YMU
Young Money University
Planner

A Powerful
5 Step Plan to
Achieve Financial
Success Now

Setting You Up For a Bright Financial Future!

Todd Romer
A Powerful 5 Step Plan to Achieve Financial Success Now

Setting You Up For a Bright Financial Future!
The Young Money University Planner is a personal guidebook that compliments the Young Money book. The Planner is meant to help you take the necessary action steps to create financial success in the short and long term.

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DEDICATION

This planner is dedicated to my wife Jaci and my four kids Jack, Luke, Alec and Mia. All of you have provided unwavering support of my dream of helping young people master money at an early age so they can focus more on their life’s real purpose and dream like never before.
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This planner is based on the Young Money book as well as speaking to thousands of young people about what they wanted to know about money and how to achieve real financial success over time. This planner provides a distinct money management system for young adults to follow to achieve financial health now, create wealth over time, and find more meaning and purpose in their life.

The Problem

Chances are you’re one of the millions of young adults that aren’t getting one of the most important tools you’ll need to succeed in life or business – real money management guidance, training or coaching.

As a result most young people receive little knowledge, capability, confidence or comfort when it comes to money management and personal finance. If you’re not worried about money, or think you’ve got a handle on what to do with it, consider this research:

- 93% percent of American parents with teenagers report worrying that their children might make financial missteps such as overspending or living beyond their means. (Charles Schwab’s “Parents & Money” survey.)
- 86% of college students would rather learn about money before making real world mistakes. (Charles Schwab Survey).
- 76% of young millennials (age 18-25) say they know little to nothing about how to begin investing. (TD Ameritrade).
- 47% of young millennials believe saving money in a traditional bank savings account is the best way to save for long term retirement. (CNN Money).
How did this happen? Over the last fifteen years corporations, nonprofits and government entities have spent hundreds of millions of dollars teaching financial literacy. But they’re seeing little, if any, change in financial knowledge and aptitude. Our research has discovered the following problems that include:

- The training has not been the right training—it is not training supported with specific financial behavioral change action steps.
- I mean no disrespect to those conducting training now, but the training is boring!
- The training hasn’t focused on the core belief that anyone can achieve financial success if they learn to think differently about money from the start.

But there is good news! Young adults do have the desire to become more financially healthy and to learn how to create wealth over time. In fact, according to YPulse Lifeline (2013) 97% of Millennials (ages 18-29) want to plan more for their future.

Research has shown that as student loan debt increases to all-time highs, Millennials will have more interest in personal finance (MediaPost Communications 2013). Even better, how to save for retirement, basic investing, and how loans work were the top three topics Millennials wish they had learned more about in school (Forbes 2013).

A recent survey of 65,000 college students shows the need and interest to have financial education administered early on in the college experience to maximize the likelihood that students will make sound financial decisions and increase their chance of degree completion. (Money Matters On Campus Survey (2014) Administered By EverFi and Sponsored by Higher One)

The Five Steps

In the Young Money University Planner, you will be presented with five steps. Each of the steps correlates with a chapter from the book. You may use the book as a guide as you work your way through the planner. The five steps are listed below along with additional personal finance content that will help you make better decisions with your money over time.

Chapter 1 – Step One – Make a Decision to Dream
Chapter 2 – Step Two – Save Money Automatically
Chapter 3 – Step Three – Just Say No Sometimes
Chapter 4 – Step Four – Get Into the Game of Investing Automatically
Chapter 5 – Step Five – Pay Yourself Second
Chapter 6 – Debt and Credit
Chapter 7 – Buying a Car, Insurance and the Housing Decision
Introduction

This is the mother of all steps and the foundation to achieving financial success over time. Financial wellbeing begins with knowing your WHY.

WHY do you want to be financially successful? Your WHY is tied to your dreaming. Here, I will encourage you to simply dream. What do you want your life to look like next year? How about 5, 10, 25 or 35 years from now? What kind of car do you want to drive? How about the kind of home you want to live in? Do you want to travel? If so, where? What do you want to experience?

Beyond the normal desire to have nice material things what else would you like your life to look like? Who could you help? Your immediate or extended family? In addition to financial help what group of people would you like to support and help?

Dream building and knowing your WHY is super important. Your WHY will serve as your daily motivation to keep you on track with how you manage money through the following 5 Step system in this planner. No matter how young or old you are you will build financial confidence by reaching short term goals and smaller dreams first. Then you will have even more confidence to reach long term goals and bigger dreams in your life.

Finally, long term financial success has nothing to do with the following:

- your family’s economic background
- the current job market
- who’s in the White House
- your cultural background
- the economy
- how smart you are

I hope you are super excited to hear these truths when it comes to achieving success with money. Let’s get after it because you can do this!
It’s All About Your Why

Let’s go dreaming for a little bit. Shall we? As you begin to dream about what you want your life to look like I also want you to begin developing your WHY. Your WHY is the fuel to keep you focused on doing whatever it takes to stay committed and follow through on reaching your short term, mid-term and long term financial and life goals.

Your WHY is the catalyst to change your money behavior once and for all. To accomplish more in your life while being filled with great joy and purpose along the way. People who become financially successful are emotionally connected to their dreams and goals.

‘People Lose Their Way When They Lose Their Why’

- GAIL HYATT

A few examples of a WHY that I have heard from people across the nation include the following:

- I don’t want to live paycheck to paycheck.
- I want to start a business someday.
- I want to be able provide well for my current or future family.
- I want to have financial security and not work my whole life.
- I want to be able to give and help others who truly need it more consistently
- Despite the love for my parents, I want to manage money better than they did and have less money stress.
- I want to be financially free enough to travel on a consistent basis.

**WHY** DO YOU ULTIMATELY WANT TO BE FINANCIALLY SUCCESSFUL?
Fear of Failure

After speaking to thousands of young millennials across the U.S. there are many that have a fear of failure. In fact, the fear of failure is very strong among people as a whole. What some people are generally saying to themselves in their heads is this – “if I list some dreams and goals for my life and they don’t happen – then I must be a failure”. This type of thinking must be changed in order to live a more fulfilling and free life.

Let’s reframe the definition of failure. The ONLY FAILURE in life is simply NOT TRYING. Trying out for a team in high school and not making it is not failure. Singing or playing the piano in front of a small audience for the first time and it goes just OK is not failure. Starting your own business for the first or second time and it does not provide financially for you as you had originally hoped is not failure.

Grab hold of your dreams (big or small) and get them out for you to pursue. The rest will take care of itself.
My Dream Sheet

Now, without any hesitation, list some big dreams and goals you would like to see happen in your life. Don’t hold back. Don’t let fear or hesitation enter into your mind. Be specific. Just freely dream!

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7. ____________________________________________
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   ____________________________________________
**Short Term Goals**

In our culture today we hear messages like “dream big baby dream big.” I fully encourage you to dream big. However, many people who have dreamed big only in their minds and did not establish short term goals or “small dreams” first ended up backing down on their big dreams because the road early on got a little rough. Their confidence in themselves took a hit and they made a choice to retreat from their dreams. And that is a bummer.

By setting small short-term goals, first, you will build your confidence to then set bigger, long-term goals. We are all creatures of habit. Our habits are developed through our actions. At first you may not feel happy about sacrificing through saving, even if it is only small amounts of money. But, as you save a little at a time for a short-term goal of say $250 in one month, once you achieve this goal, you will very likely have a feeling of satisfaction and some initial but important confidence.

**EXERCISE #1**

In this first exercise, determine your short-term goals. Brainstorm five goals that you would like to accomplish within the next 12 months. Remember to include a clear description of the goal.

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<thead>
<tr>
<th>Short Term Goals (Less than 12 months)</th>
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Now, let’s consider how much money each of these short-term goals requires. Many times young people feel like they don’t make enough money to even think about saving. But you might be surprised how much you can save over time when you make it automatic.
Consider the following examples:

1. You set up an automatic savings plan by opening a savings and checking account with a bank or credit union this week.
2. You save $250 by the end of month one or $1,000 in three months.
3. You save $3,000 within 6 months for a down payment on a new or used car.

EXERCISE #2

Using your short-term goals that you determined in Exercise #1, let’s now consider how much money each of these goals will require. In the following table, include the money needed to accomplish the goal. In addition, provide an action plan for obtaining this money. How much will you save? How long will it take you to achieve the goal?

<table>
<thead>
<tr>
<th>Short Term Goals (Less than 12 months) &amp; Money Required</th>
<th>Action Plan to Save the Money</th>
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<tbody>
<tr>
<td>Goal #1</td>
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<td>Goal #5</td>
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**Mid - Term Goals**

Now you can move on to your next set of goals—what I call your Mid-Term Goals. These goals lay the foundation for you to continue believing in yourself and how you can attain these and other goals you set for yourself. Your Mid-Range Goals, which consist of 1 to 5 years away could include the following:

1. Save $7,500 within 2 years to put toward a new or used car.
2. Save $10,000 - $15,000 in 3 years for new apartment, furniture and/or trip to Europe.
3. Save $25,000 - $35,000 in 5 years as a down payment on a first home.
4. Save $15,000 - $25,000 to start an online business.

This is where you should again connect with your WHY and apply it to your behavior with money through the YMU 5 Step Plan to Success. The energy to stay committed will come from recommitting to your purpose or WHY. It’s easy to lose sight of your goals. Keep your Dream Sheet in front of you often. Keep your written WHY and goals in your smart phone notes section and on paper so they are near you always.

**EXERCISE #3**

One of the reasons why your mid-term goals are so important is because you need to find the commitment to see these goals through. The timeframe is longer (1 – 5 years) and the amount you need to save will be larger. Exercise #3 will have several different steps. Let’s get started!

In the table below, list your top three mid-term goals.

<table>
<thead>
<tr>
<th>Mid-Term Goals (1 -5 years)</th>
<th>Description</th>
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<td>Goal #1</td>
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<td>Goal #2</td>
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<td>Goal #3</td>
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Now that you have decided your mid-term goals, you can now consider how much money you need to save and how you will save this money. Complete the following table to organize your finances in relation to the goals.

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<tr>
<th>Mid-Term Goals (1 to 5 years) &amp; Money Required</th>
<th>Action Plan to Save the Money</th>
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<td>Goal #3</td>
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**EXERCISE #4**

Learning to save money is a lifetime event. However, in Step Two (Chapter 2) on the following pages you will be taught how to save money *differently* through automatic savings. This technique of saving money will help you reach your goals faster compared to how most people save money.

One way to accomplish this goal of learning to save money differently is to journal your progress. For this exercise, purchase a small journal or find a place on your phone or tablet to journal once per week. Here are some additional steps that you can take.

- **Look in the mirror a couple of times per week and state your commitment.** It may sound really funny but looking into your own eyes and making a commitment to yourself will have a powerful effect on you.
- **Tell others about your WHY, dreams and goals you have created.** Telling other family members and close friends what your ultimate WHY is for achieving financial success in life is very motivational and drives you to action instead of just words. These are people who want to see you succeed and can act as cheerleaders for you as you go through mountains and valleys to get there.
CHAPTER 1: STEP ONE – MAKE A DECISION TO DREAM

- **Stay the course when challenges come your way.** It’s not a matter of *if* challenges will come your way; it’s a matter of *when*. When unexpected expenses come up or unwise purchases are made don’t fret or beat yourself up. Recalibrate and get back on track with your money plan laid out in the following chapters of this planner.

Share your YMU Planner with one or two trusted people in your life. Perhaps you already have a mentor. Perhaps it’s a teacher or coach you respect. At the end of the Planner, there’s plenty of space for you to write down your progress, make adjustments to your goals and other life dreams.

**Long Term Goals**

It’s time to think about the long-term view for you. This is where it gets exciting for you. What does the ultimate path of a successful YOU look like?

Long-Term goals are anything 5+ years on out. This is 10, 15 or 25+ years down the road. Following are just examples of some long term goals worth considering:

1. Save $75,000 - $100,000 in 10 years to start your dream business.
2. Save $150,000 in 15 years to pay off your home mortgage in half the time.
3. Save $750,000 - $2,000,000 in 25 years through investments to retire early and work part time only because you want to work, not because you have to.
4. Drive a Lexus, Mercedes or Corvette that is completely paid for.
5. Live in a 3,000 square foot home fully furnished that has a small mortgage or completely paid off.
6. Travel twice per year to California, Florida, South America, Europe etc.
7. Set up a non-profit organization or serve on the board of a non-profit.
8. Volunteer at an in-country or out-of-country mission trip once per year.

The amounts above are real snapshots of what is possible as you continue long-term on a powerful money savings and investing plan. Even with unforeseen and unexpected setbacks, you should be able to achieve these numbers with minimal effort. See Step 4 (Chapter 4).

By the time you reach a 3 month automatic savings routine you should be proud of yourself and be locked into a long-term commitment to achieving your WHY and be set on a course to reaching your short and long term goals. Of course there will be times you falter. We all do. But you know you can return to this plan with renewed commitment.

- Remember to reconnect with your WHY on a regular basis. This is your fuel to stay focused on the plan.
EXERCISE #5

For Exercise #5, you will list your Top Five goals you would like to accomplish within the next ten years and include a description of each goal.

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<th>Long Term Goals</th>
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Now that you have decided your long term goals, you can now consider how much money you need to save and invest to reach them. Complete the following table to organize your finances in relation to these long term goals.
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Get Dreaming
One step at a time, which is how the next chapters are laid out, move you forward with the plan. Learn what thousands of other young adults like yourself have learned ... that it’s better to start now than to wait.

The future belongs to those who believe in the beauty of their dreams.
- ELEANOR ROOSEVELT

Keys to Setting Any Kind of Goal
Whether you are setting a 6 month or a 10 year goal make sure they are S.M.A.R.T.

- **S** stands for **Specific** - your goal has to be specific not general.
- **M** stands for **Measurable** – answers the questions of how much or how many?
- **A** stands for **Attainable** – will you see through to make the goal achievable.
- **R** stands for **Realistic** - is your goal a fantasy or can you achieve it through diligence and hard work.
- **T** stands for **Timely** – does your goal have a time frame (ie... 30 days, 6 months, 2 years, etc.)

Take Action on Step One
- Cultivate and write down your WHY.
- Fill in your Dream Sheet.
- Reframe Your Definition of Failure.
- Write down your Short, Mid-Term and Long Term Goals using the S.M.A.R.T technique.