Your Journey To

FINANCIAL FREEDOM

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Dedication

Genistar was founded in 2007 as a financial education company with the mission of helping families become debt-free and financially independent. Instead of advice we offer something better: a financial education.

This book is dedicated to everyone who wants to embark on the journey toward financial freedom.

Jeff Lestz
CEO

GENISTAR
your future is our future

Contents

Introduction...

Planning your financial future is much like learning to drive a car. At first all the information and moving parts seem daunting. You have to think about controlling your speed, changing gears, indicating, checking mirrors, reading signs... But as you take one step at a time, you learn the basics, and driving becomes second nature.

For many people, sitting down to work out a financial plan feels the same as getting into a vehicle for the first time. They are overwhelmed and end up with many more questions than answers: What does all the jargon mean? Which products are right for me? Where can I get accurate information? Will I ever be able to understand it all?

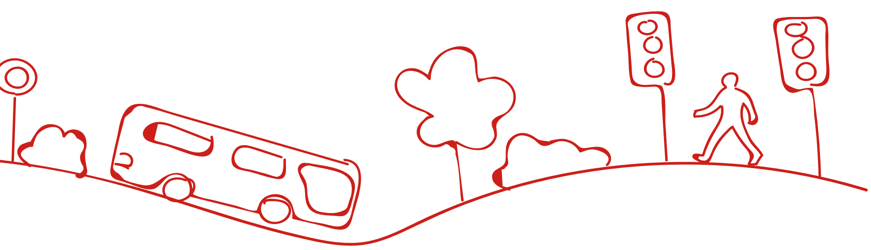
This book is designed to answer your questions and become your 'Highway Code' of money management. It will help you cut through the confusion and break down financial planning into simple, manageable steps. After reading it, you should be able to avoid roadblocks and be prepared to set out on your route toward financial freedom.

We spend around 14,000 hours in school being taught so many subjects, but how much of that time is spent learning how to handle money? For most of us, it is not very much – and yet managing money is a vital life skill. Fortunately, it is never too late to start your financial education.

While this book deals with the basics of financial planning, it is by no means exhaustive: each principle covered could probably be a book in itself. To continue beyond the fundamentals covered here, we encourage you to attend Genistar's seminars or online courses.

We hope this information will be as useful to you as it has been to many others over the years.

Fasten your seat belt, your journey is about to begin!



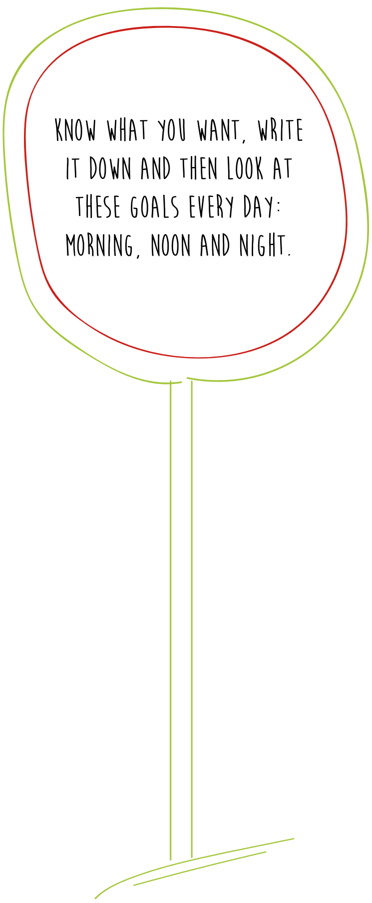
Know Your Destination

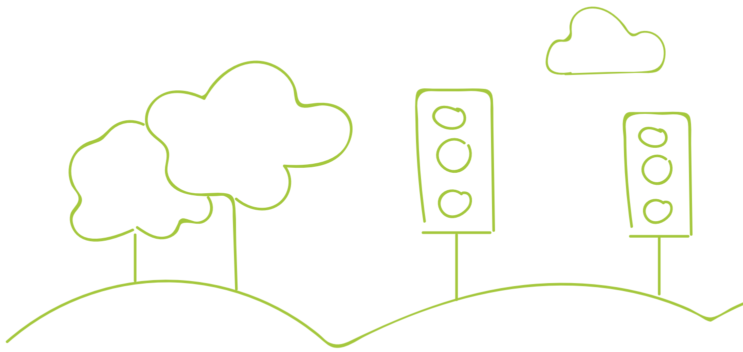
Preparing for Your Journey

Goal setting

When travelling, you first decide on a destination, then you plan a route that will take you there. In much the same way, when embarking on your financial journey you need to decide where you want to end up, then chart a course that will lead you to your goal.

For many of us, setting goals wasn't something we were taught in school. However, it is vitally important to our success in life. Trying to achieve financial independence without setting goals is like trying to find your destination without knowing the address – almost impossible.





CCMP

Clear Concise Mental Picture

Think about what you want: where do you want to be, and what do you want to do in 1, 3, 5, 10, and 20 years? Remember that each goal must have a completion date. Don't make it outrageously large – it has to be something that is achievable and 'stretchingly' realistic. This will be your CCMP – Clear Concise Mental Picture. After you have decided upon your CCMP and the target date, you need a daily, weekly, and monthly plan to guide you there.

Here are some examples to help get you started:

Short-Term: 1-12 months

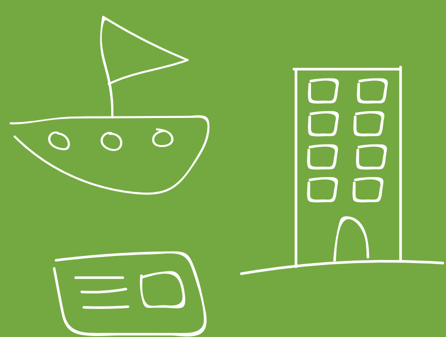
- Take a romantic four-day weekend in 3 months
- Pay off the credit cards in the next 12 months
- Have £3,000 in an emergency fund 6 months from now

Medium-Term: 1-5 years

- Go on holiday to Florida in 2 years
- Purchase a car without finance in 36 months
- Have £20,000 deposit for a new home in 4 years

Long-Term: 5 years or more

- Have £30,000 for my daughter's university fees
- Retire in 10 years with £2,000 per month
- Buy a yacht and sail around the world in 10 years



Example:

Let's take a look at how to do this with the third goal from the Short-Term category: Have £3,000 in an emergency fund six months from now.

Amount needed:	£3,000
Months available to target date:	6
Amount to save each month:	£500 (£3,000 divided by 6 months)
Amount to save each week:	£125 (£500 divided by 4 weeks in each month)

With this information, you will know exactly how much you need to save each week in order to have £3,000 in six months. It's simple. If you reach your small goal of saving £125 each week, when your six-month target date rolls around you will have £3,000.

Make sure your goals are clear and concise. To continue with this example, try to imagine what it will be like when you have £3,000 in your emergency fund. Take a piece of paper and, in the middle, write '£3,000 emergency fund by (fill in the date).' Radiating from this, write words that describe how you will feel when you have it, for example: peace of mind, accomplishment, happiness... Then take some markers and make it bright and colourful. There is no right or wrong way to do this. This is your goal: make it something you can relate to. Make several copies of your CCMP and place it where you will see it often.

Winning Tip

Place pictures of your goal around your home, in your wallet, on your fridge...that way you will be reminded to control your expenditure while you focus on your goal.

> THE FIRST STEP FROM POVERTY TO RICHES IS THE MOST DIFFICULT. ALL RICHES AND ALL MATERIAL THINGS THAT ANYONE ACQUIRES THROUGH SELF-EFFORT, BEGIN IN THE FORM OF A CLEAR CONCISE MENTAL PICTURE OF THE THING THAT ONE SEEKS.
>
> - ANDREW CARNEGIE

Now that you have set your goals and written them down, you have identified your destination and determined your route. It was easy, and you are already ahead of the majority of people.

Look at how most people end up at the age of 67. This shows why it is so important to plan for the future. No one wants to end up broke at retirement age, but these are the facts.

People don't plan to fail, they simply fail to plan.

67-Year-Olds

Currently, out of every 100 workers reaching 67:

1	–	**is wealthy**
4	–	**are financially independent**
41	–	**are still working**
54	–	**are DEAD BROKE**

Which group made a plan and stuck to it?

Action Step:

Write down your top five goals using the goal planning sheet in the back of this book.

Finding Money to Save

You might be thinking that our example of saving £125 per week sounds great, but you have no idea where to find that money.

By creating a budget and taking a careful look at your financial situation alongside your goals, you will be surprised at the money you can save. Look at each expense, and ask yourself if you would be willing to give it up in order to achieve your goal? The Fat Finder in the back of the book is a comprehensive tool designed to help you plan a sensible budget. On average, people save £100-300 per month by using this tool.

Example:

A £3 coffee doesn't sound like much, but if you have one every day, you will spend more than £1,000 per year on those coffees.

Simple Budgeting

10-10-10-70

An easy formula to remember is the 10-10-10-70 principle. Start by allocating 10% of your monthly income to each of the following categories: emergency fund, long-term savings, and giving. The remaining 70% is for your living expenses: this is what you use to pay your bills, buy your groceries, fuel etc.

Envelope System

If you are having trouble budgeting, the Envelope System takes you back to basics. It is a simple way to manage your monthly expenses. Label one envelope for each expenditure in your budget. Then when you get paid, put the appropriate amount of cash in each envelope and use only that money for that expenditure.

The Envelope System is a simple way to teach children how to handle their pocket money. If a child learns to budget and save when they are young, they will probably carry these same skills into adulthood.

At the end of the day, there are two ways to find more money: decrease your expenses or increase your income.

Money-Saving Tips

- Refinance your mortgage
- Delay spending by giving yourself a 72-hour waiting period to avoid impulse purchases.
- Compare prices on
    - Utilities
    - Car insurance
    - Building and contents insurance
    - TV subscriptions
    - Mobile phones

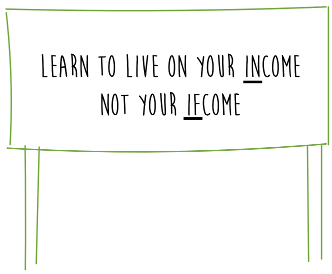
Money-Making Tips

- Sell unwanted items on eBay
- Work a part-time job
- Start your own business
- Work with Genistar part-time
- Rent out a room (if you have a spare one)

Winning Tip

Learn to live below your means: in other words, don't spend more than you make! While this may seem like simple advice, most people don't do it.

Using our car analogy, most people start each month on a 30-mile journey with only enough fuel for 25 miles.



Hopefully this has shown you that it is not difficult to find extra money to save and put toward your goals.

Action Step:

- Fill in the 30 day Expense Tracker in the back of the book and you will be amazed at where you spend your money.
- Fill out the Fat Finder in the back of this book.

Are you ready for the next step on your journey?

The Spare Tyre in the Boot

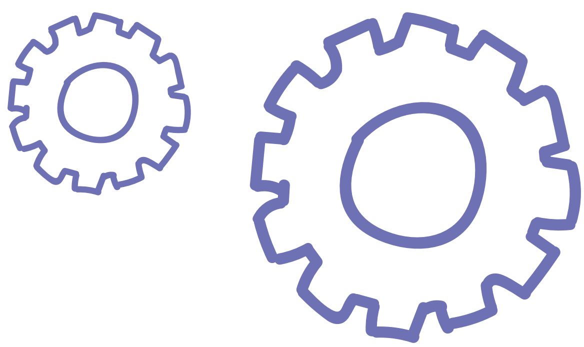
Emergency Fund

Most people would agree that it is a good idea to have a spare tyre in the boot of your car: if you have a flat tyre, you want to get it fixed and be back on the road as soon as possible. Doesn't it also make sense to be prepared for an emergency along the road to your financial goals? An emergency fund allows you to quickly handle unexpected expenses without being thrown off course on your financial journey. It is the buffer that keeps you from slipping into debt.

You should work toward accumulating an amount equal to three to six months' living expenses in your emergency fund. If this sounds unattainable, start small: make £1,000 your first goal. Your emergency fund should be in an easily accessible account, such as a savings account.

Having an emergency fund is key to becoming financially independent, as it keeps you from becoming dependent on banks, payday loans, and credit cards when you have major unexpected expenses. If you do have to dip into this fund, make sure it is the first thing you top up.

Remember, your emergency fund is only to be used for true emergencies. When something you want to buy goes on sale, it does NOT constitute an emergency!



Seat Belts and Airbags

Protecting Your Family

Most of us wouldn't dream of travelling in a car without making sure everyone was buckled in. Hopefully you will never use those unseen airbags, but they are there to help protect you when disaster hits. Financially speaking, insurance is there to protect you. When disaster strikes, insurance cushions the impact. Obviously, the best time to have insurance is the day before you need it – but none of us know that date.

You don't buy life insurance because you're going to die, but because those you love are going to live.

Self-Insuring vs. Transferring the Risk

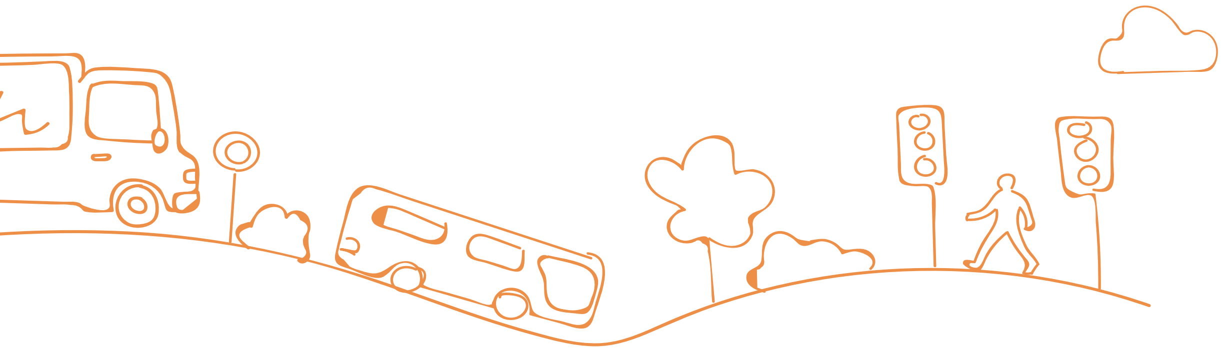
To self-insure means that you can handle a loss with your own money. In other words, you have enough cash reserves that you don't need to pay an insurance company to use their reserves. The more you self-insure, the lower your insurance premiums will be, and saving money on premiums frees up more money in your budget.

Car Insurance Example:

An example of self-insuring is the excess on your car insurance. If you have built up your emergency fund enough so that you could comfortably cover a £500 emergency, then you can carry an excess of £500 which makes your premiums lower and releases money in your budget. You are self-insuring for £500. Of course, the insurance companies charge you a fee for assuming your risk. That fee is the premium you pay each month for your policy.

Reasons to Insure

- To protect your emergency fund or reserves. If you don't want to pull money out of your emergency fund, you can buy: travel insurance, gadget cover, pet insurance, etc.
- To protect against damage to, or loss of, your substantial assets, take out car insurance, and buildings and contents insurance.
- To protect against loss of income, there is: serious illness cover, critical illness cover, life insurance, and income protection.



Life Insurance

How life really works is that in the early years, when you have many responsibilities and few savings, you need a lot of life cover in case you die. As you follow your Financial Game Plan, your investments increase, your debts decrease, and your need for protection is reduced.

Ideally, you should aim to become self-insured: to have enough money in savings that you don't need insurance. Life insurance is very useful in creating an immediate estate in case of your death. It is a way of renting wealth until you can accumulate enough money to become self-insured.

How Life Really Works

In the early years, you may need a lot of coverage...

In the later years, you had better have money...

Today
1. Young children
2. High debt
3. House mortgage

Loss of income would be devastating

At Retirement
1. Grown children
2. Lower debt
3. Mortgage paid

Retirement income needed

In the early years, you don't have money...

In the later years, you may not need coverage...

How much would your family need if something happened to you?

D Debts: Do you have any? How would they pay them off?

I Income: what would they do to replace your monthly income?

M Mortgage: would it need to be paid off?

E Education or Extras: is there anything else your family would need money for?

Winning Tip

Ten times your annual earnings is approximately the amount of life cover that you need. But to know exactly what you need, it is best to get a Financial Game Plan completed by your Genistar representative.

Consider putting your life cover into a life insurance trust. The advantage of this is that when you die, the funds are not subject to inheritance tax. All the money goes into the trust and is distributed according to the instructions you have put in place. In addition, the insurance company can pay the death claim quicker because the trust does not form part of your estate and no money or time is wasted in probate.

CIC or SIC?

As well as life cover, you may want to consider a CIC or SIC policy.

CIC (Critical Illness Cover)

CIC pays out a tax-free lump sum if you're diagnosed with a specific life-threatening condition as defined in the policy. Most CIC plans cover you for around 45 conditions which must be deemed critical in order to be covered. This has been the industry norm for many years.

SIC (Serious Illness Cover)

However, there might be a better option: SIC has only been available for a few years and is severity-based. In other words, the illness does not have to be critical or life-threatening in order for the policy to pay.

If you are diagnosed with one of the covered conditions, SIC pays out a tax-free lump sum based on the severity of your condition. If you claim for a condition that pays out only part of your cover amount, you are still covered for the remaining amount and can claim again.

As an example of a typical SIC policy, let's say you develop Alzheimer's disease. As soon as you are diagnosed, the company will pay out 10% of your cover amount to help you make any necessary changes to your lifestyle. The rest of your cover amount is still available. So, if your condition gets worse, or if you are diagnosed with another condition, you can claim again. You can continue claiming until you have used up your entire cover amount.

The number of conditions covered varies from policy to policy, but a SIC policy might cover from 114 to 170+ conditions, as compared to the average CIC policy which covers only around 45. Additionally, some SIC policies cover many early-stage cancers. As a result, a comprehensive SIC is about 87% more likely to pay out for a cancer claim than a typical CIC policy, and it probably won't cost much, if any, more.

Trying to work through this maze of products can seem daunting, which is why educating yourself about the available options is so important.

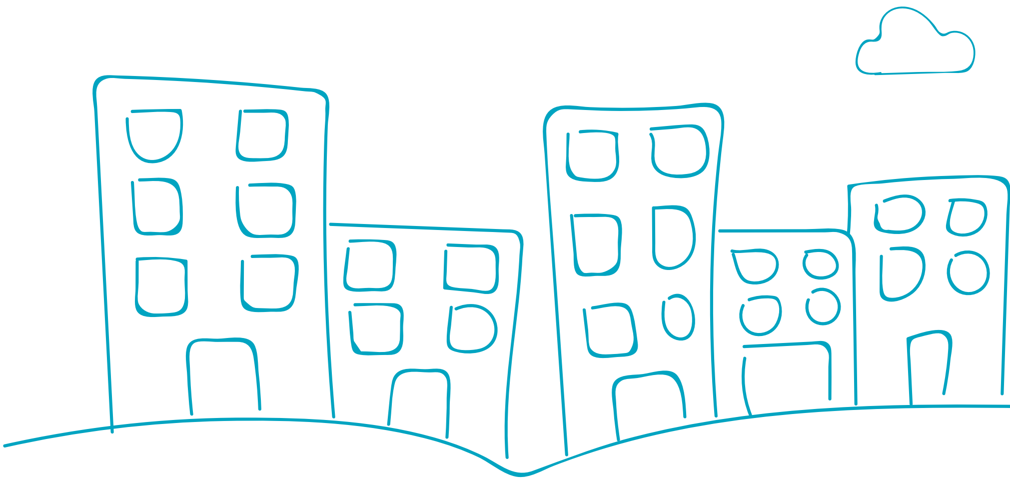
Action Step:

1. Complete your Financial Game Plan and ask your Genistar representative to explain the different options for life and SIC (Serious Illness Cover).
2. Get a quote for your buildings and contents insurance to see if you can improve your cover for the same or less money.

The Highway Code

Know the Rules

To be a safe driver, you don't just need to know where you are going and plan your route, you also need to know the rules of the road, the Highway Code. You need to know what all the signs along the way mean and how to avoid danger. Likewise, on your journey to financial freedom, you need to learn the rules of the 'money game.' Banks and other financial institutions know them (because they wrote them) and we believe that you should know them too.



Debt: a Danger Sign

You must learn to recognise danger signs along your route, and one of the greatest risks to your financial security is debt. When you go into debt, you are spending money you don't have and paying with your future earnings.

Banks and mortgage companies talk a lot about interest rates. While the rates are certainly important, there are other things to consider: knowing the type of loan and the total cost of the debt is essential.

Basically, there are three kinds of debt:

1 Revolving Debt

If you have revolving debt, you may feel like you are going in circles on a roundabout that you can never get off. Store cards and credit cards are examples of this kind of debt. It takes a long time to pay off, because these cards actually charge interest every day on your balance. This type of debt is usually accompanied by multiple fees and charges that further increase the amount you owe.

Revolving Debt uses Compound Interest.

Compound interest is one of the most powerful financial forces around. When you are building savings, its power works in your favour. However, when you have debt, the power of compound interest works against you! If you pay just the minimum balance on your credit cards, interest charges are added each month to the remaining principal. Each month, your new balance is the principal PLUS the interest… and that amount gets compounded again and again. It's easy to see how small debts grow large with compound interest.

Credit cards typically set the 'minimum monthly' payment at 2% of the balance and some now at only 1% of the balance. How can they afford to let you make such low payments?

Example:

£3,000 = 68 years = £13,247

£3,000	68 years	£13,247
Minimum payment £5 or 2%, whichever is greater	To pay off	You pay in interest on £3,000

Note: Credit cards can be beneficial if used correctly. With some cards, you can earn air miles or cash-back. However, they should always be paid off in full each month. You can take advantage of these benefits without letting the credit card companies take advantage of you.

2 Fixed Debt

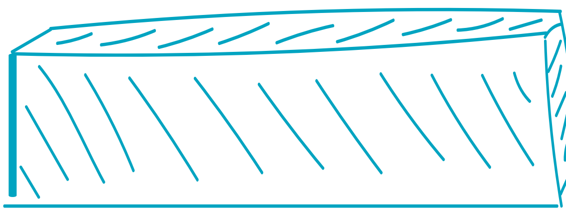
Fixed loans and capital repayment mortgages are examples of fixed debt. You make payments according to a pre-set schedule that allocates part of your payment to interest and part of it to the principal.

If there were such a thing as 'good debt' then a fixed debt would be it. However, make sure that your fixed debt doesn't turn into a sort of revolving debt. This can happen if you continually remortgage and extend the term of your loan, as banks are sometimes eager for you to do.

Revolving Debt vs. Fixed Debt

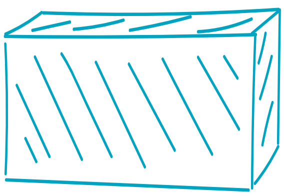
Look how revolving debt can erode your financial security:

Revolving Debt:
£17,000 @ 18%
Pay £595/month*



£12,500 in interest paid
17 years and 2 months to pay off

Fixed Debt:
£17,000 @ 18%
Pay £595/month fixed*



£5,370 in interest paid
3 years and 2 months to pay off

*In the example above, using revolving debt you pay £12,500 in interest and it takes 17 years and 2 months to pay off vs a fixed debt you pay £5,370 in interest and it only takes 3 year and 2 months to pay off.

3 Interest Only

Examples of this are interest-only mortgages and interest on overdrafts. This kind of debt is the most difficult to manage. You make monthly payments, but the amount you owe is never reduced.

Financial institutions have understood the concept of using OPM (Other People's Money) for years. They use your money to loan out to others. How much do they make on it?

Learn how the Rule of 72 works and find out. Then make sure it is working for you, not against you.

The Rule of 72 approximates the number of years it will take to double your money at a fixed rate of interest over the period. The rule of 72 is calculated by dividing 72 by the rate of return that your investment earns.

As an example, 72 divided by 3% = 24. It takes 24 years to double your money.

The Rule of 72 - Double Your Money

Years	3%	6%	12%
0	£10,000	£10,000	£10,000
6			£20,000
12		£20,000	£40,000
18			£80,000
24	£20,000	£40,000	£160,000
30			£320,000
36		£80,000	£640,000
42			£1,280,000
48	£40,000	£160,000	£2,560,000

Compound interest: He who understands it, earns it... He who doesn't, pays it.

To illustrate how compounding works, let's look at an example:

If you were offered £1,000 per day for 30 days OR a penny on day 1 with your money doubling every day for 30 days

Which would you choose?

1. £1,000	16. £1,000
2. £1,000	17. £1,000
3. £1,000	18. £1,000
4. £1,000	19. £1,000
5. £1,000	20. £1,000
6. £1,000	21. £1,000
7. £1,000	22. £1,000
8. £1,000	23. £1,000
9. £1,000	24. £1,000
10. £1,000	25. £1,000
11. £1,000	26. £1,000
12. £1,000	27. £1,000
13. £1,000	28. £1,000
14. £1,000	29. £1,000
15. £1,000	30. £1,000

Total £30,000

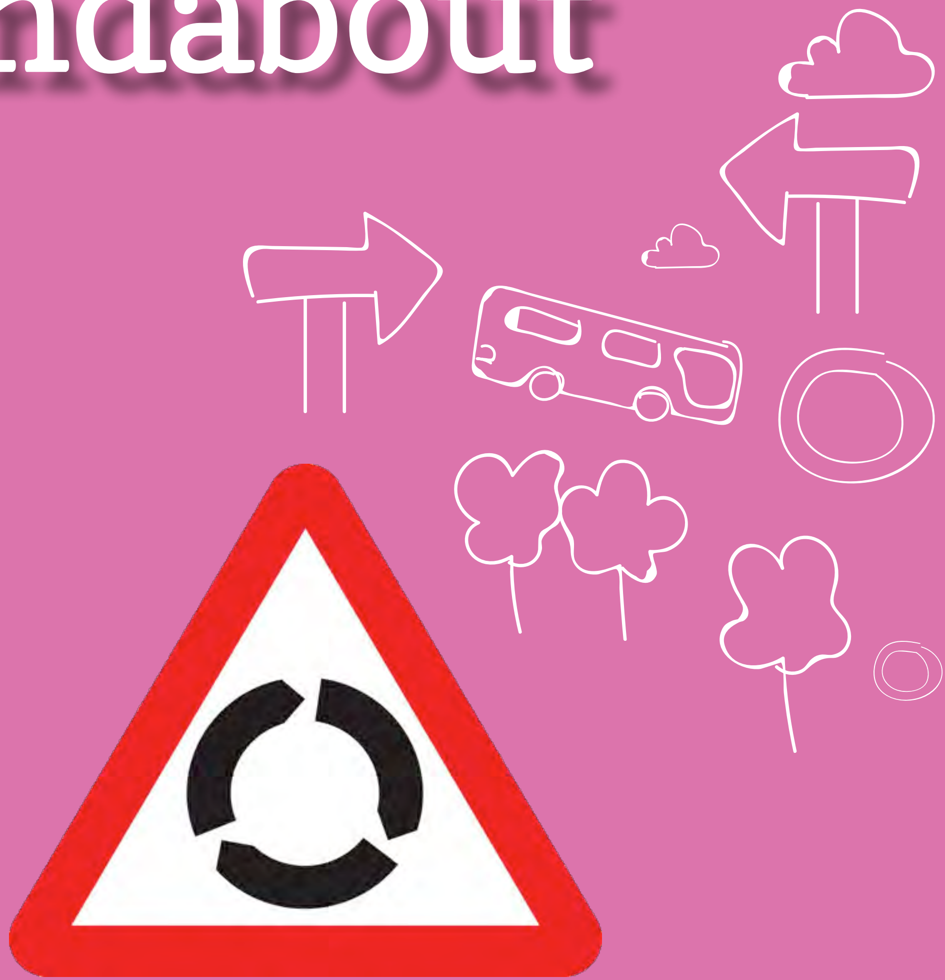
1. 1p
2. 2p
3. 4p
4. 8p
5. 16p
6. 32p
7. 64p
8. £1.28
9. £2.56
10. £5.12
11. £10.24
12. £20.48
13. £40.96
14. £81.92
15. £163.84
16. £327.68
17. £655.36
18. £1,310.72
19. £2,621.44
20. £5,242.88
21. £10,485.76
22. £20,971.52
23. £41,943.04
24. £83,886.08
25. £167,772.16
26. £335,544.32
27. £671,088.64
28. £1,342,177.28
29. £2,684,354.56
30. £5,368,709.12

Total £10,737,389.23

£30,000 vs. £10,737,389.23

Which would you choose now?

Get Off the Roundabout



How to Beat the Banks

Have you ever entered a roundabout but been uncertain which exit to take? You pass the first exit, the second, the third, and the uncertainty continues. You may do another lap around, only to become more confused. Unfortunately, some people just keep going around in circles when it comes to dealing with the banks.

Shopping for financial products such as credit cards, mortgages, and investment accounts can be a confusing, even scary, process. It can leave you feeling as if you are stuck on that roundabout.

That is why many people settle for taking out these products with the bank where they have their current account. They trust the bank and feel that it is a safe option. However, if people were properly educated about these financial products, they might realise there are better options out there.

How to Beat the Banks

Do:

- Use the bank for the right purpose: a current account, your short-term savings, your emergency fund, and paying your bills.
- Watch out for high fees and shop around. The average person has had the same bank account for at least fourteen years. When was the last time you switched your bank?
- Stay out of debt – your debt funds the bank's success. Remember, your emergency fund is intended to keep you out of debt. Manage your emergency fund wisely so you won't have to borrow from the bank.
- Use a debit card NOT a credit card every day. If you use a credit card, be sure you pay the balance in full every month.

Don't:

- Don't go straight to the bank for a mortgage. Use a mortgage broker who can search the whole of the market for you. Sometimes banks offer preferential rates to existing customers, but it pays to shop around.
- Don't get financial products such as credit cards and insurance from your bank. They are often over-priced and not in your best interest.
- Don't put your long-term investments in the bank: long term investing should be done outside the bank. We'll talk more about this in the section about investments.

Banks are useful for certain services such as current accounts and safe deposit boxes. For other products, it is typically best to shop elsewhere. For example, banks are offering very low interest rates on savings accounts. That means that after tax and inflation are factored in, you are probably losing purchasing power.

Let's look at what would happen if you put £10,000 in the bank. Interest rates have been historically low, so we will be generous and say that you could make 4% on your money. Regardless of the rate you earn, after taxes and inflation, you will lose purchasing power.

Are you earning a guaranteed loss?

Even though you may feel safe with your money in the bank, the following example shows what happens to your money after taxes and inflation.

You deposit £10,000 at 4% interest rate in your local bank...

You earn interest for the year:	£400
But you pay £80 in taxes on that interest at 20%	-£80
So, your net earnings are:	£320
Your resulting balance would be:	£10,320
...but if inflation is 3.5%	£361.20
your buying power would be reduced to:	£9,958.80

You would have actually had a loss of -£41.20

Get Out of Debt

One of the best ways to beat the banks is to stop funding them. Become debt-free. Most people don't get into debt overnight, so unless you just inherited a lot of money, it is going to take some time and discipline to get out of debt. You need a plan, but here are some tips that can help:

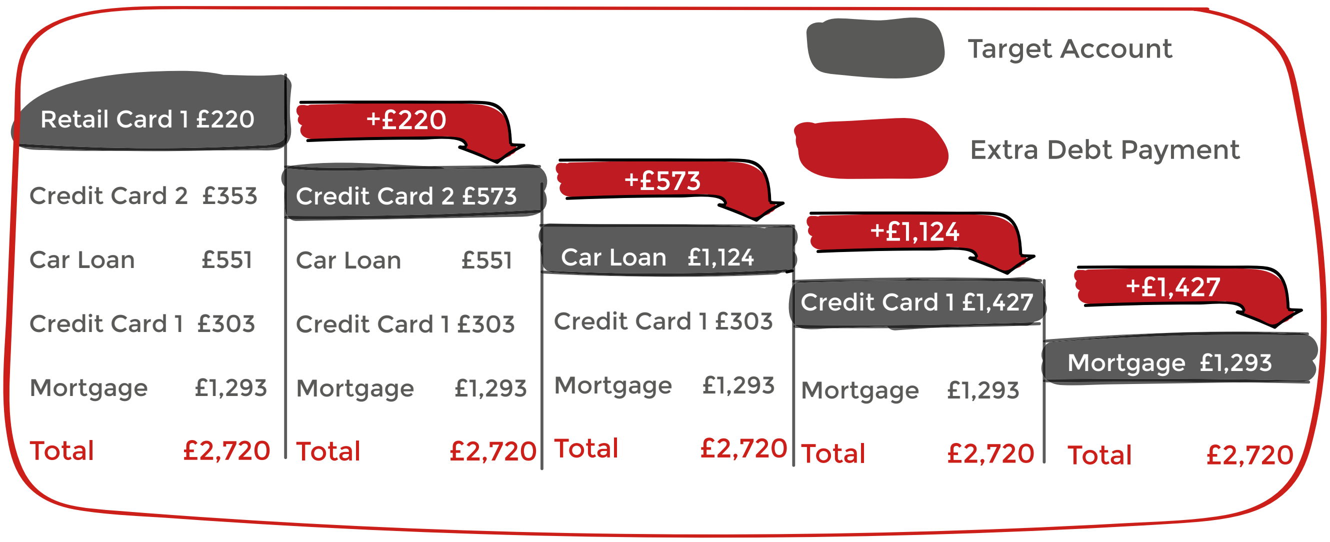
- Be committed – it will take time and patience to be successful.
- Be disciplined – you will have to start saying 'no' to things on which you previously spent your money.
- Have a budget – spend less than you make each month.
- Stick to your plan!
- Make the tough decisions – sometimes this means sacrificing things you have: maybe selling a favourite car or moving to a smaller home.
- Earn extra income, until you get out of debt.

Debt Stacking

When you succeed in paying off a debt, avoid the temptation to spend the freed-up monthly amount, and use debt stacking instead.

Simply make normal monthly payments to all your creditors. When one debt is paid in full, apply the amount you were previously paying to the next debt you have targeted to pay off.

	Without Debt Stacking	With Debt Stacking
Payoff	23 years	9 years
Interest Saved	£0	£130,643
Interest Paid	£214, 442	£83,799
Monthly Payments	£2,720	£2,720



Debt Acceleration

If you would like to be debt-free sooner rather than later, you can accelerate your debt repayment by adding extra principal to the debt stacking described above. It is amazing what an extra £100-300 per month can do to bring forward your debt-freedom date.

Fortnightly Repayments

Most people make their mortgage payment monthly because that is the way the banks set it up. However, if you made a half-payment every two weeks (every 14 days), you would end up making one extra payment per year.

Example:

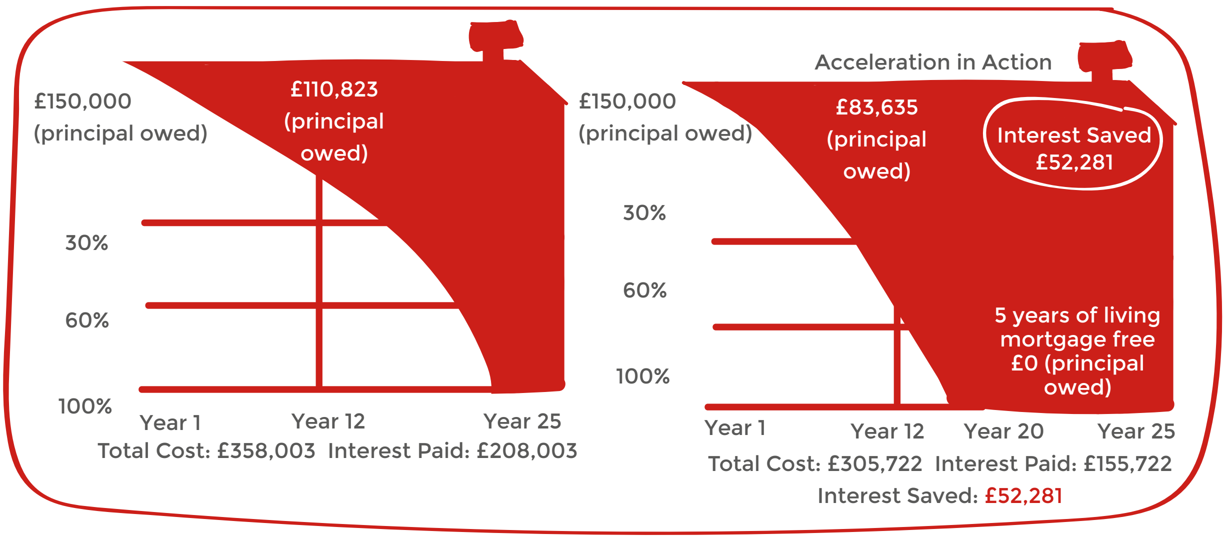
There are 52 weeks in a year, so if you made a payment every other week you would make 26 half-payments per year, which is 13 monthly payments.

Let's say your mortgage payment is £1,000 per month. If you apply the fortnightly repayment option, you will pay £500 every two weeks. £500 x 26 = 13,000. By making a half-payment every other week, you will pay £13,000 over the course of the year, instead of the £12,000 you would have paid if you made your normal monthly payment. You have succeeded in applying one extra payment toward your mortgage. While one extra payment per year may not sound like a lot, it could shave 5 or more years off a 25-year mortgage. On top of this, you will be paying less interest, something the banks would obviously prefer you didn't do.

Speak to your bank, but let's be clear...most banks do not offer this option. However, most will accept fortnightly payments if made by standing order.

Fortnightly Repayment Option

In this example, the mortgage is paid off 5 years early and saves £52,281.



Action Step:

- Set up your standing order to make a half-payment every two weeks (every other Friday, for example). This must be done every 14 days- not twice per month – in order to work properly. Important: When initially setting this up, be sure that the first half-payment is paid two weeks before the normal monthly payment is due, to avoid late fees.
- If you would like to explore how to use debt stacking or accelerate your mortgage even more, your Genistar representative can complete a Financial Game Plan and present you with options.
- If you would like to learn how to make extra income to accelerate your debts, talk to your Genistar representative.

Remember: You must keep up your payments or your home could be repossessed.

Avoid the Slow Lane

Investing for the Long Term

When driving through a town, you must reduce your speed for safety, but when you reach the motorway, you want to speed up. If you are taking a long journey, you don't want to stay in the slow lane: you want to get there as quickly as possible (within the legal limits, of course).

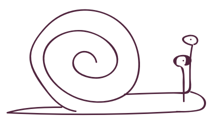
It is the same when it comes to your long-term financial goals: you want to reach them as soon as you can while taking care to get the best possible growth with the least risk. In this section, we will discuss some long-term investment strategies to help you achieve this.

Remember the 10-10-10-70?

10% Emergency Fund
10% Long-term Savings
10% Giving
70% Living Expenses

Now we are going to talk about the 10% that goes to your long term savings...

One of the best ways to reach your goal of financial freedom is to consistently set aside 10% of your income to invest for the long term. We know this isn't a glamorous or get-rich-quick solution, but it works!



Lets look at an example showing the benefits of starting to invest as early as possible...

BETH vs. JOHN

INVESTS	TOTAL VALUE	AGE	INVESTS	TOTAL VALUE
£5,000	£5,400	20	£0	£0
£5,000	£11,232	21	£0	£0
£5,000	£17,531	22	£0	£0
£5,000	£24,333	23	£0	£0
£5,000	£31,680	24	£0	£0
£5,000	£39,614	25	£0	£0
£5,000	£48,183	26	£0	£0
£5,000	£57,438	27	£0	£0
£5,000	£67,433	28	£0	£0
£5,000	£78,227	29	£0	£0
£0	£84,486	30	£5,000	£5,400
£0	£91,244	31	£5,000	£11,232
£0	£98,544	32	£5,000	£17,531
£0	£106,428	33	£5,000	£24,333
£0	£114,942	34	£5,000	£31,680
£0	£124,137	35	£5,000	£39.614
£0	£134,068	36	£5,000	£48,183
£0	£144,794	37	£5,000	£57,438
£0	£156,377	38	£5,000	£67,433
£0	£168,887	39	£5,000	£78,227
£0	£182,398	40	£5,000	£89,886
£0	£196,990	41	£5,000	£102,476
£0	£212,749	42	£5,000	£116,075
£0	£229,769	43	£5,000	£130,761
£0	£248,151	44	£5,000	£146,621
£0	£268,003	45	£5,000	£163,751
£0	£289,443	46	£5,000	£182,251
£0	£312,598	47	£5,000	£202,231
£0	£337,606	48	£5,000	£223,810
£0	£364,615	49	£5,000	£247,115
£0	£393,784	50	£5,000	£272,284
£0	£425,287	51	£5,000	£299,466
£0	£459,310	52	£5,000	£328,824
£0	£496,054	53	£5,000	£360,530
£0	£535,739	54	£5,000	£394,772
£0	£578,598	55	£5,000	£431,754
£0	£624,886	56	£5,000	£471,694
£0	£674,876	57	£5,000	£514,830
£0	£728,867	58	£5,000	£561,416
£0	£787,176	59	£5,000	£611,729
£0	£850,150	60	£5,000	£666,068
£0	£918,162	61	£5,000	£724,753
£0	£991,615	62	£5,000	£788,133
£0	£1,070,944	63	£5,000	£856,584
£0	£1,156,620	64	£5,000	£930,511
£0	£1,249,149	65	£5,000	£1,010,352
£0	£1,349,081	66	£5,000	£1,096,580
£0	**£1,457,008**	67	£5,000	**£1,189,706**

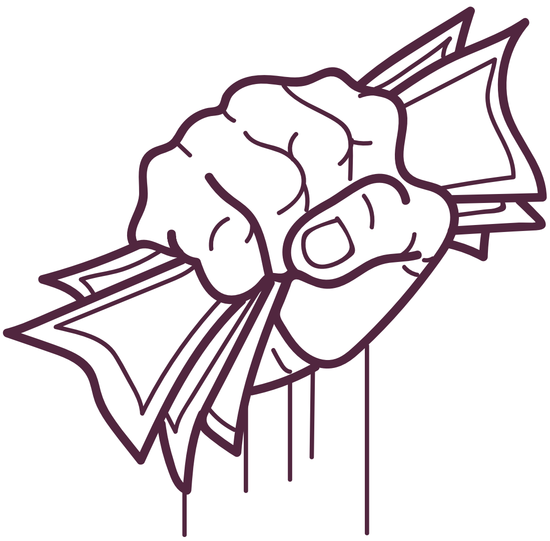
BETH STOPS SAVING!

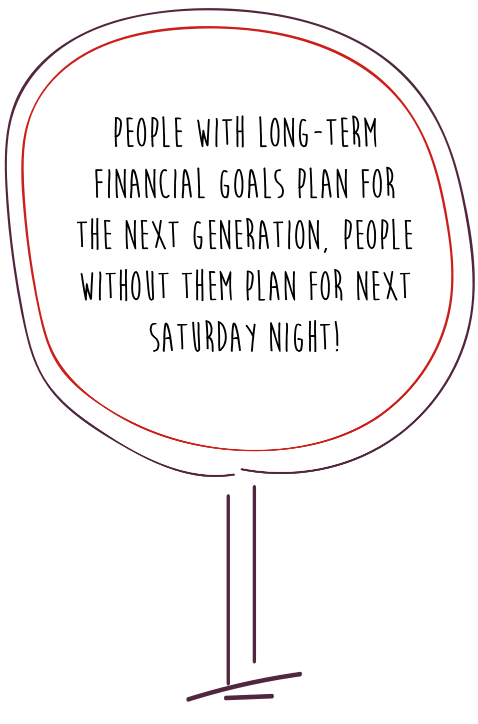
JOHN STARTS LATE

Total amount invested: £50,000

Total amount invested: £190,000

BETH	JOHN
Amount invested: £50,000	Amount Invested: £190,000
Value at 67: £1,457,008.00	**Value at 67: £1,189,706.00**

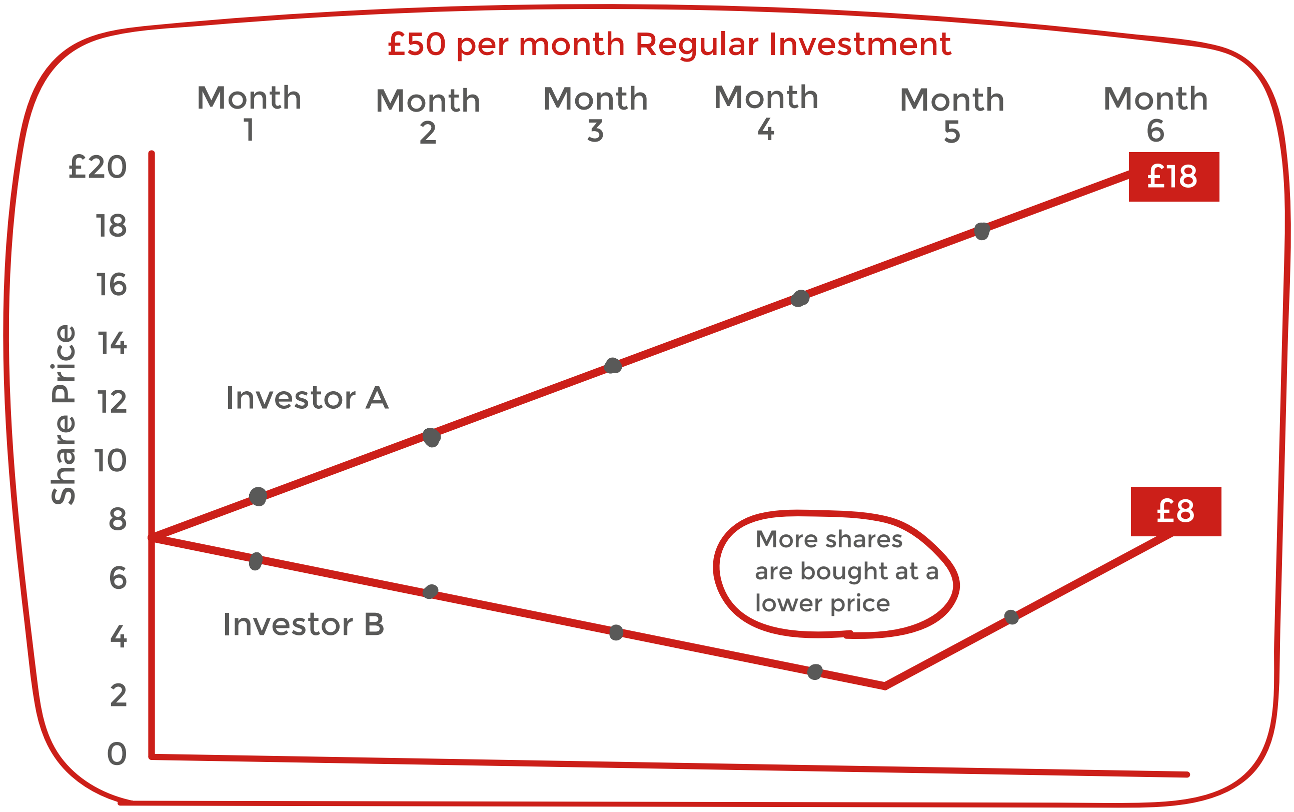




Pound Cost Averaging

There are only two guarantees with the stock market – it will go up and it will go down. Unfortunately, we cannot say when that will happen.

Pound cost averaging is a system whereby you invest a fixed amount every month, no matter what is happening in the stock market. This means you don't have to try and predict the best time to invest. When prices are high you will be buying fewer units, when prices are low you will be buying more. If you invest regularly and consistently for the long term, then you will benefit.

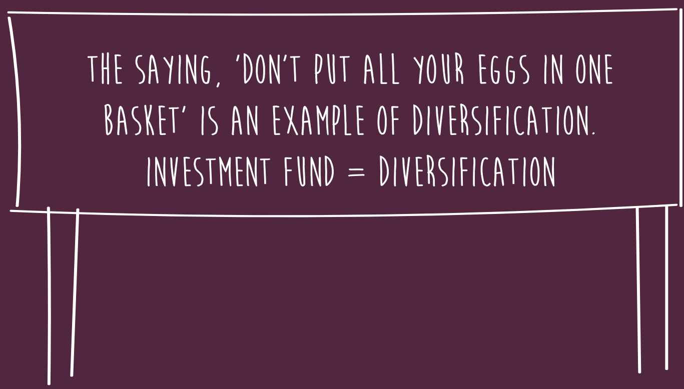


Which investor would you rather be – A or B?

Answer: B

6 months of investing Investor A fund worth £448.20
6 months of investing Investor B fund worth £613.36

Both Investors made money! But Investor B earned more. In this example, both are investing £50 per month. Most people think that if you only invest in a rising market then you make money (Investor A). However, typically an investor earns more in a fluctuating market (Investor B).



Direct Investment in the Stock Market vs. in an Investment Fund

- Direct investment in the stock market can be very risky – if the value of the stock goes down, you could lose money.
- Investment Funds allow you to invest with less risk. These funds are professionally managed (you pay for the service) and they are diversified – the investment is spread across many different stocks.

Determining the Risk

Whichever investment vehicle you choose, there is always some risk – you are investing in the economy, and the economy fluctuates, as it is influenced by many factors. In exchange for the risk, there is the potential for a rate of return that few other investments can offer.

The greater the potential return on an investment, the greater the risk. The lower the risk, the lower the potential return.

When determining if an investment is suitable for you, it is important to establish the potential risks of the investment and your comfort level with those types of risks.

Every investor is comfortable with a different level of risk taking: it is a matter of personal preference. Many factors go into determining someone's tolerance for investment risk:

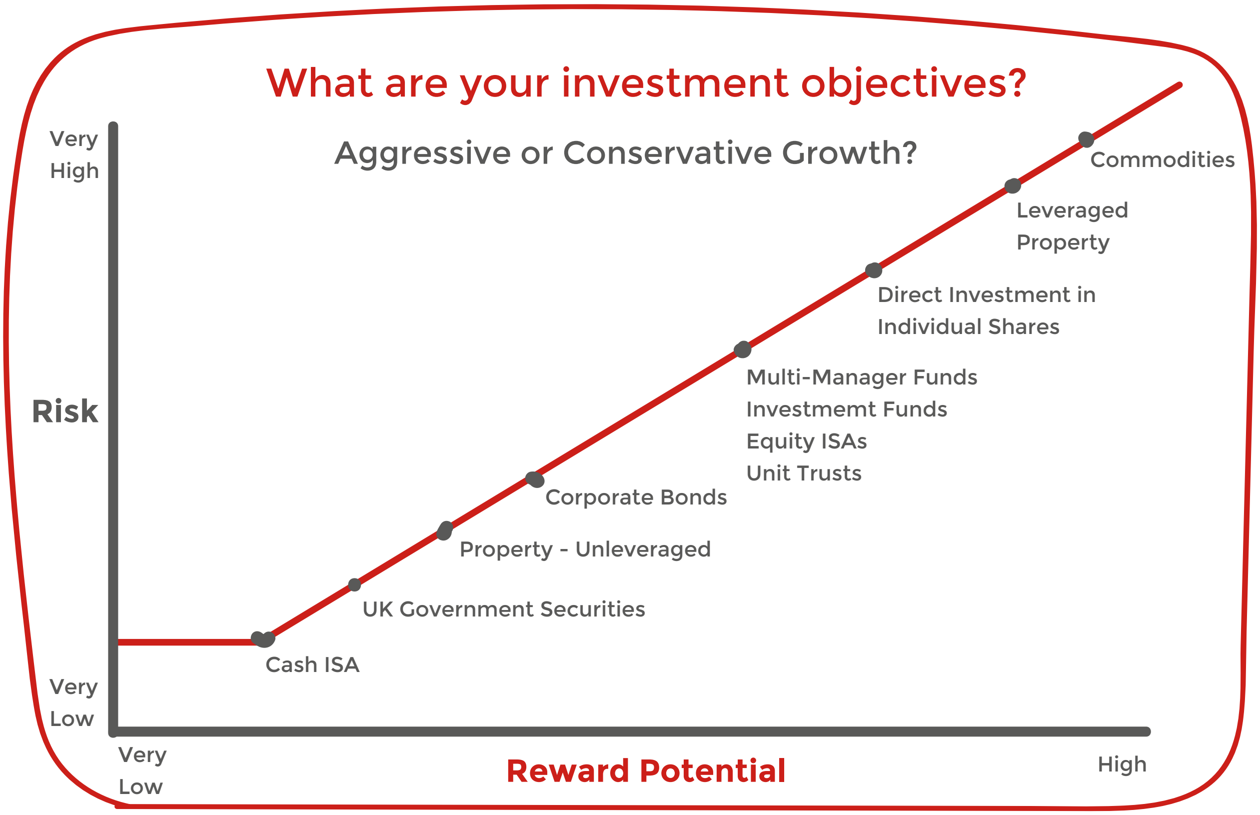
- Personality
- Temperament
- Age
- Proximity to retirement
- Investment experience
- Time until funds are needed
- Purpose of investment

Risk tolerance is one of the key criteria you need to determine before you begin to invest. There are many risk tolerance surveys available before investing in Investment Funds: use them. Unfortunately, most DIY investors skip this very important step.

Types of Investments

There are many types of investments, and they all have their advantages and disadvantages. It is important to choose one that matches your objectives and your personality.

These questions can help you decide which investment is best suited to you: Can you tolerate fluctuating values or the loss of your principal? Do you want to actively manage your investment or be more passive and let someone else make the decisions? Are you an expert investor or a novice? Are you patient or aggressive? When will you need your funds?



Procrastination is Costly

The longer you wait to start investing, the more it costs you in future value. But, starting is the most important thing and investing late is still much better than not investing at all.

If you wanted £500,000 at the age of 67, how much would you have to save?

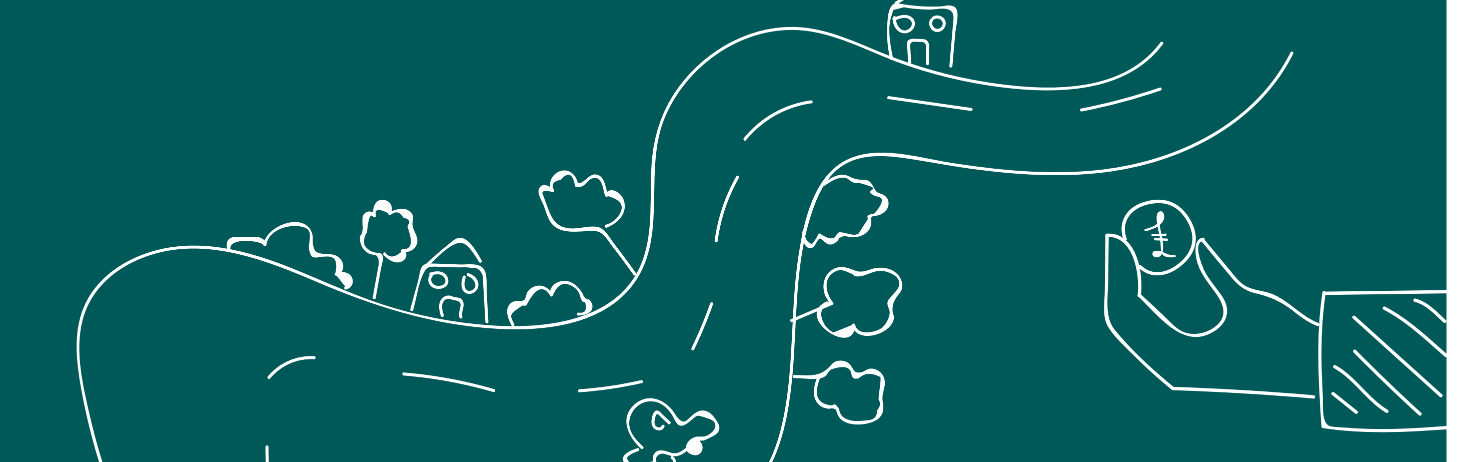
What does it take to accumulate £500,000 by age 67:

AGE	SAVINGS A MONTH
0	£16.54
16	£57.41
20	£78.71
25	£121.54
30	£175.08
40	£404.66
50	£1,030.16
60	£3,626.08

*Assuming 8% interest and no tax considerations

Action Step:

- Learn more about the basics of investing. Genistar offers an online education course called 'On Your Marks... Get Set... Invest!' Go to www.genistaracademy.co.uk
  After completing the course, you will be eligible to begin investing online with investment funds.



Avoid Congestion Charge

Minimise Taxes

Our Government makes laws to encourage or discourage certain behaviours. For example, to reduce pollution in many cities, Low Emission Zones are created where additional taxes are levied on vehicles that produce high emissions. Tax breaks, such as low or no road tax, for hybrid and electrical vehicles are also put into place.

Just as the Government passes laws to encourage us to pollute less with our vehicles, it also creates laws to encourage us to save money for the future. This is the purpose of the tax benefits of an ISA (Individual Savings Account) and a pension.

Tax Benefits of Investing in an ISA

An ISA is a flexible savings vehicle which allows you access to the accumulated funds at any time. When you save in an ISA, the value of the fund grows tax-free. This means your investment has greater potential for growth because your money is compounding. As a result, you will have more in your account when you choose to withdraw. It is like turbo-charging your investment!

Benefits of an ISA

- **Profits are tax free. You do not have to pay taxes on the growth of your investment if it is in an ISA.**
- **Dividends are tax free. Any dividends paid within your ISA are tax free.**
- **Interest is tax free. Interest income from bonds in your ISA is also tax free.**

If you put £5,000 per year for 30 years at 7% return into a taxable investment vs. an ISA, look at the difference of £128,021.

Look at this example:

£5,000 per year (£416.66 per month) for 30 years at 7% return

That's a difference of £128,021!

*Not all types of investments can be put into an ISA. This is an important consideration when you are looking at different options, such as stocks, shares, investment funds, or a cash ISA.
*Each tax year, the government sets a maximum amount that you can pay into an ISA.
*Check with a tax consultant for advice specific to your situation.
*Assuming 20% basic tax rate.

Pensions

While the subject of pensions could fill a book on its own, here we offer a brief overview of the topic.

A pension is a long-term savings plan with tax relief. Your regular contributions are invested so that they grow throughout your career and then provide you with an income in retirement. Recent tax legislation has made getting involved in a pension much more appealing and flexible.

Advantages

- Tax Relief: The major advantage of a pension is that you will receive tax relief on your contributions.
- Outside Contributions: Depending on the scheme, your employer might offer matching contributions.
- Income: When you reach retirement, you have the option to buy an annuity that will provide you with a regular guaranteed income for the rest of your life. Alternatively you can choose to withdraw a regular income from your pension pot and continue to let it grow.
- Manageable: Pension plans are easy to manage and track with regular statements and online access.
- Investment Choices: You get to pick where you want the money to go.

Disadvantages

- Annuity Costs: Buying an annuity provides you with a guaranteed income but is a very expensive option.
- Confusing: Pensions can be a bewildering topic. People are often overwhelmed by the number of options available.
- Stopping Contributions: If you need to stop contributing to your pension, this will affect your retirement pot. Most pensions require regular contributions.
- Inaccessible: Usually pensions lock away your savings until a minimum age of 55. Your money will be tied up long term, so you can not access it in an emergency.

Other Options

Pensions are not your only options when it comes to saving for retirement. A few other possibilities are listed below, but as always, do your research and seek professional advice before making major financial decisions.

- Property
- ISA
- Stocks & shares
- Sale of a business
- Residual income from a business

State Pension

The state pension exists to provide a base for retirement, but you certainly don't want to rely on it to fund your retirement. Effective 6 April 2016, the maximum basic state pension is £155.65 per week, and is far below what you would need to retire comfortably.

Tax Benefits of Entrepreneurship

The government knows that entrepreneurs starting their own businesses are very beneficial to the economy. This is why self-employed business owners are allowed many tax breaks that aren't available under PAYE.

If you are self-employed, you can deduct the cost of allowable expenses. For example, if your turnover is £30,000 and you have £5,000 of allowable expenses, you would only pay tax on the remaining £25,000 – your taxable profit. See the Government website for more information on allowable expenses: https://www.gov.uk/expenses-if-youre-self-employed/overview

As an entrepreneur, you may be eligible to pay less capital gains tax when selling all or part of your business. See the Government website for more information: https://www.gov.uk/entrepreneurs-relief/eligibility

Tax-Planning Tips for Entrepreneurs

- Keep good records
- Keep your receipts
- Make sure everything is documented
- Keep your expenses and income records in a spreadsheet and regularly update it
- Make sure you always have the evidence to substantiate your claims
- File the proper tax forms on time
- Get a good bookkeeper or accountant

Final Thought on Taxes

When it comes to taxes, do not take any short cuts. You may not like the tax laws, but you must comply with them. Declare your income and pay what you owe.

However, there is no reason to pay more than you owe. The government has put legitimate tax breaks into place, and it's in your interest to use them. Failure to claim expenses incurred during work, is a common way to lose money.

Action Step:

- Look into setting up an ISA
- Look into the benefits and options at your workplace pension plan.
- Think about the possibility of starting your own business.

Release the Handbrake

Building a Legacy

You would never knowingly drive around with your handbrake on. Besides increasing wear and tear on your car, it simply cannot perform at its best if the brake is engaged.

Likewise, many people go through life as if their brake were on. They never reach their goal of becoming financially independent or leave anything behind for their heirs.

To leave a legacy is to leave something behind for future generations upon your death. This could be as straightforward as leaving a tidy sum for your family or friends, but you could think even bigger: what about your community, or a school, church, synagogue or mosque?

You probably recognise the name Alfred Nobel and associate it with the Nobel Peace Prize. What you might not know, however, is that he was the inventor of dynamite and several other explosives. He made his fortune through various patents and owned 90 armament factories.

When his brother, Ludwig, died before him, the local newspaper mistakenly ran Alfred's obituary. They referred to him as the 'merchant of death' for his destructive inventions and business ventures. This was a wake-up call for Alfred, and he decided to change his legacy. He altered his will and left 99% of his fortune for the establishment of various Nobel prizes, for which he is remembered to this day. He changed his legacy and you can too.

To leave a legacy you must handle your money wisely.

1 The first step is to learn to manage small amounts of money. Then, when you have accumulated a larger sum, you will continue with the good habits you have learned.

2 The second step is to teach others these financial principles so they can plan their own journey.

Building a business is a great way to leave something behind. Why should you just work towards someone else's dream? Why not build your own business and fulfil your dreams?

At Genistar, we help people to grow their own business on their own timetable.

- Part-time: You can work part-time to earn extra money.
- Full-time: You can go full-time and have the chance to earn unlimited amounts based on your own efforts. In addition, you can create a passive income stream.

Many people would love to be their own boss and build a business, but they don't have the knowledge or funds to get started. Why not consider Genistar? It is not for everyone, but if you would like to help people and get a great financial education while building your own business, speak with your Genistar representative.

Testimonials:

Here are a few of our top leaders who changed their careers.

I was an IFA and had dreamed of owning my own business where I could leverage my time and hire others. I have followed the Genistar system and have received more than £100,000 per annum income and it's growing! What an exciting future we have.
- Steve Jenkins

I was working as an admin assistant in John Lewis when I joined Genistar part time. Genistar gave me a chance to be my own boss, build a team and learn about How Money Works. The Genistar business is rewarding if you work hard and follow the system.
- Ching Dela Cruz

I was a sales manager with 15+ years in sales. I was amazed at the ethical and non-salesy approach that Genistar has by empowering people to make smarter choices for themselves. It has changed my personal mind-set and financial future.
- Steve Owbridge

I was an accountant and Life Coach before joining Genistar.I joined because I saw a way to help add value to other peoples lives & leverage my time. Genistar has given us the means to a great income and lifestyle by working for ourselves.
- Kevin O'Malley

I was a plasterer and decided to join Genistar because of the ethics and the need for what we do. Genistar delivers hope, provides the necessary solutions and empowers people for their future. I'm proud of what we do at Genistar.
- Gerry McGivern

I was an accountant working two jobs, going to college and a single mother. It seemed that there was never enough money, never enough time, never a decent holiday, just an endless list of nevers! Genistar provided the answer to the nevers!
- Barbara Anderson

I was a college teacher and wanted an opportunity to work where everyone is on a level playing field. I have found at Genistar that I am in complete control of my success and I get to take others with me on the journey.
- Daryl Harper

I had worked in banking for 22 years & knew that financial education is not taught in school or anywhere else. I saw the opportunity to empower people in their finances, so I joined & progressed quickly by helping others reach their goals.
- John Flynn

I pastored a church and ran a Bible college. I was looking for a way to make money which did not conflict with my faith. Genistar was the opportunity to do something to help people and build a long term sustainable income - a retirement plan!
- Jan Owbridge

I was a Senior Surgical Care Practitioner (SCP) at a Cardiac Unit in one of the most reputable NHS trusts in London. Genistar gave me a 'Plan B'; I kept my full time job to pay the bills and worked part time in Genistar. I am now full time and building a family business.
- Arvin Burgos

Find Something You Love To Do And You'll Never Have To Work Another Day In Your Life

-Harvey Mackay

My experience in teaching and marketing helped me in building a phenomenal team. I joined Genistar because I wanted to help other families like myself make sense of their money and build a business for my family.
- Roger Davies

Grace is a Healthcare Assistant and I am a Support Worker, we both really enjoy helping people. We have built the business together as a couple and made it to EVP in only 9 months! We had no previous financial background and just followed the Genistar system.
- Glenn & Grace Tortal

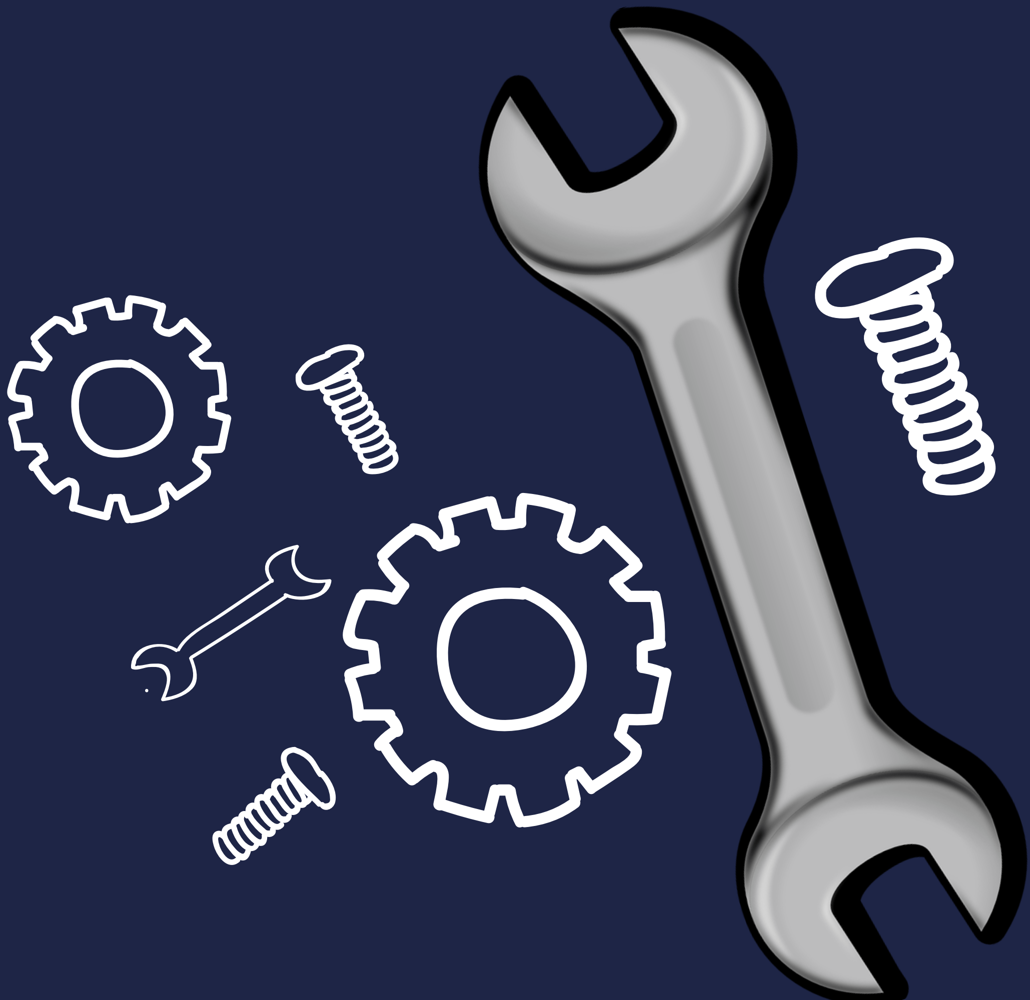
I was a Nanny/Housekeeper & joined Genistar to become debt free and to own my own business. Genistar has CHANGED MY LIFE!
- Marilou DeLeon

I was trained as a Holistic Therapist and also in the property business. I joined Genistar because I love helping people and saw an opportunity to grow as a leader.
- Lalaine Mercado

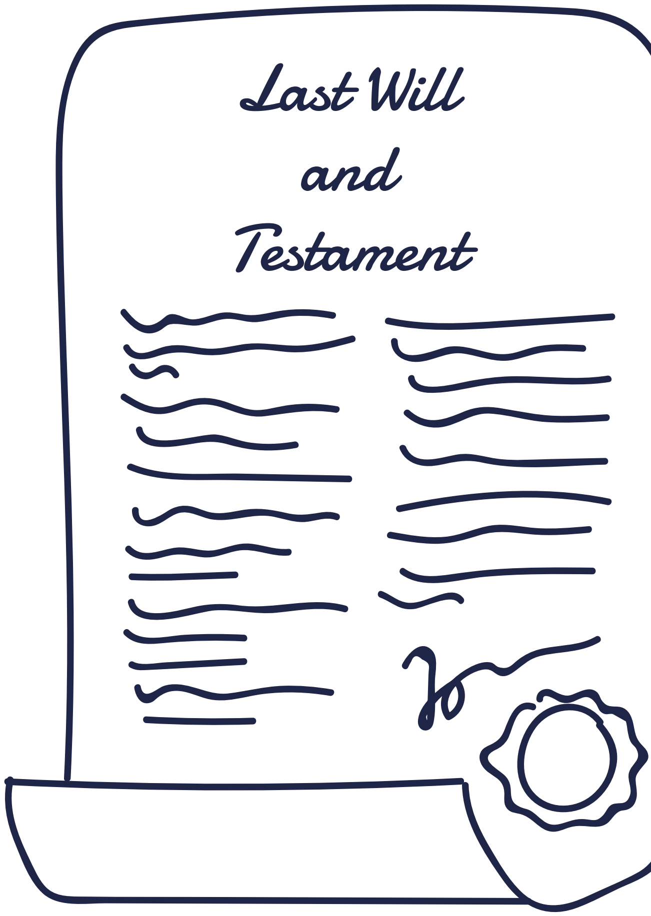
Genistar helped us realise our goals. By being positive, motivated and coachable, plus the system provided by the company makes it even easier to achieve. Now, we are very excited and enthusiastic about this new level of opportunity that will help educate people on how to become financially independent.
-Leo Sunpongco

I am a trained accountant. Genistar has taught me on how to become superhuman! It helped me strengthen my core by inspiring those around me with my words, wisdom, inspiration, confidence, discipline and attitude. The training at Genistar has helped my own development as a Leader.
-Roselyn Theodoulou

I realised a 9-5 job wasn't going to get me where I needed to be, so I joined Genistar. Since joining I have grown personally in every area of my life. I am focused on reaching my goals and dreams and and love that I get to to do that by helping other people reach theirs.
-Fan Che



Maintain your Vehicle



Protecting Your Legacy

An important aspect of car ownership is maintenance. A vehicle lasts longer with proper upkeep: tyre inflation, clean oil, MOT inspections, coolant levels etc. If you attend to the care and maintenance of your car, it will provide you with many years of service.

Your finances work in a similar fashion. To protect your legacy, you need to take care of the details in arranging your estate. There is no point in working hard to accumulate assets, only to have them all taken away. You must protect your legacy to make sure it benefits future generations. This is why it is essential to have a proper will and trust.

Wills

Death is not the most pleasant subject, but one thing is certain, every person will die someday. Preparing for that day by making a will is an important part of the financial planning process.

A will is a legal document that outlines how you would like your assets to be passed on to your beneficiaries, after your death. Making your preferences known can reduce the stress and strain your family will experience from your passing.

Benefits of a Will

A will allows you to choose your beneficiaries, and, if necessary, designate guardians of your children. In addition, you can nominate someone you trust to carry out your wishes. Essentially, a will can give you peace of mind that your family will be taken care of.

You can also leave a contribution to a favourite charity in your will. This is an efficient way of leaving a legacy to help a cause you believe in.

Pitfalls of Dying Without a Will

With all the benefits that a will provides, it is surprising that 70% of the population does not have one. One of the main reasons for this is that it can be difficult to decide who to leave assets to, or who to appoint as the guardians of your children. If you are having a difficult time deciding, imagine the turmoil your heirs would have.

Dying without a will is called 'intestacy' or 'dying intestate.' Intestate law varies slightly across the UK, but a number of similar problems can arise from dying intestate.

If this happens, the cost of administering your estate will be higher. In addition, the person named administrator of your assets may not make the decisions you would have made.

Common Intestacy Rules

- If you are not married or in a civil partnership, your partner will not automatically be entitled to any of your estate unless an asset is held jointly.
- If you are married, your spouse could inherit all your assets, which could exclude your children (except in Scotland). This is true even if you are separated and awaiting a divorce.
- If you have children or grandchildren, the amount they would be legally entitled to depends on where you live.
- Stepchildren may not be entitled to any of your estate.

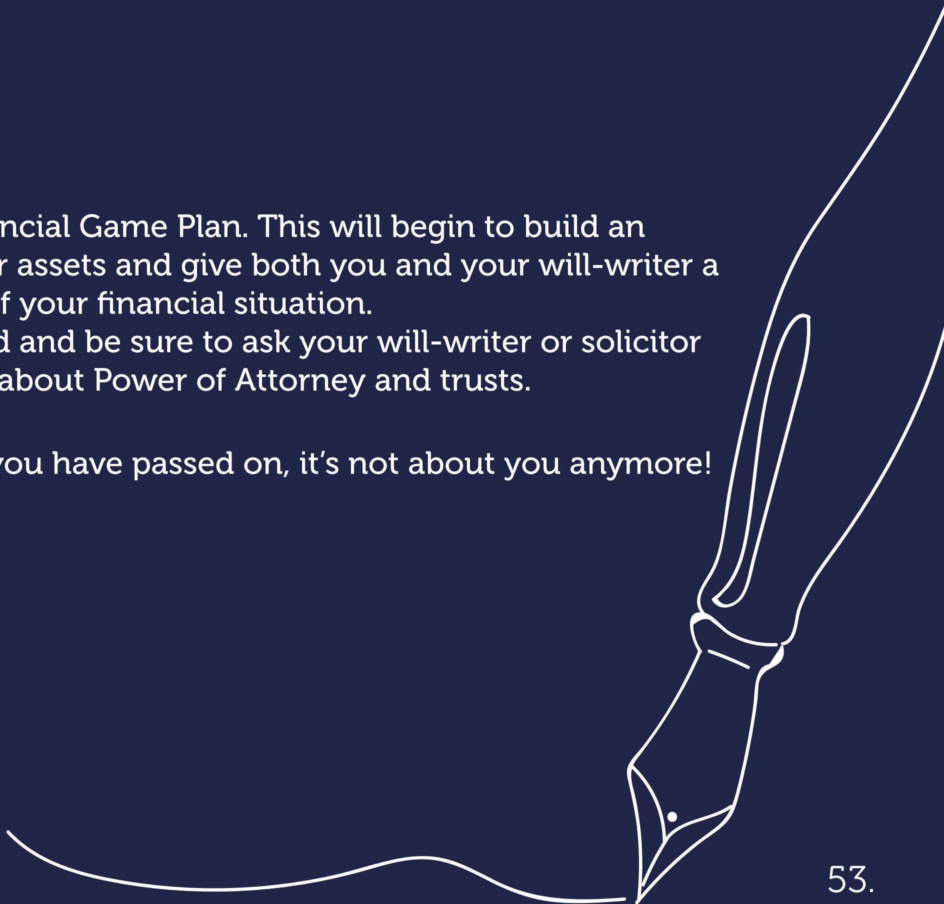
If you die without a will and no relatives are identified through intestacy rules, your estate will go to the Crown, or the state. This is called 'bona vacantia,' and millions of pounds each year go to the state through this law.

If you already have a will, 'Well done!' Just remember that your will should be reviewed every 5 years, especially if your family situation has changed since you drafted it. As your estate grows and becomes more complex you should review your Financial Game Plan and your wills and trusts every few years. Inheritance tax laws are quite complex and may have changed since you last drafted your will.

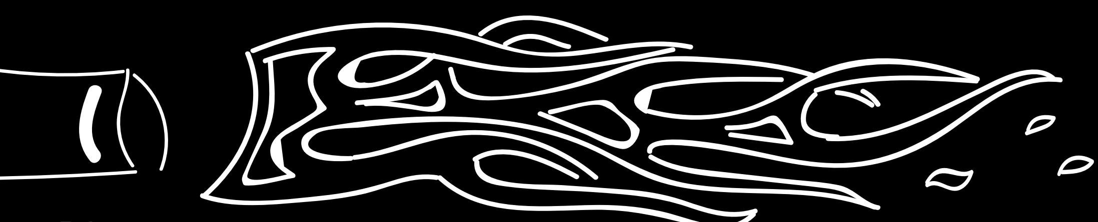
Action Step:

- Complete a Financial Game Plan. This will begin to build an overview of your assets and give both you and your will-writer a clearer picture of your financial situation.
- Get a will drafted and be sure to ask your will-writer or solicitor to explain more about Power of Attorney and trusts.

Remember, when you have passed on, it's not about you anymore!



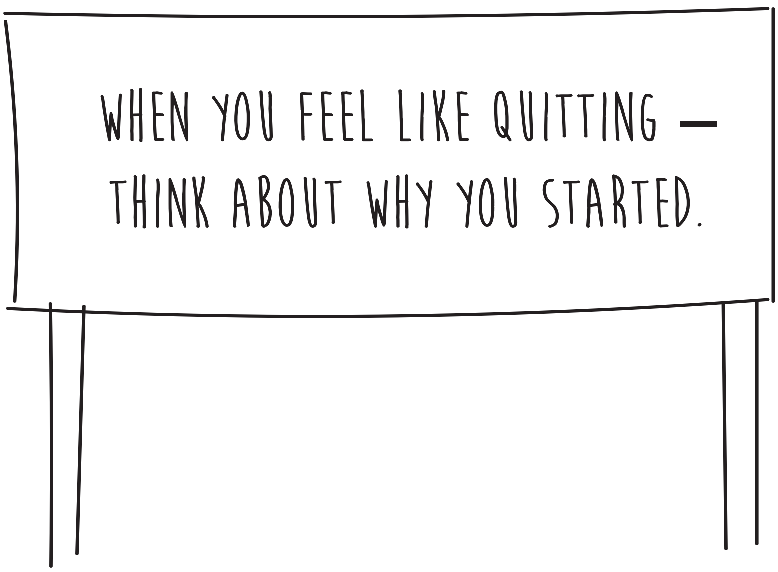
High-Octane Fuel



Develop a Winning Attitude

The fastest race cars are filled with only the best fuel. You wouldn't put cheap petrol in a Formula One racing machine: it would hamper its performance.

As you race toward your financial goals, you want to be sure that you are fuelled by a winning attitude. Attitude is the key to success. You must decide that failure is not an option, and expect to win.



Keys to a Winning Attitude:

- Know that it is OK to build wealth
- Be careful who you listen to
- Always work on self-improvement
- Find an expert and have a coachable attitude
- Develop a burning desire – have a CCMP
- Plan to sow more than you reap
- Remain humble and grateful
- Realise that success comes from being part of a team
- Don't procrastinate

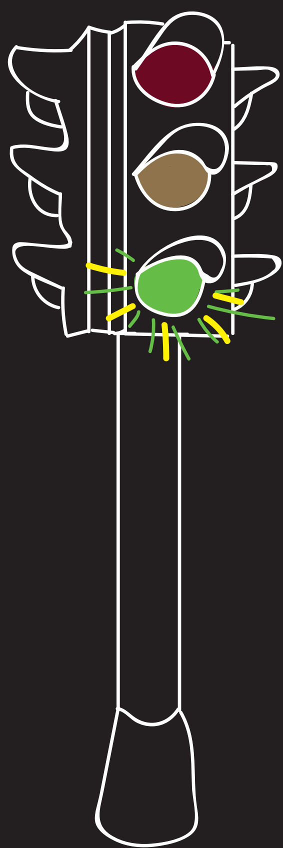
Don't procrastinate...

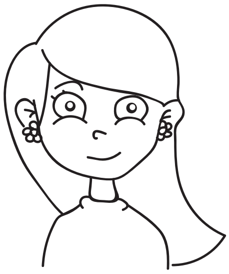
There is never going to be a good time...

Where you are is the only place you can start from, and now is the only time you have. But it doesn't have to be all hard work! We want you to enjoy this journey with us.

At every stage of your life there will be many reasons why it's not the right time to start. We have heard them all. In fact, we have given you the list of excuses right here. You can look through them and tick the one you are using right now.

The further down the list you are, the more important it is to get started now. There is a path to financial success from all starting points. Whatever your current excuses, decide NOW that you are going to take control of your money.





AGE **20** I'M YOUNG. I WANT TO GO OUT AND HAVE FUN. I HAVE PLENTY OF TIME. AGE 65? THAT'S A MILLION YEARS AWAY!

AGE **25** I HAVE A BIG CAR PAYMENT AND I'M IN A RELATIONSHIP, PLUS I ENJOY MY WEEKENDS OUT. I'LL GET STARTED LATER.

AGE **30** I HAVE JUST GOT MARRIED AND WE HAVE TO BUY A NICE HOUSE AND ANOTHER CAR AND WE REALLY WANT TO GO ON SOME EXPENSIVE HOLIDAYS.

AGE **35** SAVE? WE HAVE OUR FIRST CHILD! NAPPIES, BABY FOOD, NURSERY FEES...

AGE **40** NOW WE HAVE TWO CHILDREN. THE SECOND CAR IS WORN OUT AND WE HAVEN'T BEEN ON HOLIDAY FOR THREE YEARS. WE'LL GET STARTED NEXT YEAR.

AGE **50** WE JUST STARTED PAYING UNIVERSITY FEES AND OUR CREDIT CARDS ARE MAXED OUT. WE ARE GETTING A BIT WORRIED ABOUT RETIREMENT BUT WE'RE JUST NOT ABLE TO DO ANYTHING ABOUT IT RIGHT NOW.

AGE **60** I CAN'T BELIEVE HOW FAST TIME WENT BY. IF ONLY I HAD PLANNED. NOW ALL I HAVE TO LOOK FORWARD TO IS A STATE PENSION OF £120 A WEEK. IT LOOKS LIKE I'LL NEVER BE ABLE TO RETIRE.

AGE **70** I WILL MAKE SURE MY KIDS AND GRANDCHILDREN KNOW THIS STUFF. IF ONLY I HAD GOT STARTED WHEN I WAS YOUNGER.

The Next Step

As you have gone through this book plotting out your journey to financial freedom, hopefully you have set your goals and now have a clear picture of your destination. If you have taken the action steps throughout, then you are well on your way to reaching your goals.

So, where do you go from here, and how do you make sure you stay on the right road? Basically, you have three options:

Option 1 – Leave It to a Professional

Do what the wealthy people do, and hire a professional to do everything for you. Only about 5% of the population can afford this option. You put your financial decisions into someone else's hands and pay them for their advice. Typically, an advisor charges £150-500 per hour, and simply to do a financial plan could cost £500-1,500. Other advice and services will be at an additional charge, plus an annual fee on top of that. This sounds like a worry-free option, but how do you know they are making the best choices for your money? I'm sure you have heard a story of a wealthy celebrity losing their investments because they blindly trusted an advisor.

Option 2 – Do It All Yourself

Do all the research yourself. Spend hours deciding which products and services are best for you. Then commit to staying abreast of all the changes in rules and regulations that might affect your situation. If you have lots of spare time and an incredible aptitude for research, this might not be a bad option for you. However, it is a rare person who can do everything themselves and do it well. This might be a viable option for around 1% of the population. Here you are not only the driver, but the mechanic.

Option 3 – Get Education and Guidance

Learn how money works and understand the basics of the various financial products available. No one will have more interest in making sure you reach your financial goals than you will. But there is no need to make this journey through the maze of financial decisions on your own: it can be very reassuring to have someone alongside you to give you education and guidance – but not advice.

This is usually the best option for most people, and it is also the Genistar model. In fact, many of our associates actually came to work with us part-time primarily to get a financial education and to get their own financial plan on course.

Genistar was founded on the concept of treating people like family and doing what is right 100% of the time. If we can serve you as a client, or if you have an interest in our business opportunity, please speak with your Genistar representative.

Products and Services We Offer

Financial Game Plan: A personalised financial report showing how to put a plan in place for your financial future. This is a complimentary service.

Building and Contents Insurance: We offer competitive insurance rates on homes, contents, buy-to-lets and more.

Mortgages: Genistar Mortgages gives guidance and advice on all types of mortgages.

Claims Management: Millions of people have been mis-sold financial products such as PPI (Payment Protection Insurance) and packaged bank accounts. We help people get their hard-earned money back if they were mis-sold these products.

Life and Serious Illness cover: We help families analyse their protection needs and get the right type and amount of protection.

General Insurance: From pet insurance to commercial or business insurance, we can help you.

Debt Management: Our team of experts can help people get their debt under control.

Wills and Trusts: Genistar can help you with wills and trusts.

Financial Education Courses: Genistar Academy offers courses in various financial subjects, including property, taxes, insurance, investing, wills and trusts.

Business Opportunity: Genistar offers a unique business opportunity where you are in business for yourself but not by yourself. We offer a turn-key system to success with very low start-up costs.

Glossary

CCMP: Clear Concise Mental Picture

Credit Card: Allows you to make purchases on credit by borrowing money from the credit card provider

Debit Card: Allows you to make purchases with your money from your bank account

Fat Finder: A Genistar budget tool

FGP: Financial Game Plan

HMRC (Her Majesty's Revenue and Customs): Department of the UK Government responsible for the collection of taxes, the payment of some forms of state support, and the administration of other regulatory regimes including the national minimum wage

Interest: Money paid at a particular rate for the use of money lent, or for delaying the repayment of a debt

Investment Fund: A way of investing money alongside other investors in order to benefit from the inherent advantages of working as part of a group

ISA (Individual Savings Account): A scheme allowing individuals to hold cash, shares, and unit trusts free of tax on dividends, interest, and capital gains

Life Insurance: Life insurance covers you for a set term that you decide at the onset of the policy – usually between 10 and 25 years. Most people take out life insurance to ensure their financial commitments are met in the case of their death

Mortgage: A loan in which property or real estate is used as collateral. The borrower enters into an agreement with the lender (usually a bank) wherein the borrower receives cash upfront, then makes payments over a set time span until the lender is paid back in full

Mortgage Broker: A person or company that arranges mortgages between borrowers and lenders

PAYE (Pay As You Earn): A system of income tax withholding that requires employers to deduct income tax, and in some cases, the employee portion of social benefit taxes, from each paycheck delivered to the employee

Stock Market: The market in which shares of publicly held companies are issued and traded either through exchanges or over-the-counter markets

Trust: An arrangement whereby a trust holds an asset as its nominal owner for the good of chosen beneficiaries

Will: A legal document in which a person states who should receive his or her estate after he or she dies

30 Day Expense Tracker

Write down everything you spend for 30 days:

- Groceries
- Eating Out
- Charity
- Gifts
- Savings
- Insurance
- Mortgage / Rent
- Utilities
- Taxes
- Entertainment
- Holiday
- Travel Expenses
- Child Expenses
- Debt
- Health & Beauty

	Payee	Description	Outgoing
Day 1:			
Day 2:			
Day 3:			
Day 4:			
Day 5:			
Day 6:			
Day 7:			
Day 8:			
Day 9:			
Day 10:			
Day 12:			
Day 12:			
Day 13:			
Day 14:			
Day 15:			

You will be amazed at where you spend your money...

	Payee	Description	Outgoing
Day 16:			
Day 17:			
Day 18:			
Day 19:			
Day 20:			
Day 21:			
Day 22:			
Day 23:			
Day 24:			
Day 25:			
Day 26:			
Day 27:			
Day 28:			
Day 29:			
Day 30:			

FAT FINDER

FOOD & DRINK	Weekly	Monthly	Can Reduce To	Total Savings
Meals/Snacks/Beverages Partner 1				
Meals/Snacks/Beverages Partner 2				
FOOD & DRINK CURRENT TOTAL		£		
FOOD & DRINK TOTAL SAVINGS				£
LEISURE				
Socialising/Nights Out				
Alcohol				
Smoking				
TV License				
Satellite/Cable etc				
Other (Insert Name)				
LEISURE CURRENT TOTAL		£		
LEISURE TOTAL SAVINGS				£
CHILDCARE				
Child Maintenance				
Childcare/Babysitting/Nursery				
School Meals				
Children's Activities/Hobbies				
Pocket Money				
Other (Insert Name)				
CHILDCARE CURRENT TOTAL		£		
CHILDCARE TOTAL SAVINGS				£
HEALTH & BEAUTY				
Gym Membership/Other Recreation				
Haircut His				
Hairdressing Hers				
Beauty treatment (inc. Nails, Facials etc)				
Beauty Products				
Other (Insert Name)				
HEALTH & BEAUTY CURRENT TOTAL		£		
HEALTH & BEAUTY TOTAL SAVINGS				£
MISCELLANIOUS				
New Clothes				
Newspaper/Magazine				
Tithing/Charity				
Other (Insert Name)				
MISCELLANEOUS CURRENT TOTAL		£		
MISCELLANEOUS TOTAL SAVINGS				£
SUMMARY				
TOTAL MONTHLY INCOME	£			
TOTAL MONTHLY EXPEDITURE		£		
TOTAL MONTHLY SAVINGS (FAT FOUND)				£

FAT FINDER

INCOME	Weekly	Monthly	Can Reduce To	Total Savings
Combined Total Income (inc Benefits)				
COMBINED TOTAL INCOME		£		
HOUSEHOLD			Can Reduce To	Total Savings
Mortgage/Rent				
Council Tax/Service Charge				
Electricity				
Gas				
Water Rates				
Home Phone and Internet				
Household/Garden Maintenance				
Mobile Phone(s)				
Shopping Bulk *(Food, Toiletries etc)*				
Shopping Odd Bits weekly *(Bread, Milk etc.)*				
Other (Insert Name)				
HOUSEHOLD TOTAL		£		
HOUSEHOLD TOTAL SAVINGS				£
INSURANCE				
Building and Content				
Car Insurance(s)				
Life Insurance(s)				
Private Health Care/Health Insurance				
Pet Insurance				
Travel Insurance				
Credit Card Payment Protection				
Mortgage Protection				
Other Insurance (Insert Name)				
INSURANCE CURRENT TOTAL		£		
INSURANCE TOTAL SAVINGS				£
CARD & LOAN REPAYMENTS				
Debt(s) Combined				
DEBT TOTAL		£		
SAVINGS				
Savings (inc, Pension, ISA's, Trust, Stocks, etc.)				
SAVINGS CURRENT TOTAL		£		
TRAVEL				
Petrol/Diesel				
Road Tax				
Parking				
Break Down Cover				
Oyster Card/Travel Card				
Other (Insert Name)				
TRAVEL CURRENT TOTAL		£		
TRAVEL TOTAL SAVINGS				£

Goal Setting

My Top 5 Financial Goals

Financial Goals	Description	Estimated Cost	Projected Goal Completion Date
1.			
2.			
3.			
4.			
5.			

GENISTAR

your future is our future