WSB FINANCIAL EDUCATION WORKBOOK

Name / Financial Education Center:

____

____

Trainer: __________________________________

Phone: __________________________________

NATIONAL FINANCIAL LITERACY CAMPAIGN

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!

WORLD SYSTEM BUILDER

30 by 30 FINANCIAL LITERACY CAMPAIGN

■ *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.*

PERSONAL FINANCIAL STRATEGY

BUILDING A SOLID FINANCIAL FOUNDATION

Date ______________________

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		

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

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

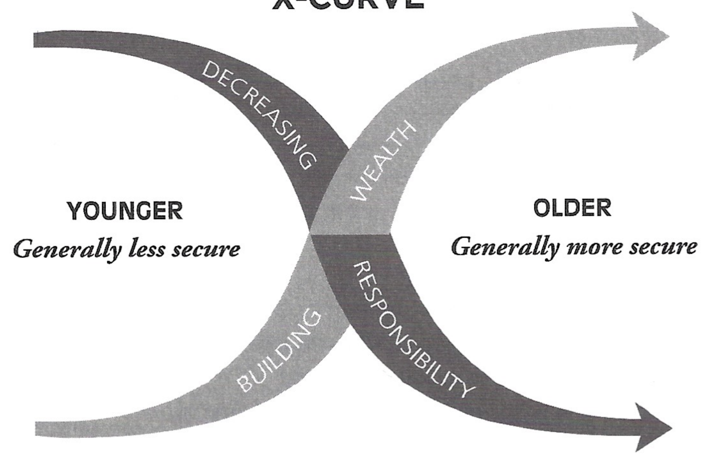
Date last reviewed:______________________ Who is Informed?______________________

Follow-up Appointment Date______________________ Client Signature______________________

FINANCIAL FOUNDATION

INVESTMENT
EMERGENCY FUND
DEBT MANAGEMENT
PROPER PROTECTION

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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WFG-10-20

YOUR HEALTH & WEALTH

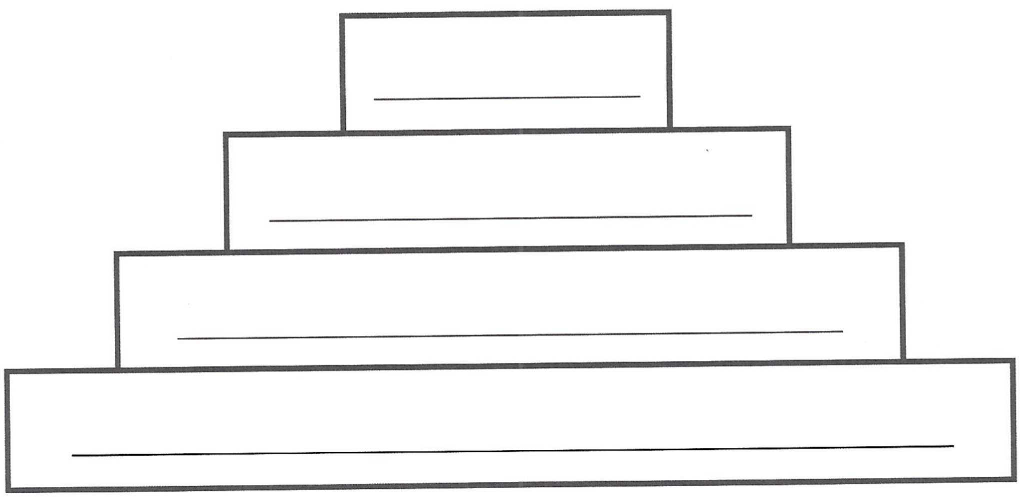
NATIONAL FINANCIAL LITERACY CAMPAIGN

YOUR HEALTH & WEALTH

What you will learn:

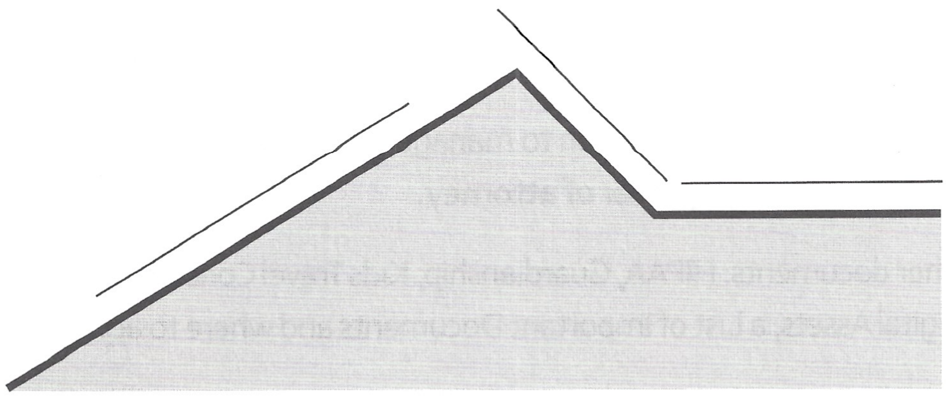
- The financial importance and impact of your health.
- Strategies to transfer and preserve your wealth.
- Ensuring that your last wishes are prepared & carried out.
- Understanding the inevitability and impact of medical expenses.

Complete the Financial Foundation below:



How do you pass on your wealth to the next generation?

How would you like to leave your legacy?



Shouldn't we have the best strategy for all 3 phases?

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ESTATE PLANNING

Whether your estate is big or small, transfering it to the right people is of paramount importance. It's your legacy.

Building a legacy has 3 simple points:

- Protect yourself & your assets while living.
- Clear organization & communication.
- Passing it on to the next generation.

ESTATE PRESERVATION WORKSHEET

1. To ensure that my property will go to whom I choose when I die, I can make a **will**.
2. To avoid the probate process, I can consider a **trust**.
3. I can have **personal directives** so that my family will not have to make decisions for me.
4. I can give authority to a trusted person to manage my accounts and my finances if I am unable to by signing a **power of attorney**.

Don't forget other documents: HIPAA, Guardianship, Kids Travel Consent, Updated Beneficiaries, Provision for Digital Assets, a List of Important Documents and where to access them.

***Tip:** Keeping your data online can help make things secure, readily available, and easy to update.*

YOUR ESTATE CHECK-LIST

☐ Will	☐ Real Estate Deeds
☐ Trust	☐ Information for all investment accounts
☐ Personal Directives	☐ Information for all insurance accounts
☐ Power of Attorney	☐ Information on all debt, mortgage, loans, credit cards
☐ HIPAA	☐ Information about important online accounts
☐ Guardianship	☐ Ensure beneficiaries are updated on accounts where applicable

☐ In a Secure and Accessible location

COSTS FOR A RETIREE

Retiring may cost more than you think...and it's rising.

How much will the average, healthy, 65-year-old couple in retirement who live to 87 (male) and 89 (female) need for medical expenses (not including Long-Term Care)?*

a) $155,000 b) $429,002 c) $606,337

That's nearly doubled since 2018's estimate of over $363,000.**

PARTS OF MEDICARE

Write in the Medicare Part that applies to each description.

______	Helps pay for hospital visits, inpatient care and is free for most people.
______	Helps pay for doctor visits, outpatient care and is not free. The standard monthly premiums are $148.50 (or higher depending on your income) in 2021.
______	Is insurance for prescription drugs to help lower costs.

**Healthview Services – Retirement Healthcare Costs Brief. http://www.hvsfinancial.com/wp-content/uploads/2019/12/2019-Health-Costs-Brief-12.12.19.pdf*
***Healthview Services – Retirement Healthcare Costs Data Report 2018. http://www.hvsfinancial.com/2018/10/02/retirement-healthcare-costs-data-report-2018/*

APPLYING FOR MEDICARE

If your birthday is in the month of May, when is your Initial Enrollment period?

a) May to November

b) April to July

c) February to August

COVERED OR NOT?

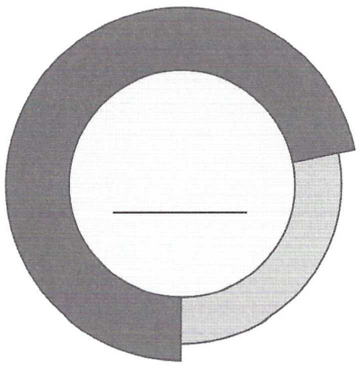
Unfortunately, Medicare doesn't cover everything. You may be surprised to learn which items or services are covered and which ones are not.

ITEM or SERVICE	YES	NO
Yearly "wellness" visits	________	________
Most dental care (routine visits, cleanings, fillings dentures)	________	________
Eye exams related to prescribing glasses	________	________
Cardiovascular disease screening	________	________
Hearing aids and exams for fitting them	________	________
Physical therapy	________	________
Long-term care (also called custodial care)	________	________
Most chiropractic services	________	________
Medical care overseas	________	________

Medicare.gov – What's not covered by Part A and Part B? https://www.medicare.gov/what-medicare-covers/whats-not-covered-by-part-a-part-b

LONG TERM CARE (LTC)*

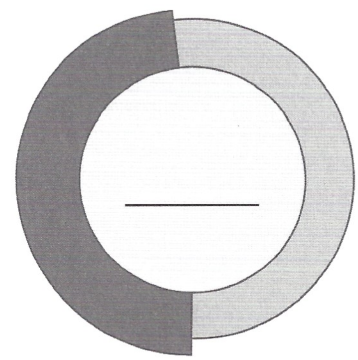
There is a strong possibility people will need LTC.



What is the percentage of adults who live to age 65 that develop a severe LTC need?

LTC is often associated with older people, but the need can happen at any age.

What is the percentage of adults (18 and older) who receive some sort of LTC benefit in their lifetime?



U.S. Department of Health and Human Services – ASPE – What is the Lifetime Risk of Needing and Receiving Long-Term Services and Supports? – https://aspe.hhs.gov/basic-report/what-lifetime-risk-needing-and-receiving-long-term-services-and-supports

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:
  - ***Understanding Asset Accumulation Strategies***
  - ***Fulfilling Long-Term Goals***
  - ***Building Savings & Wealth***
  - ***Increase Cash Flow & Manage Debt***
  - ***Preparing with Proper Protection***
- Complete worksheets and work with a financial professional to help you improve your financial strategy.