



Your Banking Solution. 406.651.AFCU (2328) www.altanafcu.org

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This book is intended as a general guide to the topics discussed, and it does not deliver accounting, personal finance, or legal advice. It is not intended, and should not be used, as a substitue for professional advice (legal or otherwise). You should consult a competent attorney and/or other professionals with specific issues, problems, or questions you may have.

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## TIME FOR YOUR ANNUAL FINANCIAL CHECKUP

You may have had your annual physical exam and taken your car in for scheduled maintenance this year, but what about your annual financial fitness checkup? A financial fitness checkup is an opportunity to see how you are doing financially and make sure you're headed in the right direction.







Did you know that people who "have it all" didn't get there by accident? They made a financial plan and stuck to it! Let us teach you the steps of creating your own personal financial plan and how to follow it.

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### THE BASICS OF BUDGETING

#### Step 1: Set Your Financial Goals

- Begin with the end result in mind
- Make choices and set your priorities
- When making a purchase, ask yourself if you need it or if you just want it

#### Step 2: Analyze Where Your Money Goes

Track your actual spending each month using the budget worksheet on the following pages.

#### Step 3: Build A Budget

After you've tracked your ACTUAL spending on the budget worksheet, try to keep your expenses in line with your goals. If you're having a hard time, see the budget pitfalls and money-saving tips starting on page four.

#### Tools Available To You

Many financial calculators are available online to help you with your budgeting and saving goals. They can help you answer some common financial questions in the areas of home financing, personal financing, investments, retirement and leasing.

### MONEY-SAVING TIPS

- Pay down debt
- Refinance mortgage
- Bundle insurance with one company
- Use credit cards wisely
- Only charge what you can pay in full
- Eliminate late payment fees; pay on time
- Understand rates, terms and conditions of credit cards
- Send in rebates and use coupons
- Drive sensibly to save on gasoline
- Brown-bag it
- Don't go grocery shopping when you're hungry and make a list first
- Call on cell phones during off-peak hours
- Use ceiling fans instead of your airconditioning
- Make saving a habit
- Payroll direct deposit
- Save one year's raise
- Holiday club account
- Automatic withdrawal
- Start a change jar
- If you drink a lot of bottled water, get a water filter for your sink faucet instead
- Check out a pay-as-you-go plan for your cell phone

- Cut out the soft drinks
- Quit smoking
- Change your own auto oil
- Make family meal menus and stick with them
- Set your thermostat relatively high in the summer and low in the winter
- Consolidate debt if you get lower payments, a shorter term and a lower rate, but be sure that the money this frees up goes to pay off the debt or is saved
- Check your hot water heater and make sure it is not set too high
- Get magazine subscriptions vs. buying off the rack
- Only wash clothes or dishes when the washer is full
- Caulk around windows, doors and any cracks on the outside surface of your home
- Buy a home usually payments for a home are similar to the rent you are now paying and you will also be building equity
- Have a garage or yard sale
- Cut back your cable service options
- Use flexible spending for dependent care and medical expenses

# Pitfalls that could destroy your spending plan

- Medical emergencies
- Holidays
- Vacations
- Repair bills
- Auto accidents
- Lack of emergency fund
- Gifts

# Examples that drain your budget dry

- Parking tickets
- Unread subscriptions
- Unread newspapers
- Ignored repairs
- Leftover food
- Quick car acceleration
- Air/moisture leaks in your home
- Late fees
- Unused phone services
- Water left running
- Leaky faucets
- Lights left on
- Impulse shopping
- Eating out frequently



## WARNING SIGNS OF A FINANCIAL PROBLEM

- More than 20% of your monthly net income is going to pay back credit cards and other loans (excluding mortgage).
- 2

You're borrowing money to make payments on loans you already have.

3

You're frequently at, near, or over the limit or your credit cards.

4

You're paying only the minimum required on you credit card bill.

5

You're paying bills late or putting off visits to the doctor because you don't think you have enough money.

6

You're working overtime or a second job just to cover food, housing, and other living expenses.

# Do you NEED it or do you WANT it?

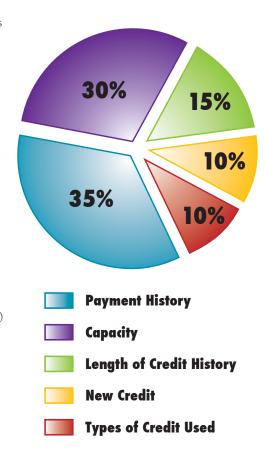
Let's face it, sometimes we say we "need" things that we actually don't. Needs are the very basic things we must have to survive. Wants are the things that make life more interesting and fun, but you could live without them if you had to. You need food to eat, but you want to eat pizza out with your friends. You need a place to live, but you want a TV in your room. You need some clothes to wear, but you want those designer jeans. Everyone has wants, but when your wallet is looking thin, needs have to come first.

### THE IMPORTANCE OF A CREDIT SCORE

Overlooking the importance of your credit score can be detrimental to your financial health. Creditors often make loan underwriting decisions and set interest rates based on credit scores. Insurance companies, landlords and even cell phone companies may use credit scores to make decisions about consumers.

### HOW IS MY SCORE CALCULATED?

- 1. 35% is based on your payment history
  - Number of accounts paid on time
  - Delinquent accounts current pay history is more important than past pay history
  - Negative public records or collections
- 2. 30% is based on capacity
  - Percent of revolving credit available
- 3. 15% is based on the length of credit history
- 4. 10% is based on new credit
  - Number of accounts recently opened
  - Number of recent inquiries
- 5. 10% is based on the types of credit used
  - Total number of accounts
  - Types of accounts (installment vs. revolving)



#### What will hurt my score?

- Missing payments. It could take up to two years to restore credit with one late payment.
- · Maxing out credit cards.
- · Shopping for credit excessively.
- Opening up several new accounts in a short time frame.
- Having more revolving loans in relation to installment loans.
- Borrowing from finance companies.
- Bankruptcy.

#### What doesn't affect my score?

- Debt ratio (debt to income)
- Income
- · Length of residence
- · Length of employment
- Race, color, religion, national origin
- · Gender, marital status, age

#### How can I improve my score?

- Get a copy of your credit report and review it carefully. Correct any errors.
- Pay your bills on time (old late payments will become less significant over time).
- Pay down credit card debt.
- Do not close credit cards because available credit will decrease.
- Slow down on opening new accounts and don't open accounts you don't intend to use.
- Contact creditors as soon as you know you will have a problem paying bills on time and try to work out a payment arrangement.
- Work towards developing an ongoing record of paying on time.
- · Move revolving debt to installment debt.

#### How can I establish credit history?

- Open a checking or savings account at the credit union to establish a good relationship.
- Apply for a small limit credit union credit card pay on time.
- Apply for a gas card pay off monthly.
- · Budget, track expenses and save.

#### Tips For Using Credit Wisely

- · Charge small amounts pay on time.
- Pay in full if possible avoid the minimum payment trap.
- · Don't max out credit cards.
- Avoid late or over the limit fees.
- · Avoid using cash advances.
- · Don't co-sign loans for your friends.

#### Review Your Report

You can get a free copy of your credit report annually at any of the following websites: www.experian.com, www.equifax.com, www.transunion.com, or www.annualcreditreport.com.

## "GOOD DEBT" vs "BAD DEBT"

Yes, there is such a thing as good debt. That's debt that can provide a financial pay off. Borrowing to buy or remodel a home, paying for a child's education, advancing your own career skills, or buying a car to get to work can provide long-term financial benefits.

Bad debt is when you borrow for things that don't provide financial benefits or that don't last as long as the loan. This includes borrowing for vacations, clothing, furniture or dining out.

## WARNING SIGNS OF TOO MUCH DEBT

- Only making the minimum payments
- At or near your credit limit on cards
- Don't know how much you owe
- Use cash advances to pay other bills
- Denied credit
- Lie to spouse or family about spending

If you're having difficulty paying your bills, contact your creditor to determine a course of action. Some creditors may refer you to a credit counseling agency for help. One reputable local credit counseling agency is the Village Financial Resource Center (701-235-DEBT). Bankruptcy should be a last resort and not entered into lightly.

# 5 STEPS FOR HANDLING CREDIT CARDS WISELY

Credit cards can serve many useful purposes but people often misuse them. Take, for example, the habit of making only the minimum 2% payment each month – on a \$2,000 balance and with an 18% interest rate, it would take you 30 years to pay off the amount owed. Here are some additional tips for handling credit cards wisely.

- 1. Keep only one or two cards, not the usual eight or nine
- 2 Don't charge hig-ticket items. Find less expensive loan alternatives.
- 3. Shop around for the best interest rates, annual fees, service fees, and grace periods
- 4. Pay off the card each month, or at least more than the minimum.
- 5. Transfer balances to the lowest rate card





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## MONTHLY BUDGET WORKSHEETS

Smart money managers know exactly how much money they can count on coming in, and exactly how much money they need to spend on bills and day-to-day purchases. They also know how much they can set aside to save for their bigger financial goals. And again, it all comes down to making a spending plan, or budget.

MONTH
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ITEM	EXPECTED	ACTUAL	DIFFERENCE	DUE DATE
INCOME				
Му рау	\$	\$	\$	
Spouse's pay	\$	\$	\$	
Commissions	\$	\$	\$	
Other income	\$	\$	\$	
Total Income	\$	\$	\$	
HOME EXPENSES				
Mortgage/Rent	\$	\$	\$	
Second Mortgage	\$	\$	\$	
Property/Taxes	\$	\$	\$	
Insurance	\$	\$	\$	
Repairs	\$	\$	\$	
Phone	\$	\$	\$	
Heat	\$	\$	\$	
Lights	\$	\$	\$	
Water	\$	\$	\$	
Cable	\$	\$	\$	
Garbage	\$	\$	\$	
Other	\$	\$	\$	
TRANSPORTATION				
Car payment 1	\$	\$	\$	
Car payment 2	\$	\$	\$	
Gas	\$	\$	\$	
Car Insurance	\$	\$	\$	
Repairs/Maintenance	\$	\$	\$	
Other	\$	\$	\$	
OTHER EXPENSES				
Savings	\$	\$	\$	
Children's Education	\$	\$	\$	
Groceries	\$	\$	\$	
Doctor/Dentist	\$	\$	\$	
Clothes/Laundry	\$	\$	\$	
Entertainment	\$	\$	\$	
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Doctor/Dentist	\$	\$	\$	
Clothes/Laundry	\$	\$	\$	
Entertainment	\$	\$	\$	
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Total Expenses	\$	\$		

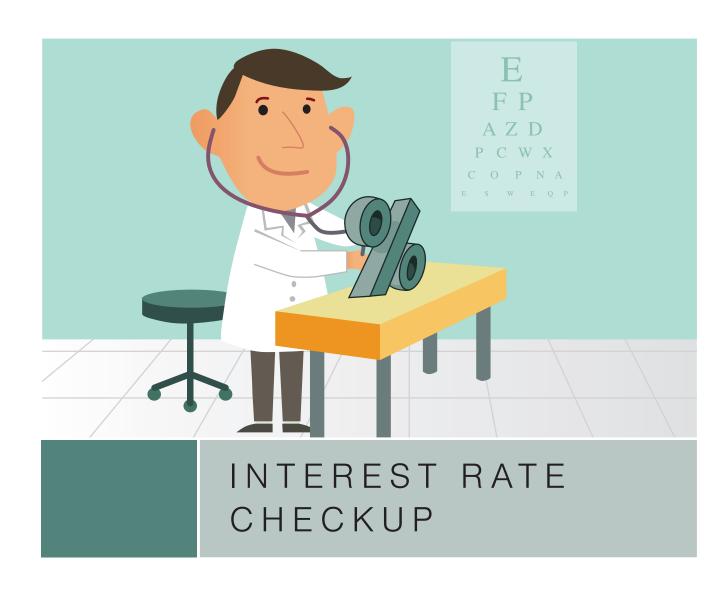
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Entertainment	\$	\$	\$	
Other	\$	\$	\$	
Other	\$	\$	\$	
Total Expenses	\$	\$		





# {GOALS WORKSHEET}

Short-term				
GOAL	TOTAL COST	TARGET DATE	MONTHLY BUDGET	HOW WILL YOU ACHIEVE YOUR GOAL?
1				
2	· ·			
3	· · · · · · · · · · · · · · · · · · ·			
4				
5				
Intermediate				
GOAL	TOTAL COST	TARGET DATE	MONTHLY BUDGET	HOW WILL YOU ACHIEVE YOUR GOAL?
1				
2				
3				
4				
5				
Long-term				
GOAL	TOTAL COST	TARGET DATE	MONTHLY BUDGET	HOW WILL YOU ACHIEVE YOUR GOAL?
1				
2				
3				
4				
5.				





# **\{**

# INTEREST RATE CHECKUP

Interest rates fluctuate, so it's a good idea to periodically check current rates for your types of loans.

You may be able to refinance your loan to a lower interest rate and shorten the duration of your loan.

	DESCRIPTION	RATE	BALANCE
Auto Loan			
Auto Loan			
Auto Loan			
Mortgage Loan			
Credit Card			
Credit Card			
Credit Card			
School Loans			
School Loans			
Other Loans			
Other Loans			
Other Loans			

<sup>\*</sup>By lowering your interest rate and keeping your payment the same, you not only save by paying less interest, you will also shorten the duration of your loan.





# **{**

# FIGURING YOUR NET WORTH

It's a good idea to look at your present personal financial situation when setting realistic goals. To figure out your net worth, tally all your assets (what you own) then subtract that from your liabilities (what you owe). The difference is your net worth.

	Liabilities	
	Unsecured Debt	
	(credit cards, signature loans, etc.)	
	Secured Debt	
	(autos, campers, boats, etc.)	
	Student Loans	
	Real Estate Mortgages	
	Other Debt	
	Other Liabilities	
\$	Total Liabilities	\$
Calculated	Net Worth	
Totalli	ahilities Net Worth	
Ψ	-  Ψ	
	Calculated	Unsecured Debt  (credit cards, signature loans, etc.)  Secured Debt  (autos, campers, boats, etc.)  Student Loans  Real Estate Mortgages  Other Debt  Other Liabilities   Calculated Net Worth  Total Liabilities  Net Worth





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## CALCULATE YOUR DEBT TO INCOME RATIOS

Your debt to income ratio is an important number to be acquainted with. It tells you how your monthly debt payments compare to your monthly income. A high debt ratio might indicate that your monthly expenses are becoming unmanageable. It also might discourage lenders from loaning you any more money. Use the table below to determine whether your debt ratio is acceptable or too high.

#### Total Debt to Income Ratio.

The total debt to income ratio is a personal finance measure that compares an individual's debt payments to the gross income he or she generates. This measure is important in the lending industry as it gives lenders an idea of a borrower's ability to repay the loan. The higher the ratio, the more burden there is on the individual to make payments on his or her debts. If the ratio is too high, the individual will have a hard time obtaining other forms of financing. On average, a good total debt to income ratio is under 40%.

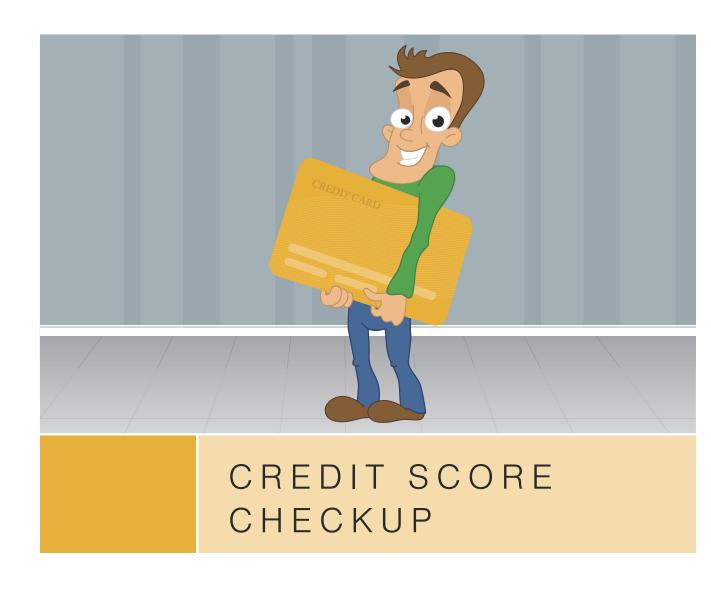
Gross Monthly Incom	Outstanding Monthly Debt Payments				
Salary/Wages		Mortgage/Rent			
Social Security		Credit Cards (Min	imum Payments)		
Military Pay		Student Loan Pay	ments		
Pension/Retirement Income		Automobile Paym	ients		
Investment Interest		Recreational Vehi	cle Payments		
Alimony/Child Support		Other Loan Paym	ents		
Rental Income		Other Loan Paym	ents		
Unemployment		Other			
Food Stamps					
Royalties					
Business Income					
Other					
Other					
Total Monthly Income	\$	Total Monthly D	Debt	\$	
Ca	alculated Debt	to Income Ratio	S		
Total Monthly Debt Payment Total Gross Monthly Income Total Debt to Income Ratio					
\$	÷ \$	=	%		
* We suggest this be under 40%					



CHAPTER SEVEN

## {RETIREMENT WORKSHEET}

1. Total amount of annual income you want in retirement (this figure should be between 70% and 100% of your current annual income)								+\$		
2.5	2. Subtract the income you expect to receive annually from Social Security (if you make under \$25,000 enter \$8,000; between \$25,000-\$40,000 enter \$12,000; over \$40,000 enter \$14,500)								-\$	
3.7	3. Total annual income needed (line 1 minus line 2)								=\$	
4. 7	4. To determine the amount you'll need to save multiply the amount, from line 3, by the factor below									
	AGE YOU EXPECT MALE FEMALE MALE FEMALE TO RETIRE: (up to age 82) (up to age 86) (up to age 89) (up to age 92) (up to age 94) (up to age 97)									
	50	18.79	20.53	21.71	22.79	23.46	24.40			
	60	16.31	18.32	19.68	20.93	21.71	22.79			
	65	13.45	15.77	17.35	18.79	19.68	20.93			
	70	10.15	12.83	14.65	16.31	17.35	18.79		\$	
5.1	5. Multiply your current saving to date by your factor below  If you plan to retire in:  10 years  1.3  15 years  20 years  1.8  25 years  2.1  30 years  2.4  35 years  2.8								-\$	
6. 4	40 years Additional savin	gs still needed to	3.3 save for retirement	ent (line 4 minus	line 5)				=\$	
7.5	7. To determine the ANNUAL amount you'll need to save, multiply line 6 by your factor below  10 years .085  15 years .052  20 years .036  25 years .027  30 years .020  35 years .016  40 years .013									
					TOTA	AL AMOUNT YOU	J'LL NEED TO S	AVE EACH YEAR	=\$	







## CREDIT SCORE CHECKUP

It is important to review your credit report annually to check for errors, make corrections, and get an overall view of your credit picture. But before you can review it, you need to understand what the report contains and how to interpret your credit score.

\*We suggest your score to be 700 or above.

My score this year was \_\_\_\_\_





## THE IMPORTANCE OF A WILL, POWER OF ATTORNEY AND LIVING WILL

Remember, it is always helpful to seek legal advice when drawing up a will, naming a power of attorney or living will.

#### THE IMPORTANCE OF A WILL

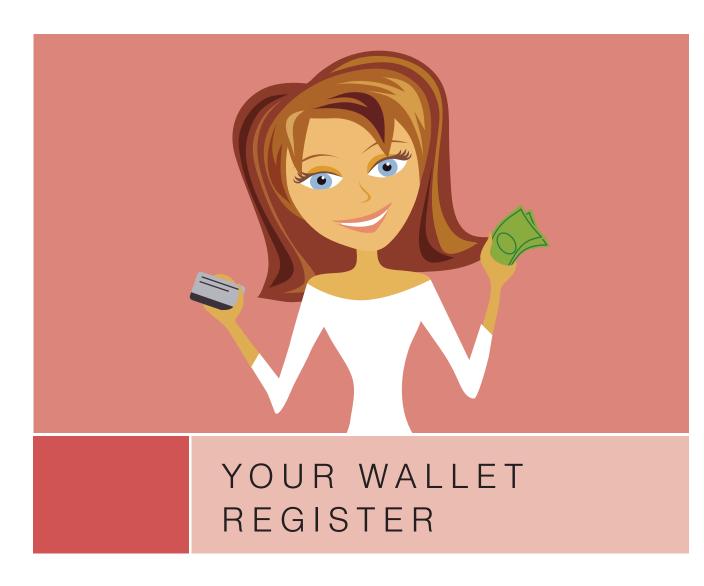
To designate a person(s) responsible for carrying out your wishes, to designate guardians for your children and to designate property distribution.

#### THE IMPORTANCE OF A POWER OF ATTORNEY

A written instrument which authorizes one person to act as another's agent or attorney. The power of attorney may be for a specific reason or it may or be general in nature. The terms of the written power of attorney may specify when it will expire. If not, the power of attorney usually expires when the person granting it dies.

#### THE IMPORTANCE OF A LIVING WILL

Also called a health care proxy, a living will is a written document that allows you to designate a representative to make your medical decisions if you become incapacitated due to accident or illness. Often, a living will identifies specific medical treatments you request (example: if you wish to have life support or not, if you wish to donate your organs).



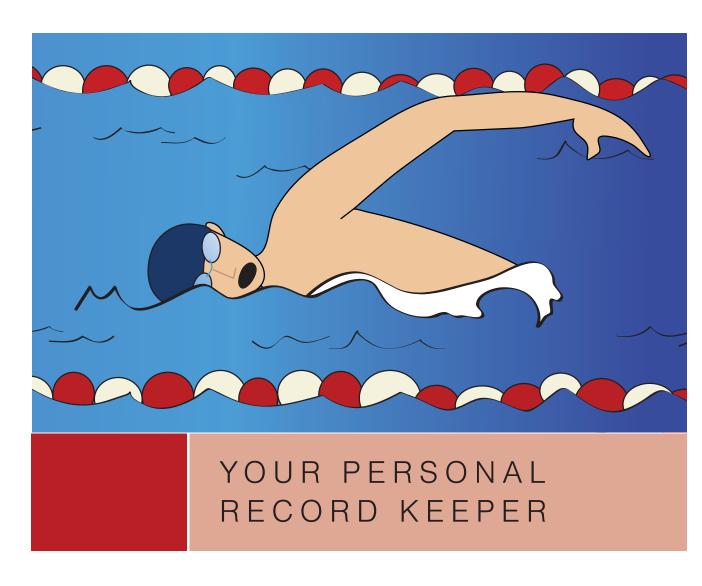


## YOUR WALLET REGISTER

In case you would ever lose your purse or wallet, it's a good idea to record information on credit cards, department store and gas charge cards, and ATM and debit cards. Don't forget corporate credit cards. Please keep this document safe; it contains very sensitive data.

Driver's license number .	
DMV phone number	

CARD	ISSUER	CARD NUMBER	PHONE NUMBER





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## PERSONAL RECORD KEEPER

Keeping track of your assets is important, particularly in a situation where something happens to you, and a spouse or family member needs to know where to find the information quickly.

#### Checking/Savings Accounts & Certificates of Deposit

Name of institution	Account #
Account type	Website
Physical address	Beneficiary or Joint Owner
Phone	Document location
Name of institution	Account #
Account type	Website
Physical address	Beneficiary or Joint Owner
Phone	Document location

### Checking/Savings Accounts & Certificates of Deposit (continued)

Name of institution	Account #
Account type	Website
Physical address	Beneficiary or Joint Owner
Phone	Document location
Name of institution	Account #
Account type	Website
Physical address	Beneficiary or Joint Owner
Phone	Document location

#### Brokerage & Retirement Accounts

Name of institution  Account type  Physical address	Website
Phone	
Name of institution	Website Beneficiary or Joint Owner

#### Brokerage & Retirement Accounts (continued)

Name of institution	Account #
Account type	Website
Physical address	Beneficiary or Joint Owner
Phone	Document location
Name of institution	Account #
Account type	Website
Account type Physical address	Website  Beneficiary or Joint Owner
, k	Beneficiary or Joint Owner

### Stock & Bonds (held personally)

Asset: Document location:	# of shares/bonds:
Asset:  Document location:	
Asset: Document location:	# of shares/bonds:

#### Insurance Policies

Insurer:	_ Policy #:
Policy type: Home Life Auto Umbrella Other	Website:
Physical address:	_ Contract value:
	Beneficiary:
Phone:	Document location:
Insurer:	Policy #:
Policy type: Home Life Auto Umbrella Other	Website:
Physical address:	_ Contract value:
	Beneficiary:
Phone:	Document location:
Insurer:	_ Policy #:
Insurer:Policy type: Home Life Auto Umbrella Other	
	_ Website:
Policy type: Home Life Auto Umbrella Other	Website:  Contract value:
Policy type: Home Life Auto Umbrella OtherPhysical address:	Website:  Contract value:  Beneficiary:
Policy type: Home Life Auto Umbrella Other  Physical address:	Website:  Contract value:  Beneficiary:
Policy type: Home Life Auto Umbrella Other  Physical address:	Website:  Contract value:  Beneficiary:  Document location:
Policy type: Home Life Auto Umbrella Other  Physical address:  Phone:	Website:  Contract value:  Beneficiary:  Document location:  Policy #:
Policy type: Home Life Auto Umbrella Other  Physical address:  Phone:  Insurer:	Website:  Contract value:  Beneficiary:  Document location:  Policy #:  Website:
Policy type: Home Life Auto Umbrella Other  Physical address:  Phone:  Insurer:  Policy type: Home Life Auto Umbrella Other	Website: Contract value: Beneficiary: Document location: Policy #: Website: Contract value:
Policy type: Home Life Auto Umbrella Other  Physical address:  Phone:  Insurer:  Policy type: Home Life Auto Umbrella Other  Physical address:	Website:  Contract value:  Beneficiary:  Document location:  Policy #:  Website:  Contract value:  Beneficiary:

Insurance Policies	(continued	l)
--------------------	------------	----

Insurer:Policy type: Home Life Auto Umbrella OtherPhysical address:Phone:	Website:  Contract value:  Beneficiary:
Insurer:Policy type: Home Life Auto Umbrella OtherPhysical address:Phone:	Website:  Contract value:  Beneficiary:
Safe-Deposit Box	
Financial Institution:  Box #	Financial Institution address:  Location of box key:
Home Safe/Lockbox	
Location: Combination/location of keys:	





# **\**

## YOUR PERSONAL PROPERTY CHECKLIST

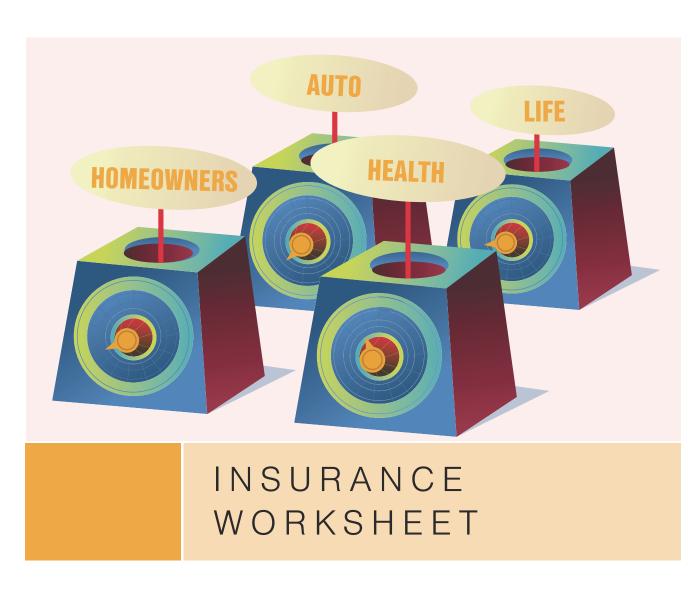
Property insurance protects your possessions such as clothes, furniture, electronics, appliances, sports equipment and computers. You probably don't think about it, but a lot of things can happen to your belongings, including fire, flood or theft. That is why it's important to keep a personal property checklist.

The following pages will help you inventory your personal property. If you own a camera, it's a good idea to take pictures of your belongings and store them in a safe place **OUTSIDE** of your home, along with this checklist. The pictures will come in handy if you ever need to make a claim.

	Item	Model/Serial Number	Date of Purchase	Purchase Price	Receipt?
LIVING/FAMILY ROOM					
/ING/FA					
5					
_					
DINING ROOM					
DININ					
HEN					
KITCHEN					

	Item	Model/Serial Number	Date of Purchase	Purchase Price	Receipt?
	Troili —	modely corruit realises	Data-of Ful offuso	Turonuou Triou	пообри
UTILITY ROOM					
=					
<b>n</b>					
=					
BEDROOM 1					
H					
10M 2					
BEDROOM					

Item	Model/Serial Number	Date of Purchase	Purchase Price	Receipt?
				_
				_
			_	
			_	





# **\**

### HAVE AN INSURANCE STRATEGY

LIFE INSURANCE

Bid

Current

Insurance provides protection. As simple as that sounds, many individuals spend little time considering a their insurance options to make sure they have the insurance they need at the most reasonable price.

#### CHECKLIST OF COST OF CURRENT INSURANCE

1	AUTO INSURANCE		(5)	DISABILITY INSURANCE	
	Current	Bid		Current	Bid
	\$	\$		\$	\$
	\$	\$		\$	\$
	\$	\$			
	HEALTH INSURANCE		(6)	LIABILITY INSURANCE	
(2)				Current	Bid
	Current	Bid		\$	\$
	\$	\$		\$	\$
	\$	\$			
	HOMEOWNERS INSURANCE		(7)	LONG-TERM CARE INSURANCE	
(3)				Current	Bid
	Current	Bid		\$	\$
	\$	\$		\$	\$





## {FINANCIAL GOALS}

	My goal is to save	We suggest 3-6 months of living expenses.
	My net worth goal is \$/	
	My goal is to decrease my debt to income ratio to	We suggest under 40%.
!)	My goal is to save \$ by / /	We suggest saving at least 10% each month.
	My goal is to improve my credit score to by /	We suggest 700 or above
	My goal is have times my annual salary	
☐ Yes ☐ No		
	☐ Yes ☐ No	\$

<sup>\*</sup>Please store this in a safe place

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