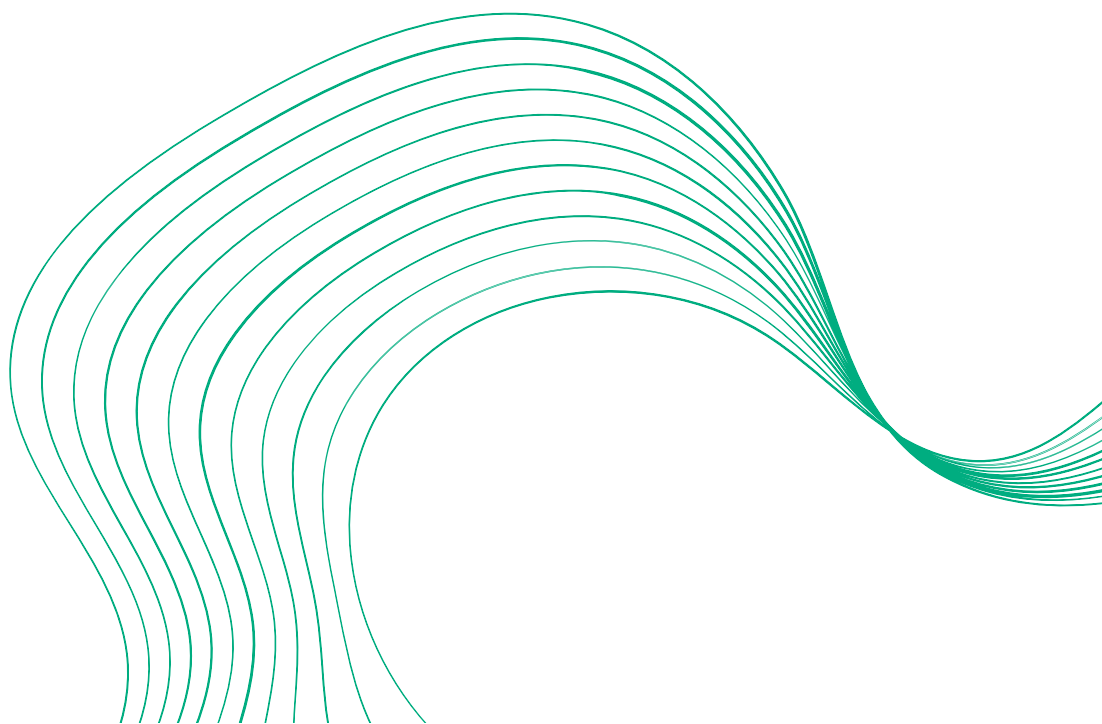




LIFE AND MY FINANCES

DEBT FREE WORKBOOK

WRITTEN BY DEREK SALL



THE BEGINNING OF YOUR FINANCIAL TRANSFORMATION

Congratulations on signing up for this course! Right now, it's the beginning. You're just starting out and don't know what steps to take. By the end, you'll be paying off debts faster than you ever thought possible.

It's going to be an amazing journey. And I'm confident that, while challenging, it's going to be a life-changing ride.

This is your workbook.

Fill in the blanks, take additional notes, and maybe you even want to write down questions here for the upcoming Live Q&A!

MY NAME IS:

I BOUGHT THIS COURSE ON (DATE):

I WANT TO GET OUT OF DEBT BECAUSE:

I'M GOING TO START GETTING OUT OF DEBT
(WHEN?):

I WISH TO GET OUT OF DEBT BY (DATE):

I COMMIT TO GIVE IT MY ALL TO GET OUT OF
DEBT (SIGN HERE):

DEBT SNOWBALL VS. AVALANCHE EXCEL TOOL—INSTRUCTIONAL VIDEO

OPEN THE DEBT SNOWBALL VS. AVALANCHE IN EITHER EXCEL OR GOOGLE SHEETS.

- IF YOU OPEN THE FILE IN EXCEL, BE SURE TO ENABLE MACROS.
- IF YOU OPEN THE FILE IN GOOGLE SHEETS, YOU'LL NEED TO CLICK THE LINK, OPEN IT IN VIEW-ONLY MODE, THEN SAVE A COPY TO YOUR DESKTOP. WITH THAT COPY, YOU WILL THEN BE ABLE TO EDIT AND ADD YOUR DEBT DETAIL.

INPUT YOUR NUMBERS.

- ENTER YOUR DEBTS FROM SMALLEST TO LARGEST ON THE LEFT SIDE OF THE 'DATA' TAB.
- CLICK "UPDATE" ON THE BOTTOM LEFT. YOUR NUMBERS SHOULD AUTOMATICALLY BE SET UP ON THE RIGHT SIDE, LISTED FROM HIGHEST INTEREST TO LOWEST INTEREST (THE DEBT AVALANCHE METHOD).
- REVIEW THE NUMBERS ON THAT TAB. TAKE NOTE OF HOW LONG IT WILL TAKE FOR EACH DEBT TO PAY OFF FOR EACH METHOD.

HOW LONG WILL IT TAKE YOU TO GET OUT OF DEBT BY PAYING THE MINIMUM PAYMENTS?

- CLICK ON THE DASHBOARD TAB. INPUT AN EXTRA MONTHLY AMOUNT AND A ONE-TIME PAYMENT AMOUNT. SEE WHAT THAT DOES TO YOUR PAYOFF JOURNEY. THERE'S GREAT POWER IN THOSE EXTRA PAYMENTS!
- CLICK THROUGH THE OTHER TABS IF YOU WANT TO SEE YOUR DETAIL OR IF YOU'D LIKE TO SEE THE CHART OF YOUR PROGRESS.

YOU'RE NOT SETTING A GOAL YET, BUT TAKE A MINUTE TO WRITE DOWN WHAT'S POSSIBLE:

IF I START WITH A ONE-TIME PAYMENT OF \$_____ AND AN EXTRA MONTHLY PAYMENT OF \$_____, I COULD BE DEBT FREE IN _____.

DEBT SNOWBALL OR AVALANCHE?

WITH THE DEBT SNOWBALL, YOU PAY YOUR DEBTS FROM _____ TO _____.

WITH THE DEBT AVALANCHE, YOU PAY YOUR DEBTS FROM _____ INTEREST TO _____ INTEREST.

THE DEBT AVALANCHE IS FASTEST ON PAPER, BUT IN PRACTICE, THE DEBT SNOWBALL IS USUALLY MORE EFFECTIVE AND FASTER. WHY?

MAYBE YOU'RE NOT AN EMOTIONAL PERSON, AND YOU CAN'T IGNORE THE MATH OF PAYING YOUR HIGHEST-INTEREST DEBTS TO THE SMALLEST. OR, PERHAPS YOU ONLY HAVE CREDIT CARD DEBT, AND IT MAKES MORE SENSE TO PAY THE HIGHEST INTEREST DEBTS FIRST. THAT'S FINE! JUST CHOOSE WHAT'S BEST FOR YOU, AND LET'S TACKLE YOUR DEBT WITH A VENGEANCE!

BETWEEN THE DEBT SNOWBALL AND THE DEBT AVALANCHE, I CHOOSE:

BUILD YOUR EMERGENCY FUND

BEFORE JUMPING INTO THIS STEP AND PAYING OFF DEBT, ASSESS WHERE YOU ARE IN YOUR FINANCIAL JOURNEY. IF YOU AREN'T KEEPING UP WITH YOUR BILLS AND YOU'RE STRUGGLING TO PAY YOUR NECESSITIES, IT'S NOT TIME TO START PAYING DOWN DEBT.

YOU FIRST NEED TO GET YOUR FINANCES UNDER CONTROL.

TO DO THIS, SKIP FORWARD TO THE BUDGETING SECTION. WHEN YOU'RE STABLE WITH YOUR FINANCE, THEN COME BACK HERE AND START OBLITERATING YOUR DEBT!

I NEED ONE MONTH'S WORTH OF AN EMERGENCY FUND, WHICH IS \$_____.

MY IDEAS TO SAVE UP THIS AMOUNT:

WHEN I SAVE UP THE MONEY, I'M GOING TO PUT IT

_____ SO I WON'T
SPEND IT.

IF I NEED TO USE MY EMERGENCY FUND, I'M GOING TO

BEFORE I PAY OFF ANY MORE DEBT.

MAKE YOUR GOAL

MY _____ IS A POWERFUL TOOL.
IF I COME UP WITH A GOAL AND AM COMMITTED TO HIT
IT, MY _____ WILL CONTINUE TO THINK
ABOUT THAT GOAL AND COME UP WITH WAYS TO
ACHIEVE IT.

USING THE DEBT SNOWBALL VS. DEBT AVALANCHE
TOOL, COME UP WITH YOUR GOAL AND WRITE IT
BELOW:

MY STARTING DEBT IS
\$_____.

I WANT TO BE OUT OF DEBT IN
_____.

I CAN ACHIEVE THIS WITH A ONE-TIME PAYMENT OF
\$_____, AND

WITH EXTRA MONTHLY PAYMENTS OF
\$_____.

TAKE YOUR GOAL SHEET AND PUT IT SOMEWHERE WHERE YOU'LL SEE IT EVERY DAY. IN YOUR BATHROOM CUPBOARD, ON YOUR MIRROR, OR MAYBE EVEN TAPED TO THE CEILING ABOVE YOUR BED SO YOU'RE REMINDED OF YOUR GOAL EACH AND EVERY MORNING.

DON'T LOSE SIGHT OF IT! WE'RE GOING TO GET OUT OF DEBT HERE, AND WE'RE GOING TO DO IT FAST!

WHAT'S YOUR WHY?

YOU BOUGHT THIS COURSE BECAUSE YOU WERE ALL FIRED UP TO GET OUT OF DEBT. I DIDN'T WANT TO SQUELCH THAT FEELING WITH A BUNCH OF TALKING, BUDGETING, AND FINANCIAL THEORY. I WANTED YOU TO KEEP THAT ACTION GOING! (WHICH IS WHY I WAITED UNTIL NOW TO BRING THIS UP.)

BUT THIS PART IS SUPER IMPORTANT.

EXCITEMENT CAN ONLY LAST SO LONG. WHEN THAT WEARS OFF, YOU'VE GOT TO HAVE A PURPOSE. YOU NEED TO HAVE THIS BURNING REASON INSIDE YOU THAT KEEPS YOU GOING NO MATTER WHAT.

EXAMPLES OF SOME GREAT REASONS

- I'M SICK OF THAT NERVOUS PIT-IN-MY-STOMACH FEELING AT THE END OF EACH MONTH WHEN I KNOW THE BILLS ARE COMING, BUT THERE'S BARELY ANY MONEY IN MY ACCOUNT. I DON'T WANT TO FEEL THIS WAY ANYMORE!
- EVERY YEAR COMES AND GOES, AND I HAVE NOTHING TO SHOW FOR IT. I MAKE GOOD MONEY. IT SHOULDN'T BE LIKE THIS! I WANT THIS DEBT GONE SO I CAN ACTUALLY WIN IN LIFE!
- I WANT TO SEND MY KIDS TO COLLEGE AND GIVE THEM THE OPPORTUNITY TO SUCCEED AND BE GREAT IN THIS WORLD.

SO WHAT IS IT FOR YOU? WHY DO YOU WANT TO GET OUT OF DEBT?

THREE WAYS TO MAKE MORE MONEY

SUPER SIMPLE INTRODUCTORY LESSON HERE. (BUT BEWARE, THE UPCOMING APPLICATION OF THESE LESSONS WON'T BE SO SIMPLE.)

CUT BACK ON _____.

INCREASE YOUR _____ AT YOUR DAY JOB.

START A _____.

TIME TO DIVE INTO THE DETAILS OF EACH!

CUT YOUR EXPENSES (OVERVIEW)

I LOOKED IN EVERY NOOK AND CRANNY, FINDING EVERY POSSIBLE PENNY I COULD FIND. I RODE MY BICYCLE TO WORK EVERY DAY. IT ONLY SAVED ME ABOUT \$2 EACH DAY, BUT THAT MEANT \$40 A MONTH!

LEAVE NO ROCK UNTURNED.

IT'S TIME TO FIND A BUNCH OF SAVINGS, STARTING WITH THE BIG DOLLAR ITEMS AND FINISHING WITH THE SMALL ONES.

THIS LESSON WILL TAKE TIME. IT WON'T BE EASY. GET THAT GOAL IN FRONT OF YOU. AND KEEP YOUR 'WHY' HANDY AS WELL.

LET'S FIND HUNDREDS—NO, THOUSANDS—OF DOLLARS A MONTH!

THE FASTER WE GET OUT OF DEBT, THE BETTER.

MY THREE LARGEST EXPENSES ARE:

I CAN CUT OUT THESE EXPENSES OR REDUCE THEM SEVERELY BY:

CUT YOUR EXPENSES - HOW TO DIVE DEEP INTO YOUR CREDIT CARD/BANK STATEMENTS

- DOWNLOAD ALL YOUR EXPENSE STATEMENTS (BANK/CREDIT CARDS/DIGITAL WALLETS) BY GOING TO EACH WEBSITE, FINDING THE DETAILED TRANSACTIONS PAGE, AND THEN DOWNLOADING THEM AS A .CSV FILE.
- OPEN YOUR .CSV FILES IN EXCEL OR GOOGLE SHEETS (AND YOU CAN MOVE THEM INTO A NEW TAB IN THE BUDGET TEMPLATE JUST LIKE I DID FOR THE INSTRUCTIONAL VIDEO).

AT FIRST GLANCE (BEFORE FILTERING OR PIVOTING ANYTHING), I NOTICE THAT THESE EXPENSE ITEMS SHOW UP QUITE A LOT ON MY LIST:

WHEN I PIVOT MY EXPENSES BY **CATEGORY**, THESE ARE MY TOP SPENDING CATEGORIES:

WITHIN THOSE CATEGORIES, I COULD SEE THAT I SPENT QUITE A LOT OF MONEY (AND CAN THEREFORE SAVE A LOT OF MONEY) AT THESE STORES:

HOW TO SET UP YOUR BUDGET

ARE YOU STICKING WITH ME? THESE LESSONS AREN'T EASY. IN FACT, THEY CAN GET DOWNRIGHT BORING IF YOU DON'T HAVE A GOAL AND A SOLID REASON FOR GETTING OUT OF DEBT! BUT, IF YOU DESPERATELY WANT OUT OF DEBT, THESE LESSONS ARE GOING TO HELP YOU, I ASSURE YOU.

LAST TIME, WE DUG DEEP INTO EXPENSES. THIS TIME, WE'RE GOING TO MAKE YOUR BUDGET. AT FIRST, YOU WON'T LOVE IT. IN FACT, YOU'RE GOING TO MAKE MISTAKES WHICH IS GOING TO MAKE YOU LOVE IT LESS. BUT HANG WITH ME, AND YOU'LL SOON HAVE A PASSION FOR YOUR BUDGET. I KNOW, SOUNDS WEIRD, BUT IT'S ABSOLUTELY TRUE. IF YOU STICK WITH ME LONG ENOUGH, YOU'LL SOON UNDERSTAND. ;)

ALRIGHT, ONTO BUDGETING!

MY INCOME AFTER TAXES EACH MONTH IS

\$_____.

MY FIRST BUDGET ESTIMATE TOTALED

\$_____.

(IF YOUR INITIAL BUDGET TOTAL IS MORE THAN YOUR INCOME, DON'T WORRY. IT'S JUST TIME TO DIVE DEEPER AND GET RID OF MORE EXPENSES. I SHOW YOU HOW TO DO THAT IN THE VIDEO.)

AFTER LOOKING AT THE IDEAL BUDGET VS. MY EXPENSES, I'M OVERSPENDING ON:

THESE ARE MY IDEAS TO SAVE MONEY IN THESE CATEGORIES:

- I HAVE REVIEWED THE METHODS FOR BUDGETING AND TRACKING MY ACTUAL SPENDING. I COMMIT TO USING THESE METHODS WITH MY SPENDING.

MAXIMIZE YOUR SALARY

IF YOU WANT TO INCREASE YOUR INCOME, THE BEST PLACE TO START IS WITH THE MONEY YOU'RE ALREADY EARNING.

PRINT OUT YOUR PAYCHECK STUB. LIST ALL THE ITEMS THAT ARE COMING OUT OF YOUR PAYCHECK:

_____	_____
_____	_____
_____	_____

CAN YOU SAVE ON ANY OF THESE EXPENSES?

(IF YOU'RE INVESTING, BE SURE TO ONLY INVEST UP TO THE MATCH WHILE YOU'RE GETTING OUT OF DEBT.)

WHAT ARE SOME OTHER WAYS YOU COULD INCREASE YOUR PAYCHECK?

ADD A SIDE GIG OR PART-TIME INCOME

YOU WANT TO GET OUT OF DEBT NOW, SO FIND OTHER INCOME SOURCES THAT CAN START FLOODING YOUR ACCOUNT NOW.

DON'T START TAKING SURVEYS FOR \$0.25 A PIECE OR SPEND 6 MONTHS STARTING A BLOG YOU'RE *HOPING* WILL EARN YOU MONEY SOON. THOSE WON'T MOVE THE NEEDLE ON YOUR DEBT.

GO TALK TO YOUR TEN IMMEDIATE NEIGHBORS. SEE IF THEY'D BE WILLING TO LET YOU MOW THEIR LAWN THIS SUMMER. IF FIVE SAY YES, THAT'S \$20 PER YARD EACH WEEK. THAT'S \$100 A WEEK AND \$400 A MONTH. THAT'S WHAT I'M TALKING ABOUT!

REMEMBER, THIS IS ONLY TEMPORARY, AND THE MORE YOU DO, THE MORE MONEY YOU'LL MAKE, WHICH MEANS THE FASTER YOU'LL PAY OFF DEBT, WHICH MEANS FEWER MONTHS OF DOING THESE CRUMMY JOBS.

WHAT CAN YOU DO ON THE SIDE TO EARN EXTRA MONEY?

KEEP AT IT. STAY MOTIVATED!

REMEMBER YOUR 'WHY'. YOU'VE GOT A PURPOSE FOR GETTING OUT OF DEBT, AND I KNOW YOU CAN STILL DO IT! JUST REMEMBER, YOU'LL ALWAYS REGRET GIVING UP ON THIS IF YOU DO. YOU'LL NEVER REGRET PAYING OFF YOUR LOANS AND HAVING THOUSANDS OF EXTRA DOLLARS FLOODING YOUR BANK ACCOUNT EACH MONTH.

I'M GETTING OUT OF DEBT BECAUSE:

I'M GOING TO KEEP MYSELF MOTIVATED BY:

CREATING A GET-OUT-OF-DEBT PAPER CHAIN (\$100 FOR EACH LINK) AND CUTTING LINKS AS I PAY OFF DEBT

KEEP AT IT! DON'T STOP UNTIL YOU WIN!



YOU'RE OUT OF CONSUMER DEBT. NOW WHAT?

WHEN YOU DRIVE AND PUSH AND SCRAPE AND CLAW YOUR WAY OUT OF DEBT, YOU KIND OF GET USED TO THE GRIND. IT'S WHAT YOU COME TO KNOW. YOU LEARN HOW TO PAY OFF HUNDREDS IF NOT THOUSANDS OF DOLLARS A MONTH AND YOU GET PRETTY DANG GOOD AT IT.

AND THEN YOU ACHIEVE YOUR GOAL. YOU GET OUT OF DEBT.

WOOOHOOOOOOO!!!! BUT WAIT, NOW WHAT DO YOU DO?

IT'S A COMMON QUESTION.

- BASED ON DEREK'S VIDEO TEACHING AND THE SLIDE DECK, I SHOULD FIRST CELEBRATE, THEN EASE UP A LITTLE BIT.
- MAYBE DITCH THAT SECOND JOB AND LEARN TO ENJOY LIFE A LITTLE.

ONCE I DO THAT, THESE ARE THE NEXT STEPS I
INTEND TO TAKE ONCE I'M CONSUMER DEBT FREE:

1) _____

2) _____

3) _____

4) _____

5) _____

6) _____

7) _____

8) _____

LET ME TELL YOU, ONCE YOU GET INTO THESE STEPS,
LIFE SURE STARTS FEELING AWESOME! AND WHEN YOU
WORK YOUR WAY UP TO BECOMING MORTGAGE FREE,
THE CASH FLOW IS JUST UNBELIEVABLE.

YOU'LL GET THERE, I HAVE NO DOUBT!

ADDITIONAL ITEMS

HOW TO FIND YOUR DEBTS

TO FIND ALL MY DEBTS, I SHOULD FIRST SET UP AN ACCOUNT WITH:

_____ OR

IF I HAVE DEBT IN COLLECTION AND CAN'T RECALL WHAT THEY ARE OR WHO THEY'RE WITH, I SHOULD TRY THE FOLLOWING:

ADDITIONAL ITEMS

EXCEPTIONS TO THE DEBT SNOWBALL

WITH THE DEBT SNOWBALL, YOU PAY OFF YOUR DEBTS FROM SMALLEST TO LARGEST, BUT THERE ARE EXCEPTIONS TO THIS RULE.

IF I HAVE THESE DEBTS, I SHOULD MOVE THEM TO THE FRONT AND PAY THEM AS FAST AS POSSIBLE:

IF I HAVE THESE DEBTS, I CAN MOVE THEM TO THE BACK OF THE LINE AND PAY THEM LAST IF I WANT TO:

THERE ARE TIMES WHEN I SHOULD PUSH PAUSE ON MY DEBT SNOWBALL. THESE ARE HUGE EVENTS LIKE:

(AND AS WE MENTIONED BEFORE, IF YOU NEED TO USE YOUR EMERGENCY FUND, PUSH PAUSE ON PAYING OFF DEBT UNTIL YOU REPLENISH YOUR EMERGENCY FUND BACK WHERE IT WAS.)

AND THAT'S IT! YOU NOW KNOW EVERYTHING THERE IS TO KNOW ABOUT GETTING OUT OF DEBT.

IF YOU NEED ANYTHING OR HAVE OTHER QUESTIONS, YOU CAN REACH ME AT DEREK@LIFEANDMYFINANCES.COM.

BEST OF LUCK TO YOU ON YOUR DEBT PAYOFF JOURNEY!