you already have a financial plan. Your financial plan is the more you increase your income, the further in debt you go.

Have you been waiting to increase your income before paying off DEBT? It doesn't work that way! Whatever you can be trusted with right now is what you'll get an increase on. You are trying to go around the law. You can fight the law if you want to or you can just obey.

The Law of Gravity says that if I drop a pen, it falls. The Financial Law says if you start paying off DEBT with what you're trusted with right now, then you'll be trusted with more.

Don't wait, start now! It's a poverty mindset to wait until you win the lottery before you pay off your DEBT. It's nullifying the Law of Finances. If you wait to make more money before you pay off your DEBT, what happens is you'll go further into DEBT. That's how it works!

Have you been waiting to pay off your debt? If so, are you further in debt?

ATTACK NOW!

It's not an option to wait. You can start now.

You can start with your pantry, or your refrigerator, or your garage. Just start.

It's time to step up and join the army that has declared War On Debt™

50 Ways To Save An Easy \$100 a Month or A LOT More!

1. Don't buy on impulse—wait 30 days.
2. Shop with a list and stick to it.
3. Wait until your cupboards are nearly empty to go shopping; don't buy multiple options of the same item (5 boxes of cereal, 4 loaves of bread, etc.)
4. Say NO to ATM's with fees. Plan ahead for your cash needs.
5. Does your bank charge high fees? Move your account!
6. Pay off your credit card balance.
7. If you must carry a credit card balance, shop around for a card with a lower rate.
8. Look for lower premiums on your insurance policies.
9. Consider higher deductibles for your home and auto insurance.
10. Do you have private mortgage insurance? If you've built up 20% equity in your home, you can cancel it.
11. Use mail-order pharmacy for long-term prescriptions; buy generic.
12. Check all medical and hospital bills for errors. Many insurance companies offer rewards.
13. Rent—never buy something you'll only use a few times.
14. Have a rummage sale.
15. Switch long-distance carriers, use a flat rate.
16. Cancel those add-on phone services you don't need.
17. Skip the movies. Rent a video instead.
18. Eat-in instead of dining out.
19. Pack a lunch.
20. Don't buy that book! Exercise your library card or use the Internet.
21. Free up space in your mailbox. Cancel that magazine subscription you never read.
22. Watch a parade or have a picnic. Free entertainment is often the best.
23. Turn your car into a "chat room"—carpool to work.
24. Buy airline tickets in advance and always stay through Saturday. You'll have more fun and it's a lot cheaper too!
25. Quit that health club. Join the local gym instead.
26. Use "Coupons" & "Double coupon" days.
27. What's in a name? Buy generic instead.
28. Skip the paper towels. Wash your cloth ones instead.
29. Watch out for "convenience" foods. They're expensive and not as healthy anyway.
30. Cut back on trips to Starbucks!
31. "Scan" those scanners and receipts. Mistakes do happen.
32. Avoid "pricey" specialty stores.
33. Comparison shop "online."
34. Learn to cut your kids hair!

50 Ways To Save An Easy \$100 a Month or A LOT More! (continued)

35. Premium gas? Most cars run fine without it.
36. Forget the words “automatic car wash.” Do it yourself and get some fresh air.
37. Use that quick-change oil & lube service on the corner instead of a full-service garage.
38. Never pay extra for service contracts or extended warranties. The manufacturer’s warranty is usually sufficient.
39. Cancel that premium channel you never watch or cancel cable TV altogether.
40. Don’t touch that thermostat. Put on a sweater instead.
41. Take a shorter shower.
42. Only run a full dishwasher.
43. Have an energy audit done on your home. Some companies offer them for free.
44. Never pay extra for car rental insurance. You’re probably already covered by your credit card or regular car insurance.
45. Don’t play the lottery. The odds of getting hit by lightning are better than your chances of winning.
46. Time to refinance your home? Keep an eye on interest rates.
47. Pay yourself first! Set aside a dollar a day.
48. Buy a “piggy bank” for all the spare change you keep finding in your couch.
49. Don’t spend your next pay raise. Invest that money instead.
50. Negotiate large or regular purchases and business expenses.