



B&L Financial Architects

*Designers of solid financial futures.*

# What Families Want Most. . .



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# What Families Want Most. . .

**Maintain or Improve the Current  
Standard of Living/Quality of Life**

# Standard of Living/Quality of Life

- Need Income to pay for “Stuff” that creates Standard of Living
- Two Ways to create income. . .
  - Earned income which is Person at Work
  - Unearned income which is Money at Work

# Money at Work

**Financial Independence = Means being able to work because you WANT to . . .not because you HAVE to . . .to maintain your Standard of Living.**

**Therefore you need to have enough Money at work to produce the income you require to Maintain your Standard of Living!**

# So What Can I Do with My Income?



Therefore. . . Spend less than you make!

# How Do I Spend My Income?

## Step 1:

Complete the Historical record on your Personal Budget Worksheet.

## Step 2:

Compare total Income for 2018 to total expenses from Worksheet.

## Step 3:

Income should be greater than expenses.

# What is my Net Worth?

**Assets *minus* Liabilities equals Net Worth**

**Step 1:**

**Complete Personal Net Worth Statement.**

**Step 2:**

**File for Annual Review**



# Order Your Priorities

Are you making more than you are spending?

Reduce SPENDING in discretionary areas

Do you have a positive Net Worth?

Stop adding to DEBT. . .pay off smaller debts 1st

Are your liquid assets equal to or greater than 6 months of expenses?

Establish systematic SAVINGS Plan

# Time Is YOUR Best Friend!

- Start NOW
- Create your Savings and Spending Plan
- Be Systematic/Regular
- Be Disciplined
- Review Quarterly and Adjust as necessary

# **You CAN Accomplish . . .**

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**To serve our clients with integrity by providing  
quality financial services  
through the development of financial professionals  
Possessing high credentials and integrity.**

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