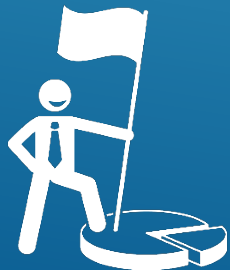




# TWO SOLUTIONS FOR THE LACK OF MONEY

**Bold Positive Steps to Control  
Your Financial Future**



**Richards Financial Planning, LLC**  
RichardsFinancialPlanning.com

# YOU CAN CONTROL YOUR FINANCIAL FUTURE



**Do you make a good income, but you're still frustrated by the lack of money? Lack of money is a problem that a lot of people face. And it is not only those with a low-income. Many people with six-figure incomes have no cash flow. But what can you do about it?**



# RECOGNIZE THE PROBLEM

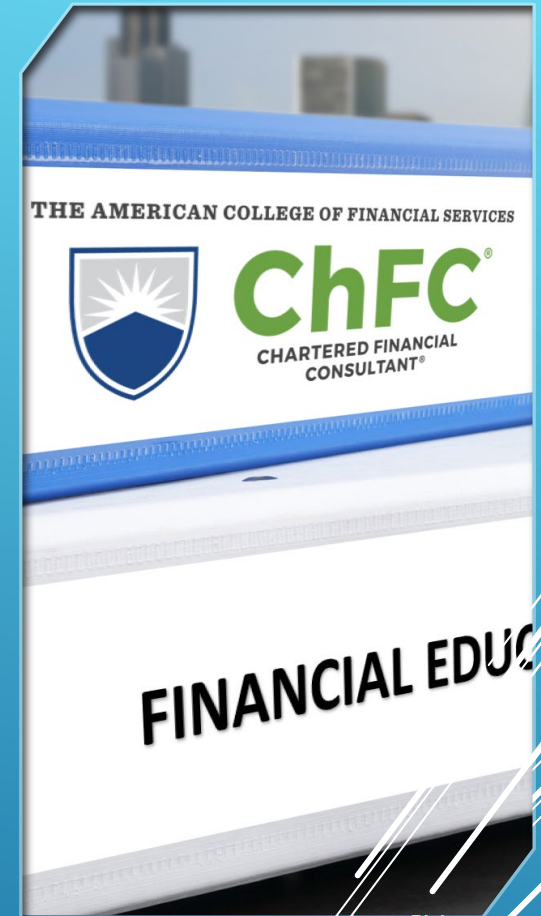
► **First, recognize the problem. And then believe this; your situation can get better. It is essential to realize that sometimes obvious problems become so overwhelming that the situation feels like a life sentence. It is not. If you have problems managing your income, you are not alone.**

► **In 2019, the Federal Reserve issued a study that showed about 40% of Americans were so strapped for cash that they could not pay for a \$400 emergency. It is exceptionally grave. But if you are one of those people who is frustrated by lack of money, you can fix the problem. It might not be a quick fix, but if you are willing, there is a way. I am Van Richards. I am a Chartered Financial Consultant. And I am going to help you get started on the road to eliminating your frustration. And help you regain control of your financial future.**



# YOU NEED KNOWLEDGE

- ▶ **Some financial experts will say that the first place to start is to eliminate your debt. While debt can be part of the problem for lack of money, not all debt is bad. If you have a lack of money problem, you have a cash flow problem. So let's start at the root of the problem. You need to know how to improve your net worth and your cash flow. You need knowledge.**
- ▶ **There is a systemic lack of financial knowledge in the United States when it comes to personal finance. In other words, the lack of understanding of simple personal finances is a widespread problem. For many years, our education system has done a poor job of educating people on necessary personal finance.**
- ▶ **People that go to school for years and years end up with too much debt and don't understand taxes or savings strategies. Here is a chance to take bold positive steps to improving your financial knowledge.**



# PICASSO WAS ON THE RIGHT PATH

- ▶ **Pablo Picasso knew about getting on the right path. Picasso once said, "Our goals can only be reached through a vehicle of a plan, in which we must fervently believe, and upon which we must vigorously act. There is no other route to success." You might think that artists are always poor until they die. And their death is what makes their works valuable. That is not true about Picasso. He was a very driven man. When he died in 1973, he was a multi-millionaire. All thanks to his desire to plan his life.**
- ▶ **In mentioning Picasso, it is only fair to say that he was prosperous during his lifetime. Still, he ignored some critical aspects of financial planning. In the 1970s, even fewer people knew about financial planning than they do today. When Picasso died, he did not have a will. The lack of a will caused tremendous family fighting; it cost millions of dollars in legal fees and took years to settle. Picasso is an excellent example of planning but failing to include what he did not know. He did not seek expert advice. And as a result, he did not know what he did not know.**





- ▶ **The first step to solving your lack of money is to make a plan, as Picasso suggests. But also learn from his mistake and seek expert advice.**
- ▶ **Here is a method that can help you improve your lack of money problem. I have created a financial planning program called the **Prosperous Planning Process**. The process begins by stabilizing your finances and quickly jumps into expanding your net worth. Growing your net worth is an incredibly important step of planning. It is done quickly for a specific reason. The reason is to **replace the attitude of lack with one of abundance**. You can't reach your goals being negative.**
- ▶ **There are three segments to the Prosperous Planning Process. The first segment is called **Secure Future Plan**. This is the foundation of growing your net worth.**

## THE FIRST STEP



# THE SECURE FUTURE PLAN

**There are three parts to the  
Secure Future Plan:**

- ▶ **1. Determine your goals**
- ▶ **2. Estimate the cost of  
your goals**
- ▶ **3. Plan options to achieve  
your goals**





- ▶ **The second step to solving your lack of money problem is to expand your wealth. That might sound like a lofty assignment, but it is simple. If you have no savings, start saving. If you have savings and no investments, start investing.**
- ▶ **This is not a recommendation to be irresponsible and spend money where you don't have it. But if you have no savings, start a savings no matter what the amount is. Budgeting will guide what you do.**
- ▶ **Here is a situation that occurs often. A person has a certain amount of fixed expenses. Their income meets those expenses, and there is an amount left over. The amount left over is the cash flow. Without a plan, the cash flow is usually spent leaving nothing.**

## THE SECOND STEP





# TWO SOLUTIONS SUMMARY

**So here is a summary of the two solutions for lack of money. First, create a financial plan. Begin by following the three steps of the Secure Future Plan:**

## **Step one**

- 1. Determine your goals**
- 2. Estimate the cost of your goals**
- 3. Plan options to achieve your goals**

**After determining your goals, you estimate the cost of your dreams. This step also includes learning about good debt and bad debt. You create a budget, so you know where you are spending your money. We investigate ways to save money through debt reduction, debt reorganization, or cash flow planning.**



## Step Two

**And a significant part of the second step of achieving your goals is to begin to save or invest by making it a priority in your budget. Saving or investing when you don't have any savings or investments uses what I call the messy desk approach. For many people, me included, they will occupy the size of desk that they have. In other words, if I have a small desk, it will be full of my work. If I have a large desk, it will be full of my work. If I get an even larger desk, it will be full of my work. In this analogy, begin expanding the size of your desk. Don't limit yourself to working at a desk the size of a food tray.**

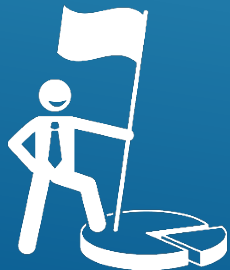


# TWO SOLUTIONS SUMMARY



# HERE IS A HELPING HAND

**I want to offer you a hand to get started and a chance to see if the Prosperous Planning Process will reduce your lack of money problem. You can have a free introduction by going to my scheduling page. You can schedule a free 20-minute online session where I walk you through the planning process and give you an abbreviated financial plan for free. This is a limited time offer, and Richards Financial Planning, LLC reserves the right to limit or discontinue the offer at any time. Before this offer goes away, visit [RichardsFinancialPlanning.com](http://RichardsFinancialPlanning.com) to schedule a time to learn more.**



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