

Core Financial Principles

It's not about the dollars; it's about the change.



MISSION STATEMENT

Inspire action to achieve lifelong financial security, empowering individuals to save, serve—and bless others' lives.



DMBA FINANCIAL PLANNING TEAM

Congratulations on taking the first step in managing your money for a more abundant life! This program will walk you through simple exercises that can lead you to financial success and self-reliance.

Some exercises may not be complete when it's time to start the next one, but that's OK. Just keep moving forward and enjoy the endorphin rush that comes with your progress.

If you need help, you can consult at any time with a DMBA financial coach. They're here to help you succeed.

800-777-3622, ext. 5627 finplanning@dmba.com

6 YOUR FINANCIAL BEHAVIOR: A SUFFICIENCY MENTALITY

It's important to understand why we do what we do when it comes to money. It's also very helpful to know what's important to you and, if applicable, what's important to your spouse.

8 1. GIVE TO OTHERS

Those who give to others seem to be financially successful. Notice that the phrase is not, "Financially successful people give." You can give regardless of your financial situation.

10 2. SAVE FOR EMERGENCIES

Establish the habit of building an emergency fund. Set up a direct deposit from your paycheck straight to a separate savings account.

12 3. PLAN YOUR SPENDING

Knowing how you spend your money, while not necessarily fun to some, is vital to your success. Keep a "sufficiency mentality" as you track and plan your spending. This will help you focus on being a wise steward of what you do have rather than worrying about what you don't.

14 4. ELIMINATE DEBT

Debt can be oppressive. Eliminate and avoid debt as much as you can. This exercise includes tools and tips to do this as quickly and efficiently as possible.

16 5. REVIEW INSURANCE PROTECTION

Properly protecting your family from potential losses stemming from accidents, medical needs, or death will give you peace of mind and security for your family. Make sure you are appropriately covered by medical, life, and property and casualty insurance.

18 6. CREATE AN ESTATE PLAN

Directives for your care and the distribution of your assets are vital to passing your property to your family when you are gone. At a minimum, establish the basic four estate planning documents.

20 7. INVEST

Your employer provides generous retirement plans with matching contributions. Take advantage of the "free money" of employer matching in these contributions and properly diversify your investments.

ACTION PLAN

DATES COMPLETED

YOUR FINANCIAL BEHAVIOR: A SUFFICIENCY MENTALITY

Complete the "Needs vs. Wants" exercise (with spouse, if applicable).

1. GIVE TO OTHERS

Establish a plan for charitable giving.

2. SAVE FOR EMERGENCIES

] Set up a separate savings account with direct deposit from your paycheck.

- Save \$500.
- Save \$1,000.
 -] Save 15% of your annual income (3 months living expenses).
 -] Save 30% of your annual income (6 months living expenses).

3. PLAN YOUR SPENDING

Choose and begin using a spending plan tracking tool.

- Track all expenses for 30 days.
- Create an ongoing spending plan and continue to track expenses.

4. ELIMINATE DEBT

- If debt is an issue, stop using credit or cut up your credit cards.
- Build a debt elimination plan.
 - Eliminate all consumer debt. This may take some time. Keep moving!

5. REVIEW INSURANCE PROTECTION

- Enroll in or review health insurance coverage.
- Obtain an appropriate amount and type of life insurance.
- Compare property and casualty coverage and costs.

6. CREATE AN ESTATE PLAN

- Review and update beneficiary designations.
 - Create a will, healthcare directives, and power of attorney.

7. INVEST

Contribute at least enough to your 401(k) account to receive the full employer match and activate the automatic scheduled-increase feature to save more each year.

Choose an appropriate investment mix.

Increase your 401(k) contributions to at least 10%, in addition to the employer match. (Consider using automatic scheduled increases to help you get to 10% or higher.)

YOUR FINANCIAL BEHAVIOR:

"We have all experienced times when our focus is on what we lack rather than on our blessings. Said the Greek philosopher Epictetus, 'He is a wise man who does not grieve for the things which he has not, but rejoices for those which he has.'... Regardless of our circumstances, each of us has much for which to be grateful if we will but pause and contemplate our blessings."

–Thomas S. Monson

LEARN

Complete the "Financial Needs vs. Financial Wants" exercise by filling in the table on page 22 with your priorities for spending, both now and in the future:

- 1. Complete this exercise by yourself, alone.
- **2.** If you're married, have your spouse complete the exercise alone.

3. Complete the exercise a third time together, compiling both of your lists and agreeing on needs, wants, and priority levels.

This exercise should help you see what is important to you. If you are married, you will find what is important to your spouse and see whether you are like-minded and "pulling in the same direction." If so, congratulations! If not, STOP HERE. Discuss things further so you can come to an understanding of what is important to each of you and how you can work together to achieve both.



Everyone has limitations. Limitations of time and money are the most undue focus on these limitations we then buy into the destructive

SCARCITY

A focus on what we do not have.

SUFFICIENCY

The appreciation for resources that we do have and a mindset that there is always enough and to spare. Don't let what you don't have spoil what you do have.

ACT

7

Review your combined "Financial Needs vs. Financial Wants" exercise again. Based on the information that you read about sufficiency, is there anything you would change or think of differently? Keep a completed copy of your final exercise available to remind yourself of what's important to you. And then check this task off your action plan!

I GIVE TO OTHERS

If we truly have a sufficiency mindset, we will desire to give regardless of our income.

"My wife and I have been giving to charity ever since we got married. After I graduated from college, I was a gunnery officer in the Navy, making \$320 each month. Out of that salary, I would tithe \$32 and give another \$50 to the Navy Relief Fund. As our income grew, so did our philanthropic giving. For almost 40 years now, we have been giving away large sums of money."

–Jon Huntsman Sr.

LEARN

Giving to others is the essence of a sufficiency mentality. Those who give to others are financially successful. Some may argue that you must first earn a sufficient amount and then give. This sentiment assumes that there is a certain point where one has earned enough and can now start giving to others. The problem with this scarcity mentality is that there will never seem to be enough for one's own expenses, let alone to give to others.

\$32 Tithe

\$50 Navy Relief Fund



25.625% Charitable Giving

| Today's Date: | |
|--|-----------------|
| Causes I care about: | |
| Red Cross | |
| United Way | |
| LDS Philanthropies | |
| Charity of your choice: | |
| What I want to give: | |
| Money (list amount): | |
| Time (list amount): | |
| Goods (list items): | |
| Beneficiary designation | |
| Other: | |
| By, I will be giving or will have a | rranged to give |
| | |
| By, I will be giving or will have a, I will be giving or will have a | |
| By, I will be giving or will have a, I will be giving or will have a, to, tto, tto, | |
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ACT

Discuss and establish a charitable giving plan to include your tithing and other charitable giving. (See page 24.) Make it part of your spending plan in Phase 3. You may give to charities in several different ways, including money, time, goods, and designating the charity as a beneficiary upon your death.

Consider organizations such as:

- <u>American Red Cross</u>
- <u>United Way</u>

- <u>The Church of Jesus Christ of Latter-day</u> <u>Saints Philanthropies</u>
- Charity of your choice

2. SAVE FOR EMERGENCIES

"It is amazing to me that so many people work all of their lives for the grocer, the landlord, the power company, the automobile salesman, and the bank, and yet think so little of their own efforts that they pay themselves nothing."

–L. Tom Perry

LEARN

Why Save?

An emergency fund is an accessible account that you set aside for unexpected expenses or to supplement your income if you or your spouse loses employment.

It's not a matter of *if*, but *when* an emergency will arise. Having an emergency fund can reduce stress, prevent your having to

liquidate retirement savings, and avoid interest on credit card debt or loans.

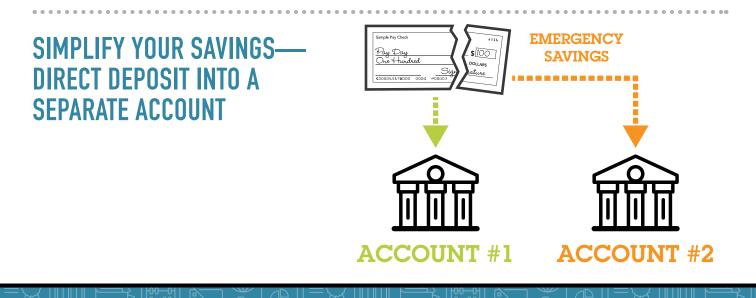
How Much?

Start gradually by setting interim goals of \$500 and \$1,000. Your ultimate goal should be to have approximately 30% of your annual income (six months of living expenses) set aside for emergencies.

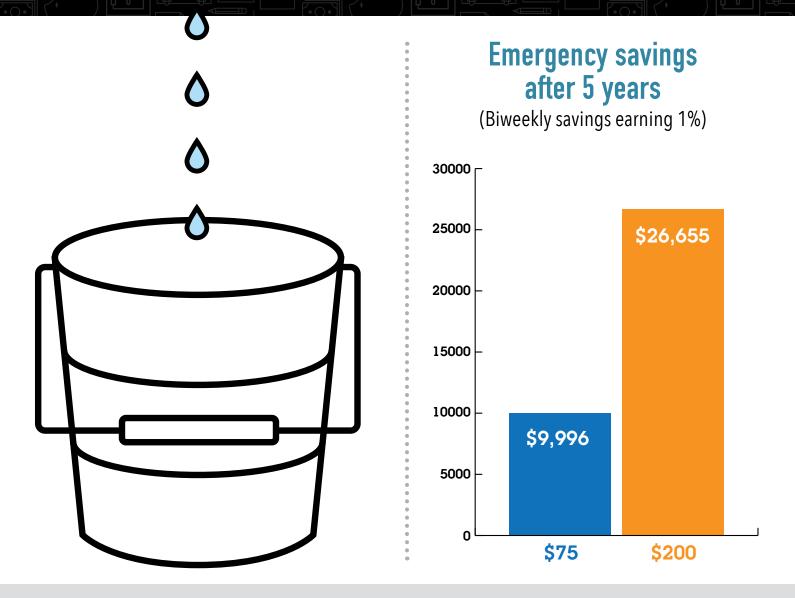
| Example: | \$50,000 | Gross salary | |
|----------|------------|--------------|-----|
| | X .30 | 30% | |
| : | = \$15,000 | Emergency fu | und |

When to Spend?

Only withdraw it for emergencies. At first, you may not have enough cash flow to be able to leave the money in savings for long. But eventually your resources will grow and you will have already established a habit of saving. As your cash flow improves, this habit will help you to be successful.



Start with a small amount. As you are beginning to save, it is not about building a balance. It's about building a habit.



ACT

Simplify your saving. Set up a **separate** savings account at a bank or credit union you don't currently use. Ask your employer to deposit a portion of each paycheck to your new account. This will make building a savings habit effortless and **automatic**.

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Compare savings accounts and interest rates at websites such as <u>www.bankrate.com</u> and <u>www.depositaccounts.com</u>.

3. PLAN YOUR SPENDING

"It has been my observation in interviewing many people through the years that far too many people do not have a workable budget and have not disciplined themselves to abide by its provisions. Many people think a budget robs them of their freedom. On the contrary, successful people have learned that a budget makes real economic freedom possible."

-N. Eldon Tanner

LEARN

Know How You Spend

A spending plan is the foundation of a financial plan. Keeping track of your expenses and planning how you spend money each month is vital to your financial success. Knowing how much and how you spend will help you stay out of debt, save for your goals, and be financially independent.

Budget

Spending plans are not one-size-fits-all. Finding the right one for you can be difficult and often only comes after trial and error. There are three main approaches to budgeting:

Zero-based budgeting (give every dollar a job)

<u>Pay yourself first</u> (designate savings first, then spend the rest how you want)

<u>Percentage budget rules</u> (make guidelines for how much you spend in various areas)

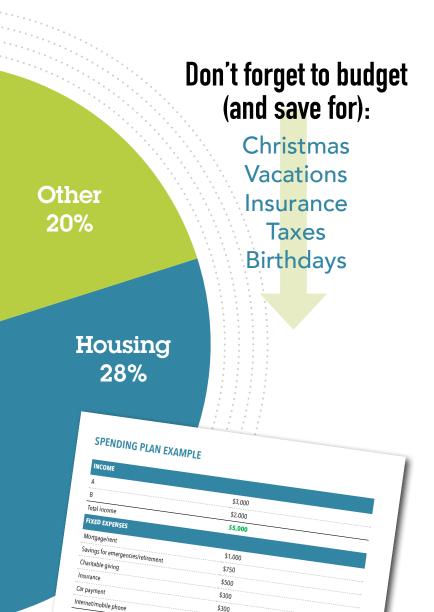
Generally, if you are being intentional and consistent with your approach and find you are running a surplus, then you are accomplishing what you need to do. Giving 10%

Food 12%

Transportation 15%

> Savings 15%

One in three **U.S.** households has a monthly budget.



\$300

\$100

\$2,950

\$600

\$250

\$150

\$150

\$1,150

\$250

\$250

\$200

Total fixed expenses

VARIABLE EXPENSES

Groceries/dining out Utilities

Clothes/personal care

Total variable expenses

Property HOA, tax, insurance, etc.

Car registration, insurance, repairs, etc

Christmas/birthdays Vacations/travel

PERIODIC EXPENSES (AVERAGED MONTHLY

Gas

ACT

Develop and fine-tune your spending plan by following these steps:

- 1. Research different tracking tools and choose one that fits your needs. Then begin using it to plan and track your expenses. Here are several options to consider:
 - www.youneedabudget.com
 - www.mint.com
 - goodbudget.com
 - <u>www.mhriley.com</u>
 - Everydollar.com
 - Microsoft Excel or another system
- 2. Track your expenses for a month to understand where your money is going.
- 3. Based on what you've learned, make a spending plan and put it into action. In addition to continuing daily expense tracking, do the following:
 - Every week, sit with your spouse for 15-20 minutes and reconcile your spending from the previous week. Then plan your spending for the coming week.
 - Every pay period, review your income versus expenses. Then plan for the next pay period.

See the Spending Plan Example on page 26.

Total Monthly Housing Cost Ratio

Should be 28% or less of your gross monthly income:

Total monthly housing cost:

\$ ______(mortgage or rent plus HOA fees, tax, and insurance)

Divided by total monthly income:

Equals housing debt ratio:

\$

Total Debt Payment Ratio

%

%

Should be 36% or less of your gross monthly income:

Total monthly debt payments:

Divided by total monthly income:

Equals total debt ratio:

\$

\$

"Did you ever see anybody who went in debt and mortgaged and bonded that which he possessed, as free, as independent, as happy as the man who paid for what he had as he went along?"

–Joseph F. Smith

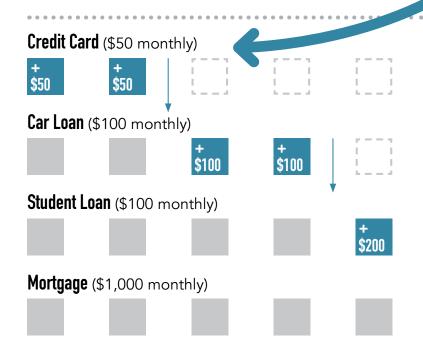
LEARN

Review Debt

Calculate and review your debt ratios to make sure your housing and total debt amounts are appropriate for your income level.

Student Loans

Student loans have many different repayment plans. Some have set



payment schedules while others adjust based on your income. The option you chose when you took out the loan will determine your monthly balance and whether you pay it off in 10, 15, 20, or 25 years. If you apply for student loan forgiveness, be sure to closely follow federal requirements. For more information, visit <u>studentaid.gov</u>.

Debt Snowball

Start your snowball by throwing extra money each month toward your lowest debt balance.

| + \$200 | | | |
|------------|------------|------------|--|
| | + \$300 | + \$300 | |

ACT

Start by cutting up your credit cards and stop spending on credit. Then build a debt-killer plan. Sometimes called "debt stacking" or "debt snowballing," a debt-killer plan can help you quickly and efficiently eliminate debt. It works like this:

- List all your debt balances owed, the interest rates, and the minimum monthly payment amounts.
- Begin attacking your lowest debt balance by paying more than the minimum monthly payment amount. Determine how much additional money you can pay toward that debt each month based on your spending plan.
- When that debt is paid off, take the amount you were paying toward that debt and add it to the monthly payment of your next-lowest balance.
- Continue this process until all debts are paid off.

Make sure you do not acquire any new debts.

Use tools such as the debt elimination calculators at <u>www.dmba.com</u>, <u>www. powerpay.org</u>, <u>www.mhriley.com</u>, or_ <u>www.ramseysolutions.com</u> to eliminate debt faster.

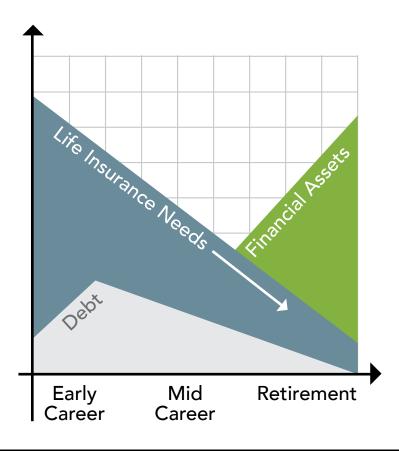
Fully eliminating your debt may take some time. KEEP GOING and work on other steps.

5. REVIEW INSURANCE PROTECTION

LEARN

Proper insurance protection will provide peace of mind and security for your family when the unexpected happens—whether you encounter surprise medical costs, property damage, or even liability lawsuits.

It's important to periodically review your insurance coverage and increase it where needed. Through benefits provided by your employer, DMBA can help with some of this protection. But you will need to research other plans if you need coverage that DMBA doesn't offer.



Auto Insurance

| Туре | Rule of Thumb |
|----------------------------|--|
| Bodily Injury | \$100,000 individual/ \$300,000 total |
| Property Damage | \$50,000 |
| Uninsured/ Underinsured | \$100,000 or more |
| Collision | Deductible of \$250 to \$1,000 |
| Comprehensive | Deductible of \$250 to \$1,000 |

Home Insurance

| Structure | Replacement value of home |
|---------------------|---------------------------|
| Personal Belongings | 50%-70% of home value |
| Liability | \$300,000 or more |
| Additional Living | 10% of rebuilding cost |

Umbrella

Additional Coverage

\$1,000,000

Life Insurance

Group Term Life

Private

\$50,000

Supplemental Group Term Life (SGTL) Up to 6x your salary

"In our high-tech world, hospital bills ranging from \$50,000 to \$100,000 are not uncommon. Lawsuits, too, with accident claims ranging in the thousands and even millions of dollars, can devastate a family without insurance. A wise insurance program should include adequate health, life, fire, car, and, if not available on the job, disability insurance. Extended coverage on one's home is also important."

-Sheila Sorensen Olsen

| My Coverage | | Review and medical and your family. Services if n |
|-------------|---|---|
| | | Figure out h need. To do and use the or use this s |
| | | |
| | | |
| | ¢ | |
| | | |
| | | To compare outside of E www.instant www.quickc |
| | | Determine v your financi |
| | | Contact you your proper |
| | | Consider lo |
| | | * The formulas in this customized analysis planner. |
| | | |

ACT

Review and secure the appropriate medical and dental coverage for you and your family. Consult with DMBA's Member Services if necessary.

Figure out how much life insurance you need. To do this, go to <u>www.dmba.com</u> and use the online life insurance calculator, or use this simple calculation*:

| | Enter your total debt |
|---|---|
| • | Enter 10 x your annual salary if younger than 50* <i>or</i> Enter 5 x your annual salary if 50 or older |
| | Total (minimum) life insurance needed |

To compare premiums and policies outside of DMBA, visit sites such as <u>www.instantquotelifeinsurance.com</u> or <u>www.quickquote.com</u>.

Determine which type of life insurance fits your financial plan.

Contact your insurance agent and review your property and casualty coverage.

Consider long-term care insurance.

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* The formulas in this workbook follow general rules of thumb only. For a customized analysis of your life insurance needs, visit with a DMBA financial planner.

6. CREATE AN ESTATE PLAN

LEARN

Many people never prepare an estate plan simply because they don't know what it is. This exercise demystifies the process with a simple list of what's included in an estate plan. An estate-planning attorney is the most reliable method. For a do-it-yourself approach you can try online resources.

ARE YOU PREPARED?

Only 4 out of 10 U.S. adults have a will.

BE SURE TO UPDATE YOUR BENEFICIARIES

Beneficiaries

Name the individual(s) who will inherit accounts such as 401(k), IRA, and life insurance.

THINK ABOUT

| 401(k): | Life Insurance: |
|---------|-----------------|
| | |
| | |
| | |
| | <u></u> |

Last Will and Testament

Name someone to distribute your belongings (executor) and appoint a guardian for your children after you die.

THINK ABOUT

| Potential Guardians: | Potential Executors: | |
|-------------------------|-------------------------|--|
| | | |

"Anyone who has possessions of any kind has an estate. Wisdom tells us that with death, our financial responsibilities do not end-they just change. Preparing for that change is called estate planning."

-Steven J. Dixon

Healthcare Directives

- Living Will—State your wishes for end-of-life medical care in case you become unable to communicate.
- Healthcare Power of Attorney— Name someone to make healthcare decisions, and conduct other business if you become incapacitated.

THINK ABOUT

Who:

General Power of Attorney

Name someone to legally act on your behalf.

THINK ABOUT

Who: _

Can they act now or only if you become incapacitated?

Trust

Names a third party that will hold assets on behalf of a beneficiary. The following are reasons you may consider a trust:

- Minimize estate tax if you have a large estate
- Privacy (not on public records)
- Charity
- Preserve disability benefits for a disabled child
- Control assets held for minor children

Probate

Proves a will is valid. Court fees may apply.

This list is not exhausive and should not be considered as legal advice.

ACT

Gather together the necessary documents and talk with an attorney to create your estate plan.

OR

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Do it yourself at websites such as: www.totallegal.com*

www.legalzoom.com*

Tomorrow app available through mobile app stores

Employee Assistance Program

* DMBA does not endorse or accept liability for any self-help estate planning resources.

7. INVESTFOR RETIREMENT

"Investment debt should be fully secured so as not to encumber a family's security. Don't invest in speculative ventures. The spirit of speculation can become intoxicating. Many fortunes have been wiped out by the uncontrolled appetite to accumulate more and more. Let us learn from the sorrow of the past and avoid enslaving our time, energy, and general health to a gluttonous appetite to acquire increased material goods."

–N. Eldon Tanner

LEARN

The investment world can sometimes seem complex and scary. With a unique vocabulary and uncertainty in markets and economies, many are unsure how to effectively invest. Also, there are many voices out there telling you how and with whom to invest. Investing doesn't need to be this complicated or intimidating. A few key things will help you become and be a successful investor.

1. Contribute

Make sure that you are getting the full employer match in your Deseret 401(k) Plan.

Also, consider how you are investing your 401(k) money. You can choose to invest in the 401(k) before-tax option or the Roth 401(k) option, which has unique benefits.

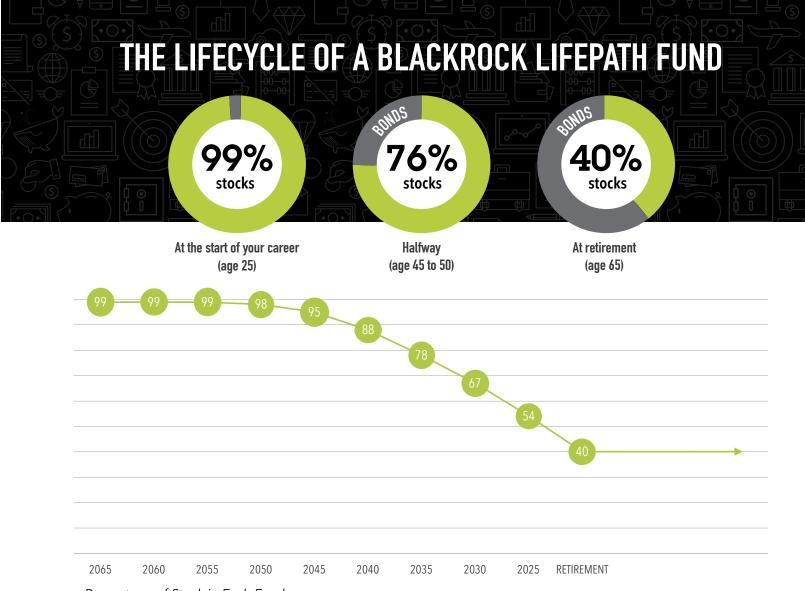
2. Diversify

Use a mix of investments that are tailored to the time frame until you need to start using the money in earnest. If your Deseret 401(k) Plan account is invested in a BlackRock LifePath index fund, you are already invested in a diversified mix of global and US-based stocks and bonds that adjusts automatically to become more conservative as you near retirement.

If you have investment accounts outside of DMBA, or if you opted out of enrollment in a LifePath fund, tailor your mix of investments

DO YOU TAKE ADVANTAGE OF FULL EMPLOYER MATCHING?

| | EMPLOYEE CONTRIBUTION ON \$1,000 PAYCHECK | → | 1% \$10 | 2% \$20 | 3% \$30 | 4% \$40 | 5% \$50 | 80% |
|---------|---|----------|------------|-------------|-------------------|-------------------|------------|---------------|
| r Mille | EMPLOYER MATCH | - | \$10 | \$20 | \$30 | \$35 | \$40 | RETURN |
| | EMPLOYEE NOW HAS | - | \$20 | \$40 | \$60 | \$75 | \$90 | ON INVESTMENT |



Percentage of Stock in Each Fund

to the length of time until you need to start using the money in earnest.

3. Stay the Course

Remember to invest appropriately in your 401(k) account and only make major changes if your situation changes, such as needing to use money sooner or later than you had anticipated. You should not make changes based on the day-to-day, week-to-week, or month-to-month news of the economy or markets.

It isn't always enough to save the same amount of money each year for your retirement. We encourage you to set a **scheduled increase** of 1% to your contributions every year, until you are saving a total of at least 10%.

ACT

1. Get the full employer match. Decide whether to contribute to the before-tax or Roth investment option.

- 2. Make sure that you have the appropriate investment mix.
- 3. Be consistent.

FINANCIAL NEEDS VS. FINANCIAL WANTS

| | For the Present | For the Future |
|-----------|-----------------|----------------|
| Vital | | |
| Important | | |
| Nice | | |
| Luxury | | |

Examples: car, education, home, vacations, etc.

FINANCIAL NEEDS VS. FINANCIAL WANTS

| | For the Present | For the Future |
|-----------|-----------------|----------------|
| Vital | | |
| Important | | |
| Nice | | |
| Luxury | | |

Examples: car, education, home, vacations, etc.

MY CHARITABLE GIVING PLAN

| Today's Date: | |
|---|--|
| Causes I care about: | |
| Red Cross | |
| United Way | |
| The Church of Jesus Christ of Latter-day Sain | ts Philanthropies |
| Charity of your choice: | |
| What I want to give: | |
| Money (list amount): | |
| Time (list amount): | |
| Goods (list items): | |
| Beneficiary designation | |
| Other: | |
| My plan: | |
| Ву | , I will be giving or will have arranged to give |
| DATE | |
| to | |
| MONEY/TIME/GOODS | ENTITY |
| ON a ONE TIME/MONTHLY/AT | basis. |
| ONE HIME/MONTHEI/A | |

THE CHURCH OF JESUS CHRIST OF LATTER-DAY SAINTS PHILANTHROPIES

Donate to The Church of Jesus Christ of Latter-day Saints, its affiliated charities, and its educational institutions, including:

- Brigham Young University
- BYU-Hawaii
- BYU-Idaho
- BYU-Pathway Worldwide
- Ensign College
- Latter-day Saint Charities (Humanitarian Services)
- General Missionary Fund
- Family History/FamilySearch
- Church History
- Gift Planning Services

UNITED WAY (UNITEDWAY.ORG)

United Way envisions a world where every individual has an opportunity to succeed, and entire communities thrive as a result. We're getting a little closer every day, with help from millions of people around the world.

We focus on <u>education</u>, <u>financial stability</u>, and <u>health</u>, the building blocks for a good life and a strong community. See how we make it all happen.

RED CROSS (REDCROSS.ORG)

Mission Statement

The American Red Cross prevents and alleviates human suffering in the face of emergencies by mobilizing the power of volunteers and the generosity of donors.

Vision Statement

The American Red Cross, through its strong network of volunteers, donors and partners, is always there in times of need. We aspire to turn compassion into action so that:

- all people affected by disaster across the country and around the world receive care, shelter and hope;
- our communities are ready and prepared for disasters;
- everyone in our country has access to safe, lifesaving blood and blood products;
- all members of our armed services and their families find support and comfort whenever needed; and
- in an emergency, there are always trained individuals nearby, ready to use their Red Cross skills to save lives.

SPENDING PLAN EXAMPLE

| INCOME | |
|--|---------|
| A | \$3,000 |
| В | \$2,000 |
| Total income | \$5,000 |
| FIXED EXPENSES | |
| Mortgage/rent | \$1,000 |
| Savings for emergencies/retirement | \$750 |
| Charitable giving | \$500 |
| Insurance | \$300 |
| Car payment | \$300 |
| Internet/mobile phone | \$100 |
| Total fixed expenses | \$2,950 |
| VARIABLE EXPENSES | |
| Groceries/dining out | \$600 |
| Utilities | \$250 |
| Clothes/personal care | \$150 |
| Gas | \$150 |
| Total variable expenses | \$1,150 |
| PERIODIC EXPENSES (AVERAGED MONTHLY) | |
| Christmas/birthdays | \$250 |
| Vacations/travel | \$250 |
| Property HOA, tax, insurance, etc. | \$200 |
| Car registration, insurance, repairs, etc. | \$150 |
| Total periodic expenses | \$850 |
| TOTAL EXPENSES | \$4,950 |
| CASH FLOW | \$50 |
| | |



DMBA Financial Planning Team finplanning@dmba.com | 800.777.3622, ext. 5627 | 801.578.5627 Copyright © 2020 Deseret Mutual Benefit Administrators All rights reserved