

■ ***Our Campaign***

With the success of empowering 1 million families, we continue forward with a goal of educating 30 million people by 2030.

■ ***Our Mission***

To build and protect wealth for families. We want to help people move from financial insecurity to financial independence.

■ ***Our Vision***

To build a new industry with 1 million business associates worldwide and revolutionize the financial services industry to help solve the consumer's dilemma: lack of understanding, planning and support.

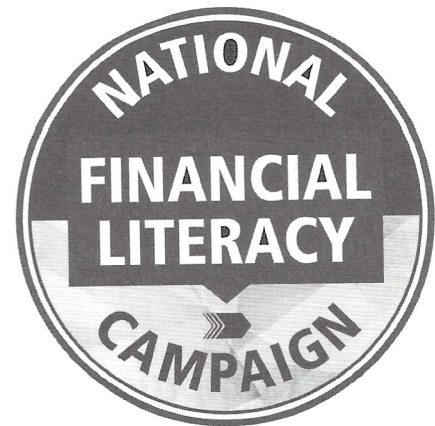
■ ***Do it right. Do it with pride.***

WSB FINANCIAL EDUCATION WORKBOOK

Name / Financial Education Center:

Trainer: _____

Phone: _____



Workshop Schedule

		Date	Trainer Signature
Introduction:	WSB & THE FINANCIAL LITERACY CAMPAIGN	_____	_____
Workshop 1:	BUILDING SAVINGS & WEALTH	_____	_____
Workshop 2:	INCREASE CASH FLOW & MANAGE DEBT	_____	_____
Workshop 3:	PREPARING WITH PROPER PROTECTION	_____	_____
Workshop 4:	YOUR HEALTH & WEALTH	_____	_____
Workshop 5:	UNDERSTANDING ASSET ACCUMULATION STRATEGIES	_____	_____
Workshop 6:	FULFILLING LONG-TERM GOALS	_____	_____



SCAN ME

For the latest workshop schedule.

Master the basics in 30 days!



PERSONAL FINANCIAL STRATEGY

Date _____

BUILDING A SOLID FINANCIAL FOUNDATION

Client Name _____ DOB _____ Child Name _____ DOB _____
 Spouse Name _____ DOB _____ Child Name _____ DOB _____
 Address _____
 Phone _____
 Email _____

CONCERNS

- Too many bills/debts
- Lack of savings/investments
- Children's future (higher education, career)
- Health care (disability, long term illness)
- Wealth transfer (life insurance, funeral, documentation)
- Income stability (job, career, business)
- Lack of financial knowledge
- Other _____

GOALS (Emergency Fund, Proper Protection, Education, Retirement, Home, Parents, Vacation/Travel)

LESS THAN 1 YEAR	1 - 5 YEARS	5+ YEARS

MONTHLY INCOME

Client Occupation _____ Primary _____ Secondary _____ TOTAL INCOME _____
 Spouse Occupation _____ Primary _____ Secondary _____ TOTAL INCOME _____

ASSETS

Type/Company	Value	Contribution
Market Value of Home(s)	_____	_____
Mutual Funds/Stocks	_____	_____
Savings Account	_____	_____
Checking Account	_____	_____
Retirement Account	_____	_____
Client Life Insurance Policy	_____	_____
Spouse Life Insurance Policy	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
ASSETS TOTAL	_____	_____

MONTHLY EXPENSES

Mortgage/Rent	_____
Mortgage Insurance	_____
Property Insurance	_____
Property Taxes	_____
HOA	_____
Utilities (Elec./Gas/Water)	_____
Home Maintenance	_____
Internet	_____
Cable/Streaming	_____
Groceries/Dining/Delivery	_____
Pet Expenses	_____
Car Payment	_____
Car Insurance	_____
Car Maintenance/Gas	_____
Ride Sharing	_____
Cell Phone	_____
Recreation/Hobby	_____
Subscription Service(s)	_____
Membership(s)	_____
Medical	_____
Health Insurance	_____
Personal/Self-Care	_____
Clothing	_____
Child care/Babysitting	_____
School Tuition/Materials	_____
_____	_____
_____	_____
_____	_____
TOTAL EXPENSES	_____

LIABILITIES

Type/Company	Value	Contribution
Mortgage	_____	_____
2nd Mortgage	_____	_____
Car Loan	_____	_____
Credit Cards	_____	_____
Personal Loans	_____	_____
Other Debt/Loans	_____	_____
_____	_____	_____
_____	_____	_____
LIABILITIES TOTAL	_____	_____

MONTHLY CASH FLOW CALCULATION

_____ - _____ - _____ - _____ = _____
 Total Income - Total Asset Contribution - Total Liability Contribution - Total Monthly Expenses = MONTHLY CASH FLOW

ESTATE PRESERVATION

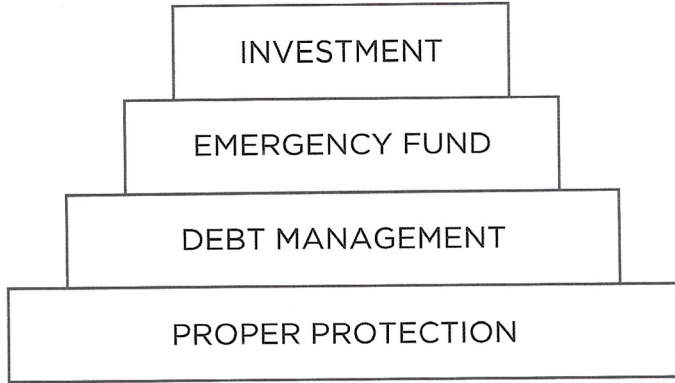
- Will Trust Personal Directives Power of Attorney Last Wishes Guardianship Secure Storage

Date last reviewed: _____ Who is Informed? _____

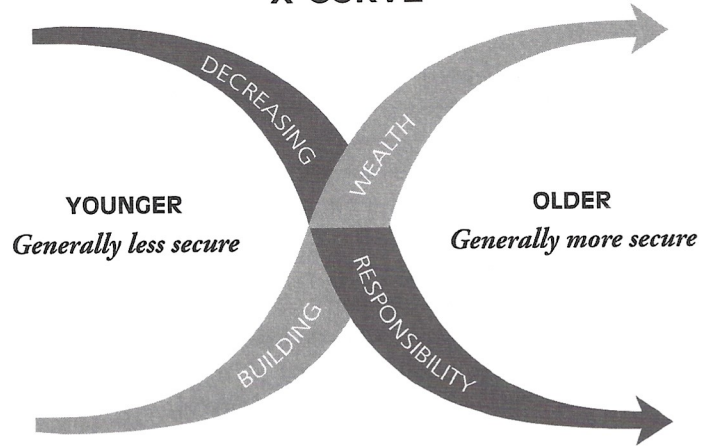
Follow-up Appointment Date _____ Client Signature _____



FINANCIAL FOUNDATION



X-CURVE



D.I.M.E. METHOD

	CLIENT	SPOUSE
Debt	_____	_____
Income (x10)	_____	_____
Mortgage	_____	_____
Education	_____	_____
INSURABLE NEED	_____	_____

MANAGED GROWTH

GROWTH	SAFETY
TAX ADVANTAGE	PROTECTION

NOTES



FINANCIAL EDUCATION FOR ALL

Our mission is to help build and protect wealth for families. We want to help people move from financial insecurity to financial independence. The goal of our National Financial Literacy Campaign is to educate 30 million families by 2030.

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FULFILLING LONG-TERM GOALS



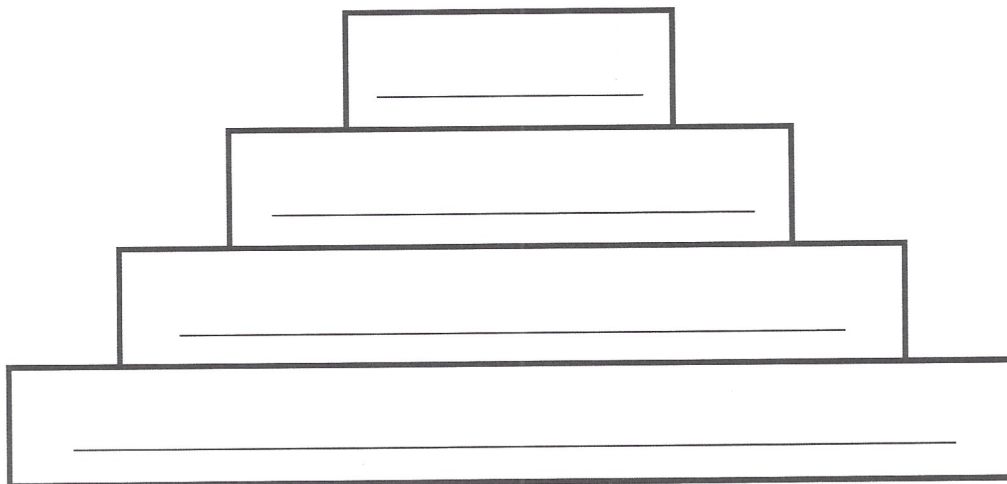
INVESTMENT VEHICLES

What you will learn:

- Pensions, IRAs, Annuities and more.
- Rollover Options.
- Understanding the Tax Impact.
- Planning for the Cost of Higher Education.

** Investing involves market risk, including possible loss of principal.*

Complete the Financial Foundation below:



THE BIGGEST LONG-TERM GOALS

In Workshop 1, we discussed setting short- and long-term goals.

Two of the biggest and common long-term goals:

- College / University
- Retirement

Let's tackle college first because most will encounter college costs before retirement.

SAVING FOR YOUR CHILDREN'S EDUCATION

What are the costs to send a child to college / university?*

Number of Years until College	Estimated 4 Year Tuition*		
	Public (In-State)	Public (Out-of-State)	Private
1 (2022)	\$46,647	\$138,215	\$163,503
2	\$48,979	\$145,126	\$171,678
3	\$51,428	\$152,382	\$180,262
4	\$54,000	\$160,001	\$189,275
5	\$56,700	\$168,001	\$198,739
6	\$59,535	\$176,401	\$208,675
7	\$62,511	\$185,221	\$219,109
8	\$65,637	\$194,482	\$230,065
9	\$68,919	\$204,206	\$241,568
10	\$72,365	\$214,417	\$253,646
11	\$75,983	\$225,137	\$266,329
12	\$79,782	\$236,394	\$279,645
13	\$83,771	\$248,214	\$293,627
14	\$87,960	\$260,625	\$308,309
15	\$92,358	\$273,656	\$323,724
16	\$96,976	\$287,339	\$339,910
17	\$101,824	\$301,706	\$356,906
18	\$106,916	\$316,791	\$374,751
19	\$112,261	\$332,631	\$393,489
20	\$117,874	\$349,262	\$413,163

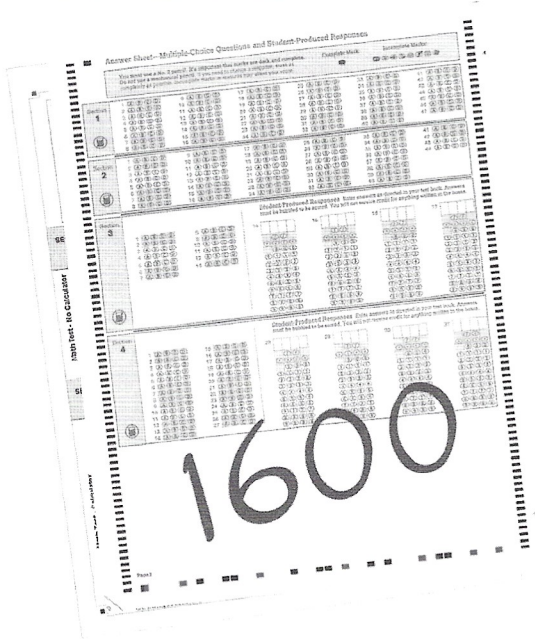
*Estimated costs based on data from NCES.gov with a historical 5% increase every year.

HOW MUCH YOU NEED TO SAVE

Is saving \$50 - \$100 per month enough? If you have 18 years to save for a school that costs \$106,916 (\$26,729/year), you will need to save:

Rate of Return	Annual Contribution	Monthly Contribution
2%	\$9,106	_____
5%	\$6,931	_____
8%	\$5,206	_____

POP QUIZ



What is currently the highest SAT score possible?

- a) 800 b) 1200 c) 1600 d) 2400

A

B

C

D

Each part has a maximum of 800, thus the highest possible score is 1600.

It's changed before: the SAT shifted to a max score of 2400 (2005-2015) but is currently back down to a maximum of 1600 (2016-present).

COLLEGE FUNDING

Most parents are not prepared to determine the most effective, tax efficient way to fund an education. But "the funding" is just part of the equation.

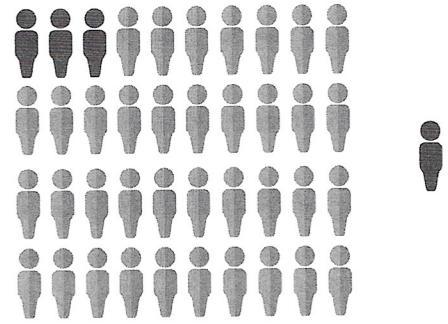
List of things needed for college preparation:

- FAFSA and other financial aid applications
- Essays
- Admission Applications
- Suitability Rankings
- Assessment Tests
- Standardized Testing
- Housing
- Local, Out of State, or Abroad
- Letters of Recommendation
- High School Transcript
- Visiting Campuses

***Preparing for college or university is more than just funding.
Having a coach can greatly affect the outcome
of the student's future.***

SOCIAL SECURITY

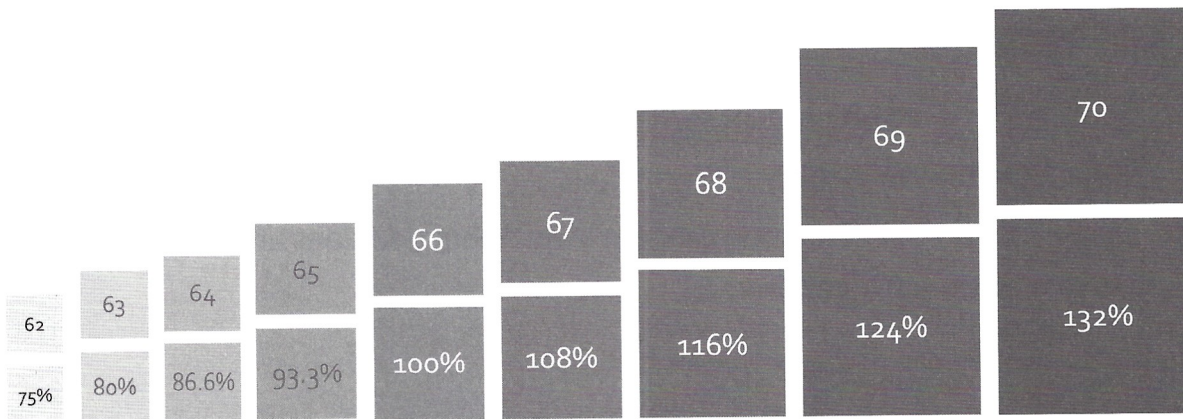
- In the 1940's, for every retiree there were over 40 American workers contributing to Social Security. Today this number has shrunk to less than 3 per retiree.*



- "Full retirement age" depends on when you were born. You may receive Social Security as early as age 62, or as late as 70.

*<https://www.ssa.gov/history/ratios.html>

What if I take these benefits early? Or delay till later?



Shouldn't you know how much you're going to get and when?



SCAN ME

What am I expected to receive?

The Social Security Administration has a calculator to determine your benefits (<https://www.ssa.gov/benefits/calculators>).

ARE YOU EMPLOYED?

As an employee, you're probably familiar with two tax qualified plans:

- **Defined Benefit Plans**

An employer provides a fixed, pre-established benefit for employees at retirement (known as a Pension).

- **Defined Contribution Plans**

Regular contributions are made by an employer, employee or both into an individual's account.

PENSIONS

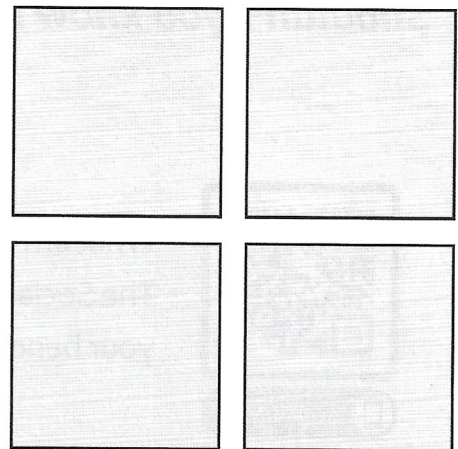
A **Pension** is a defined benefit plan, often employer and employee funded, that is designed to guarantee an employee with a specified amount of income in retirement.

- Commonly based on years of service and your average salary during the last few years of employment.
- Employees do not have control of the investment decisions and therefore do not assume the investment risk.

MUTUAL FUNDS

A Mutual Fund is an investment vehicle where a _____ is invested into a portfolio of various assets by a fund manager.

Investors can purchase shares of the fund, partaking in its profit or loss. The content and risk of the portfolio are based on the fund's objectives.



401(k)

A 401(k) plan is a defined contribution plan, primarily employee funded via pre-tax paycheck deductions.

- The employee is responsible for choosing how much to contribute as well as the underlying investments. 401(k) plans can lose value if the portfolio performs poorly.
- Some companies help contribute based on how much the employee funds the 401(k), called a "match".

TRADITIONAL & ROTH IRAs

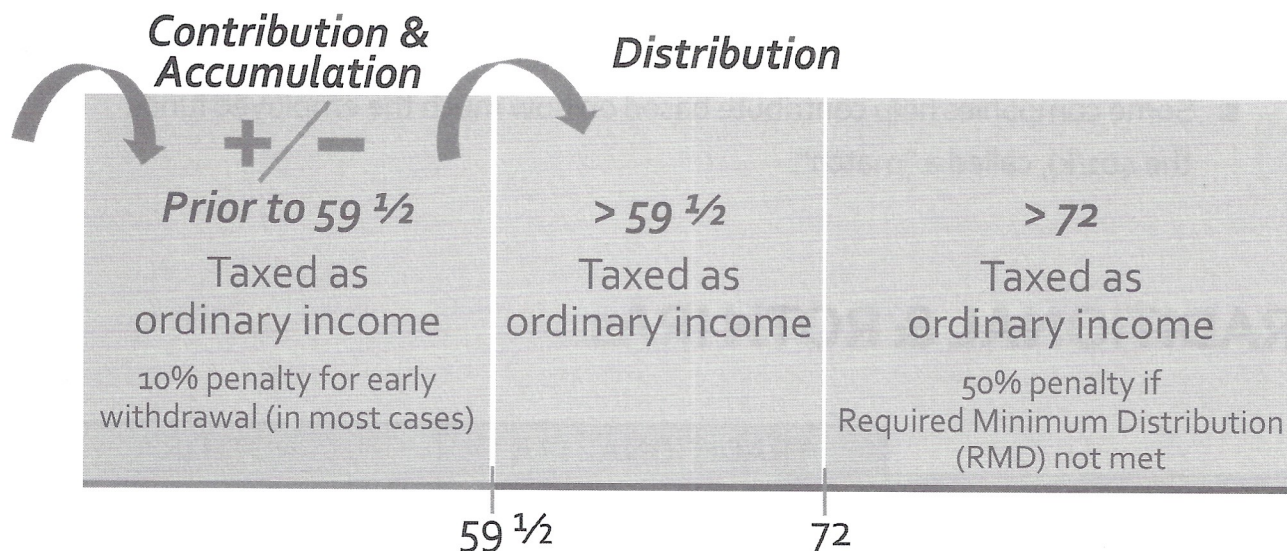
	TRADITIONAL IRA	ROTH IRA
Funded By	Pre-Tax Dollars	After-Tax Dollars
Contribution Limits	\$6,000 (\$7,000 if age 50 and older)*	
Tax Deduction on Contributions	Yes (Income limits apply)	No
Required Minimum Distributions	Yes, by age 72	No
Earnings	_____	_____

* Roth IRA contribution may be limited by your tax filing status and income. See IRS website for more details: <https://www.irs.gov/retirement-plans/plan-participant-employee/retirement-topics-ira-contribution-limits>

DISTRIBUTIONS

So, what happens when I take distributions from my 401(k) or IRA?

The answer depends on your age.



For only 12.5 years, you are able to control your money, free from potential penalties.

Fill out the following example.

If you took \$20,000 at the following ages, how much would the penalty, taxes, and the approximate net amount be? Assume a 30% tax bracket and a RMD of \$40k.

AGE	PENALTY	TAX	NET AMOUNT
50			
60			
75			

ROLLOVER CHART*

		Rollover To							
		Roth IRA	Traditional IRA	Simple IRA	SEP IRA	Governmental 457(b)	Qualified Plan ¹ (pre-tax)	403(b) (pre-tax)	Designated Roth Account (401(k), 403(b) or 457(b))
Rollover From	Roth IRA	YES ²	NO	NO	NO	NO	NO	NO	NO
	Traditional IRA	YES ³	YES ²	NO	YES ²	YES ⁴	YES	YES	NO
	SIMPLE IRA	YES ³ , after two years	YES ² , after two years	YES ²	YES ² , after two years	YES ⁴ , after two years	YES, after two years	YES, after two years	NO
	SEP IRA	YES ³	YES ²	NO	YES ²	YES ⁴	YES	YES	NO
	Governmental 457(b)	YES ³	YES	NO	YES	YES	YES	YES	YES ^{3, 5}
	Qualified Plan¹ (pre-tax)	YES ³	YES	NO	YES	YES ⁴	YES	YES	YES ^{3, 5}
	403(b) (pre-tax)	YES ³	YES	NO	YES	YES ⁴	YES	YES	YES ^{3, 5}
	Designated Roth Account (401(k), 403(b) or 457(b))	YES ³	NO	NO	NO	NO	NO	NO	YES ⁶

¹ Qualified plans include, for example, profit-sharing, 401(k), money purchase and defined benefit plans.

² Only one rollover in any 12-month period.

³ Must include in income.

⁴ Must have separate accounts.

⁵ Must be an in-plan rollover.

⁶ Any amounts distributed must be rolled over via direct (trustee-to-trustee) transfer to be excludable from income.

*http://www.irs.gov/pub/irs-tege/rollover_chart.pdf

RETIREMENT PLANS

Answer the following:

Which defined contribution plan are employees of public schools, universities, hospitals and 501(c)(3) tax-exempt organizations eligible to participate in?

a) 401(k)

b) 403(b)

c) 457

Can an employee make contributions to a SEP or SIMPLE IRA?

Yes

No

Can you rollover a Traditional IRA into a Roth IRA?

Yes

No

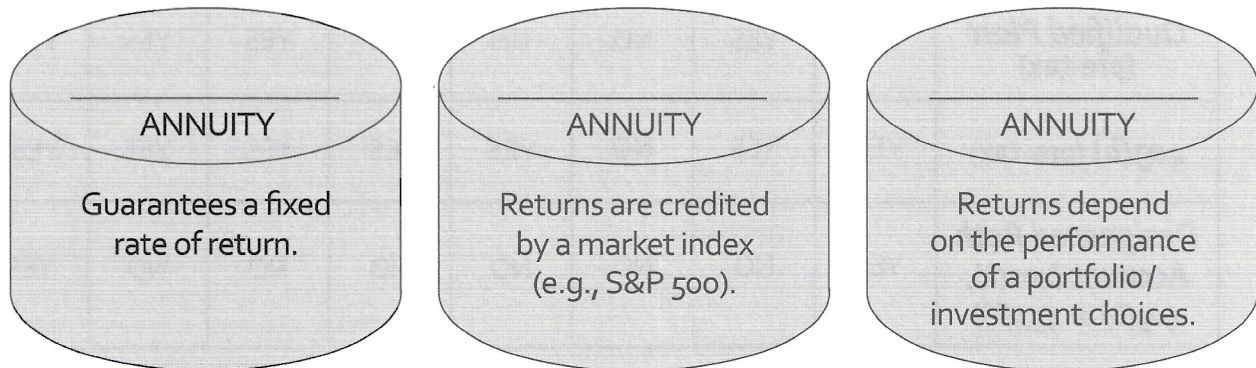
Can you rollover a SEP IRA into a SIMPLE IRA?

Yes

No

ANNUITIES

There are 3 Types of Annuities:



Disclosure: Annuities should be considered long-term investments. Like many other investments, are subject to fees such as mortality and expense, administrative fees, and annual contract fees. Guarantees are based on the financial stability and claims-paying ability of the issuing company. Variable annuities are subject to market volatility and involve risk of loss including a loss of principal.

TAX: WHERE IS YOUR MONEY?

Review where your money is saved by noting the values respective of their tax treatment.

	TAX NOW	TAX LATER	TAX ADVANTAGE
Checking			
Savings			
CD			
Stock / Mutual Funds			
401(k) / 403(b) / 457			
IRA / SEP-IRA			
Annuity			
Pension			
Roth IRA			
529 College Savings			
Life Insurance			
Health Savings Account			
TOTALS			

TAX: REDUCE THE IMPACT

The 4 vehicles of building wealth:

	401(k)	Annuity	Roth IRA	IUL
Contributions are tax deductible	Yes (Limits Apply)	Yes	No	No
Requires minimum distributions	Yes, by age 72	No	No	No
Growth	Tax Deferred	Potentially Tax Deferred	Tax Free	Tax Deferred
Upon Withdrawal	Taxed as Income	Subject to Tax	Tax Free	Tax Advantage
Who can own this?	Individual	Individual or Corporation	Individual	Individual or Corporation
Accessibility	Cash Out	Cash Out or Borrow Against	Cash Out	Cash Out or Borrow Against
Contribution Limits	Yes	No	Yes	Depends on Policy

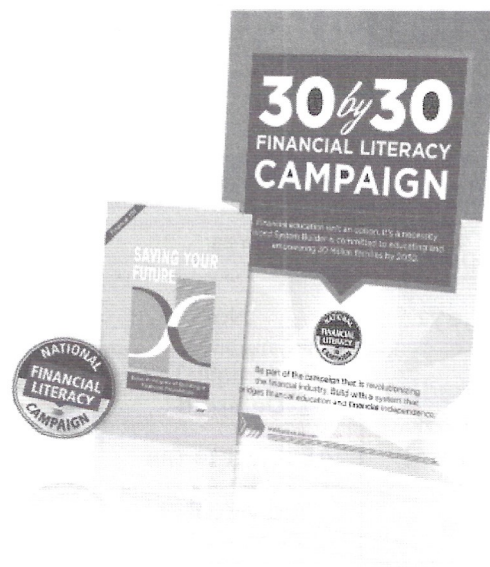
If you had \$1 million dollars, where would you want your money?

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HOMEWORK

Connect with the person who invited you!

- Be part of the 30M financially educated.
- Join the campaign and bring someone to the next workshop:
 - ***Building Savings & Wealth***
 - ***Increase Cash Flow & Manage Debt***
 - ***Preparing with Proper Protection***
 - ***Your Health & Wealth***
 - ***Understanding Asset Accumulation Strategies***
- Complete worksheets and work with a financial professional to help you improve your financial strategy.



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To order books:



SCAN ME



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2099 Gold St., Suite 100, Alviso, CA 95002
Designed by Tammy Luong and edited by Nick Nguyen.
www.worldsystembuilder.com

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WSB Headquarters: 2099 Gold Street, Suite 100, P. O. Box 2028, Alviso, CA 95002. Phone: 408.941.1833

WFGIA Headquarters: 11315 Johns Creek Parkway, Johns Creek, GA 30097-1517. Phone: 770.453.9300

TFA Headquarters: 570 Carillon Parkway, St. Petersburg, FL 33716. Phone: 770.248.3271

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Make a Wish

Have a Dream

See the Vision

Live the Mission

Follow the System

Build a Team

Be Somebody

