



WAR ON DEBT

Workbook

Get out of debt in 5 to 7 years AND
build wealth that lasts for
generations to come...WITHOUT
raising your income!

Most of what people know about money management and wealth is pure fiction. That's because they have never taken the time to learn the money secrets of wealthy people.

In War On Debt, Dani Johnson shows you how to plug all the places money is leaking out of your life and redirect it to fund your goals and dreams.

Let's get started...

Weekly Progress Tracker

Each week, you can make real progress toward the goal of getting out of debt and building wealth. Use this chart to track it.

Date	"Fat" Found	Debt Paid Off	Invested

Session 1:

The Reason Most People Never Succeed Financially

You can make a lot of money and still not be wealthy. It takes one skill set to earn money, but a totally different set of skills to keep your money and make it grow.

1. What is the main reason most people never succeed financially?

2. What is an example of “working hard”?

3. What are two examples of “working smart”?

4. How is money like seed?

Session 1: The Reason Most People Never Succeed Financially (continued)

5. What are the differences between the dollar bill and the credit card?

6. How is using a credit card “not being faithful with the little”?

7. What is your monthly income? \$ _____

8. What is your yearly income? \$ _____

9. How much have you made in the last 5 years? \$ _____

10. How much do you have left right now? \$ _____

11. How much debt do you have right now? -\$ _____

12. Where are the dollars you made in the last 5 years?

13. Based on your current balance sheet, are you ready for a promotion? Yes Not So Much

Session 2:

How To Set Yourself Up For Your Next Financial Promotion

Most wealthy people became wealthy because they understand a financial law that most non-wealthy people don't know. Fortunately, it's a law anyone can learn.

1. What is the difference between how the wealthy 2% of the population and the broke 98% of the population think about a ten-cent shopping bag?

2. What financial law does this difference reflect?

3. Is it possible to make a million dollars and still be broke? Yes No

4. What do your spending habits say about you?

5. Write down how much money you made all of last year from all sources:

\$ _____

Session 2: How To Set Yourself Up For Your Next Financial Promotion (continued)

6. 98% of the population thinks about money in terms of _____ while 2% thinks about money in terms of _____.

7. What financial law does this difference reflect?

8. What did Dani discover about the mindset that drove her to buy her massive home?

9. What did Dani discover about herself from the next house they bought?

10. How much did you make when you first entered the workforce? \$ _____

11. Are you making more money today than you were then? Yes No

12. Are you further in debt today than you were then? Yes No

13. What do you need to do differently to be faithful with the little and qualify for more?

Session 3:

The Mindset That Keeps People Broke

One of the biggest misconceptions about wealth is that you need to make a lot of money to achieve it, when all it takes is one simple mindset change.

1. What is the second way to fail to qualify for promotion?

2. What do wealthy people know about money that poor people don't know?

3. How much do you currently spend every month on food?

\$ _____ I have no idea

4. Why is it so important to control your money?

Session 3: The Mindset That Keeps People Broke (continued)

5. Why do people willingly pay eight times as much money for one type of salt instead of another?

6. What are some things Dani does to be faithful with little when she travels?

7. What mindset keeps people broke?

8. Why do wealthy people focus on Return On Investment instead of Cash Flow?

9. How can you earn 18.9% on an investment immediately?

Session 3: The Mindset That Keeps People Broke (continued)

10. What lesson did Dani learn from broccoli?

11. What is the difference between the way 98% and 2% think about broccoli?

12. What does it show when you waste food, money, or time?

13. What were some other take-aways you gained from this session?

Session 4:

What's In Your Pantry?

Rubber, meet road. It's time to identify the little places where waste is stealing your wealth right out from under your nose.

1. Where is the first and largest place most people waste money?

2. How do you increase the waste?

3. What happens when you are faithful with dollars?

4. Where else is this true?

5. How many options for breakfast do you have in your pantry right now? _____

6. How many options for breakfast do you have in your refrigerator? _____

7. How many options for breakfast do you have in your freezer? _____

Session 4: What's In Your Pantry? (continued)

8. Why do you have so many?

9. How can you change from a wasteful pattern to a winning pattern?

10. How much did Dani budget for groceries when she was raising her family? How did she do it?

11. What did the woman with 7 children do with her grocery budget? What happened as a result?

Session 4: What's In Your Pantry? (continued)

12. What are some creative ways you can find to NOT spend money?

13. What was the simple millionaire secret Dani shared for becoming wealthy?

14. What are the three things you must know about money?

15. How is the money trouble affecting other parts of your life?

16. True or false: making more money is the answer to my financial problems. True False

Session 5:

Let's Declare War On Your Debt

This is where your wish to be debt free becomes a clear, measurable, actionable plan to demolish your debt and live the life of freedom you were created to live.

1. What is Dani's definition of "fat" when it comes to money?

2. What is the average amount of "fat" people find in their budgets? \$_____

3. What are some examples of "fat" in people's budgets?

4. Circle the examples that surprised you.

Session 5: Let's Declare War On Your Debt (continued)

5. Based on our new vision of “luxuries” and “necessities,” what are some areas of “fat” in your budget that you can trim off today?

Waste Spending (“Fat”)	Amount
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6. Total up the amount of fat you want to eliminate from all those areas: _____

Session 5: Let's Declare War On Your Debt (continued)

7. Add your fat amount to your current payments and smash your debt:

Creditor	Balance Due	Current Payment	New Payment	Months To Pay It Off

I will be out of debt on ____ / ____ / ____ !!!

Session 5: Let's Declare War On Your Debt (continued)

8. What is Dani's bonus kitchen strategy for accelerating your debt payoff? What extra benefit will you likely receive from it?

9. Close your eyes and imagine it's your out-of-debt day and you are making your last payment on your last debt. What feelings came over you?

10. How motivated are you to experience that feeling for real?

- YES!!! I AM!!!
- Maybe someday

11. Once you pay off your credit cards and lines of credit, what will you do with money you've been rolling into your debt accelerator?

12. What financial action does Dani warn against? _____

13. When did Dani and her husband begin creating wealth?

Session 5: Let's Declare War On Your Debt (continued)

14. What did Dani suggest you should do with a highlighter?

15. How do you know if a dollar is going toward an expense or an investment?

16. What promises exist for people who are faithful with these strategies?

Worksheet 1: Find Your “Fat”

FAT is excessive spending in foolish areas. It’s spending money on unnecessary things. It’s spending money on luxuries, like fancy coffee. You may call it a necessity, but 20 years ago, it wasn’t even in existence. Ten years ago, we didn’t have a coffeehouse on every corner. Now, all of sudden, you’re addicted to the tune of \$100 to \$200 a month!

1. How much money do you make a month? _____
2. How much money are you spending a month? _____
3. Once you find out how much money you make and how much money you are spending, the next step is finding out where your money is going. Is it going toward NECESSITIES or is it going towards LUXURIES? Here are some examples of each:

Necessity

Food
Housing
Utilities
Transportation

Luxury

Multiple Cars
Starbucks (or the like)
Cell Phone/iPod/iPad
Phone/Internet
Computers
Eating out
Magazines/Catalogs
Entertainment
Storage Units
Shopping
Fitness Centers
Clothing
Cable/TiVo/Netflix
Gift Giving
Books (Leisure or recreational books not designed to increase your knowledge or skill!)

4. Ask yourself this question: Would you honestly say you have wasted lots of money each month on luxuries instead of necessities?

Worksheet 1: Find Your “Fat” (continued)**Highlighting Exercise:**

1. Go online and print out your last bank statement (unless you have a paper statement handy).
2. Grab some highlighter pens and let’s start highlighting where your money goes.
3. Use five highlighters—yellow, pink, blue, purple and orange. Choose one color for each category and start highlighting:
 - a. Yellow: food
 - b. Pink: debt payments
 - c. Blue: Necessities—rent, utilities, etc.
 - d. Purple: Gas for your car or other transportation costs
 - e. Orange: All the rest of your FAT (Luxuries/Excessive Spending)
4. NOTE: If you took any money out of the ATM, put it under “FAT” because you probably don’t know where that money went.
5. Once you have highlighted your bank statement, add up the expenses in each category so you can see the totals.
6. Using the Expense Sheet on the next page, calculate all your expenses. The Luxury expense is your “FAT:” that is the money you will put toward DEBT, SAVINGS, INVESTMENTS, etc.
7. When you finish that, continue with the food questions on page 20.

Worksheet 1: Find Your "Fat" (continued)

Yellow	Pink	Blue	Purple	Orange (FAT)	Total Expenses
<i>Food</i>	<i>Debt Payments</i>	<i>Necessities (Rent, utilities, water, etc.)</i>	<i>Gas & Other Transportation Costs</i>	<i>Luxuries / Excessive Spending</i>	

Worksheet 1: Find Your “Fat” (continued)

8. Let’s take this time to go deeper into the food part of your expenses. Grab three different-colored highlighters, as we go on a little treasure hunt to find out where your money is really going when it comes to food.
 - Yellow: Grocery Store
 - Blue: Eating Out (including fast food, coffee, date nights, etc.)
 - Green: Other food expenses

9. Now go print out three months of bank statements and highlight ALL of your food expenses. Add up the totals for each category and write them down on a separate piece of paper. Divide each total by three to get your 3-month average. This will tell you, on average, how much you spend each month at the grocery store, eating out, and other food expenses.

*You can find this exercise, along with other awesome money-saving tips in our eBook *“How To Feed Your Family On \$100 Or Less!”* Inside you will find ways to feed your family for less money every week and also get some of Dani Johnson’s most coveted recipes!

Worksheet 2:

War On Debt Budget Worksheet

Instructions

1. Insert your monthly net income.
2. In the Goals section, you will notice your budget will automatically be divided into percentages.
3. List your expenses. Remember, your expenses should only include the necessities! You will notice there are extra lines in the Living section. If you have other expenses that are not listed, simply add them in the blank lines.
4. Once you fill in your expenses, you will see a subtotal for each category. This number will appear in dollar amounts and percentages. This will allow you to see if your spending is within your goal.
5. After you fill out the Expenses section, your Total Expenses and Fat will appear at the top under Monthly Income. Your Fat is what is leftover after your necessities are subtracted from your total monthly income. Apply this to your debt. If you are completely debt-free (including your mortgage), you can simply invest this money each month, and watch your wealth grow!

Sample Budget

Monthly Income	
Net Income (take-home pay)	\$4,000.00
Total Expenses	\$3,550.00
Fat	\$450.00

Goals		
Giving	10%	\$400.00
Saving	10%	\$400.00
Debt/Investing	10%	\$400.00
Living	≤70%	\$2,800.00

Expenses		
	Amount	Percent
Giving	\$400.00	10%
Saving	\$400.00	10%
Debt Payments	\$300.00	8%
Investments	\$100.00	3%
Rent/Mortgage	\$1,200.00	30%
Utilities	\$200.00	5%
Groceries	\$400.00	10%
Phone	\$50.00	1%
Car		0%
Gas	\$100.00	3%
Insurance	\$300.00	8%
Fun	\$100.00	3%
Giving Subtotal	\$400.00	10%
Saving Subtotal	\$400.00	10%
Debt/Investing Subtotal	\$400.00	10%
Living Subtotal	\$2,350.00	59%
TOTAL	\$3,550.00	89%

Worksheet 2: War On Debt Budget Worksheet (continued)

Monthly Income	
Net Income (take-home pay)	
Total Expenses	
Fat	

Goals		
Giving	10%	
Saving	10%	
Debt/Investing	10%	
Living	≤70%	

Expenses		
	Amount	Percent
Giving		
Saving		
Debt Payments		
Investments		
Rent/Mortgage		
Utilities		
Groceries		
Phone		
Car		
Gas		
Insurance		
Fun		
Giving Subtotal		
Saving Subtotal		
Debt/Investing Subtotal		
Living Subtotal		
TOTAL		

Session 6:

This One Formula Can Change Your Life

Dani said that the key to wealth is not making more money, but being faithful with what you have. This simple equation is going to set you up to do that.

1. What is your current total monthly expense? \$ _____
2. Multiply that amount by $.70 = \$$ _____. That is your new limit for living expenses.
3. As more money comes into your hands, what do you do with the increase?

4. If you make \$4,000/month and commit to keeping \$1,000 in your account every month, what happens to your account each month?

5. What will you do with that increase?

Session 6: This One Formula Can Change Your Life (continued)

6. What kind of meal choices does Dani make to build her wealth and her health?

7. What kind of new spending choices can you make going forward?

8. What debt payment results did you hear that inspired you?

We are so proud of you!

When you learn how wealthy people think about money, you understand why they are able to accumulate so much and keep it for so long. Armed with this knowledge, you can begin the process of building wealth without the pressure of debt and build a financial legacy that lasts generations.

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