



RLM Dec 2015: Plan For The Expected - Start with the holidays and set yourself up for success all year long

Handout #1: Plan For The Expected

Celebrations!

Answer: "I'm celebrating myself for..."

Assignment/ Hot Seat Coaching

- 1- ONGOING- Momentum- FB MONTHLY CHALLENGE: Add a post at least once each week on FB and get a PRIZE - Wed to Wed (4x- ~1/week). Plus connect with your buddy at least once each week.
- 2- ONGOING: Set new quarterly SMART goals – and take step each week to move them forward. Keep them handy. Bring to every call. Take at least one step during this coming week (and every week after- and even every day) to move each of your quarterly goals to completion by 12/31/15 – Start heading there. Post that on the FB group too. Determine your 1 big 12/31/15 goals and big 2016 goal. We can help you make happen what you are willing to commit to!
- 3- ONGOING: Continue with your Rich Life Journal. Document where you are increasing your wealth and your worth. And share your wins with us on FB!
- 4- Complete the 4 quadrant exercise from the Nov #2 2015 training.
- 5- Write your "WARRIOR story." (See template provided.) Instructions:
 - Take as many pages as you need.
 - Detail out—starting from birth—the highlights of your life experiences (the "guideposts"). Particularly explain any instances or memories you have that



relate to money, wealth, career, success or worthiness—for you and for any of your family members. You can write in paragraphs, bullets, or one long paragraph (on computer or by hand). We suggest you break up each of the major points into different paragraphs to help facilitate Part B of this exercise.

- (For example, you may have seen your father/mother work long hours at his/her job or business. You concluded back then that being successful would mean time away from family. This is an important point to include in your Worrier Story, as somewhere you may be concerned that you will follow in those footsteps.)
- Be sure to also include the drivers of your current feelings. These may include your worry, stress, overwhelm, feelings of inadequacy (ex: why do you feel “not enough,” “not worthy,” or in low self-esteem), shame, guilt, embarrassment, or your strong need to control.
- Get excited and grounded in this new story so you can start to let go of playing small and hiding parts of yourself from the world.

6- Check out the RLM Kickstart Tab

Training

1 – Plan for the “expected”

2 – Understand your financial blindspots.

Although most of your expenses are consistent month to month, the items that vary significantly each month likely cause you the most amount of stress, hassle, and struggle when you feel strapped to find the “extra” money to pay for these “extra” expenses.



Yet, if you take a step back, you'll realize that almost every month, there is something else to pay for... a child's birthday party, a trip, or a car repair for example. Since they each often feel unusual to that given month, but in fact there frequently is *something*, we've termed these "unusual frequent items."

Allow yourself to prepare for the expected, so you create the "extra" cash all year long in anticipation of these costs – and get the win instead of the struggle. **No more surprises!**

Here are some common items to consider:

- Birthday parties (and list each name of the person who you would throw a party or buy gifts for)
- Car repairs or annual insurance
- Children's school activities, summer camp, or sports
- Home repairs, renovations, or property taxes
- Insurances paid annually or quarterly
- Personal development or other educational opportunities
- Vacations and trips

What are some of your big financial blindspots? Hint: the items that seem to arise each year but still seem to surprise you.



3 – Three Steps to Tackling Your Financial Blindspots

Step 1: Identify them

Your Financial Blindspot List (as of date: _____):

	Financial Blindspot Category	\$ Per Year
1	Auto Insurance premiums paid annually or quarterly	
2	Birthday parties	
3	Car maintenance, repairs, or registration	
4	Charitable donations	
5	Children’s school activities, summer camp, or sports	
6	Clothing	
7	Gifts	
8	Hobbies	
9	Holiday shopping or travel	
10	Home repairs, renovations, or property taxes	
11	License Fees	
12	Life insurance premiums	
13	Membership dues	
14	Personal development or other educational opportunities	
15	Prescriptions (quarterly/occasional)	
16	Renter’s/homeowner’s insurance	
17	School or tuition expenses	
18	Technology and gadgets	
19	Vacations and trips	
20	Vet/pet expenses	
21	Other/ Miscellaneous:	
	TOTAL	
	TOTAL PER MONTH (Total/12)	



Step 2: Quantify them

For each item identified in Step 1, estimate the amount you believe you will spend within the next 12 months on that item. Review your bank or credit card statements for reference for any items you recall spending money on over the last year.

Now total up your average annual and divide it by 12 to determine your monthly financial blindspot needs. You are already ahead of the game, as you now have a much better understanding of your upcoming needs. Without this understanding, the average annual amount usually ends up being charged on credit cards, paid off when a bonus or tax refund comes, or reduces your savings account.

Step 3: Review your current monthly spending for items that can be reduced on a regular basis to create this extra cash.

If you don't have the money now – for example, an extra \$500 to spend on holiday gifts – then where will the money come from to pay off the credit card bill later. So many people are in “magical thinking” that somehow a bill won't come for the purchases they just made. Don't fall for that my RLM'ers!

Consider setting up a separate bank account to accumulate the monies each month and then transfer the monies from this account to your usual checking account to pay for items as they arise.



Summary:

- My per year financial blindspot total is: \$_____
- My per month financial blindspot total is: \$_____
- The additional amount I am able to save each month is: \$_____
- I will continue to review my actual spending to set aside an additional \$_____ (equal to the shortfall, if any, between my per month need and the excess from my Spending and Saving Plan)

How much do your financial blindspots total – annually and monthly?

How would it feel to not be surprised by them anymore?



End – Assignment – Part 1

- 1- ONGOING- Momentum- FB MONTHLY CHALLENGE: Add a post at least once each week on FB and get a PRIZE - Wed to Wed (4x- ~1/week). Plus connect with your buddy at least once each week. Be sure to fill out this quick google form at: <http://goo.gl/forms/pj9AHL6QRC> if you didn't already so we can set you up with your partner!
- 2- ONGOING: Set and work with new quarterly SMART goals. Keep them handy. Bring to every call. Take at least one step during this coming week (and every week after- and even every day) to move each of your quarterly goals to completion by 12/31/15 – Start heading there. Post that on the FB group too.
- 3- ONGOING: Continue with your Rich Life Journal. Document where you are increasing your wealth and your worth. And share your wins with us on FB as you build your momentum!
- 4- Do the 3 steps to tackle your financial blind spots: (1) Step 1: Identify them. (2) Step 2: Quantify them. (3) Step 3: Review your current monthly spending for items that can be reduced on a regular basis to create this extra cash.
- 5- Check out the template for next week to map out WHEN (i.e. by month) your blindspots arise – next steps to plan for the expected.

END:

Big Leap Mantra (from the book *The Big Leap: Conquer Your Hidden Fear and Take Life to the Next Level* by Gay Hendricks):

“I expand in abundance, success, and love every day, as I inspire those around me to do the same.”