

# WELCOME!

## 8 Pillars University

**8 PILLARS**



# How Well Do You Understand Personal Finance?

**Q:** ▶

More specifically:

- If you were to grade yourself on your knowledge about money – what **grade** would you give yourself?

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**Half** of Americans give themselves grades of “**C**”, “**D**”, or “**F**” on their knowledge of personal finance

*- Harris Interactive*



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# Financial Greatness

# What is “Financial Greatness?”

True **Financial Greatness** is more than outward prosperity and has less to do with dollar signs than it does with how money affects **your life and your relationships.**



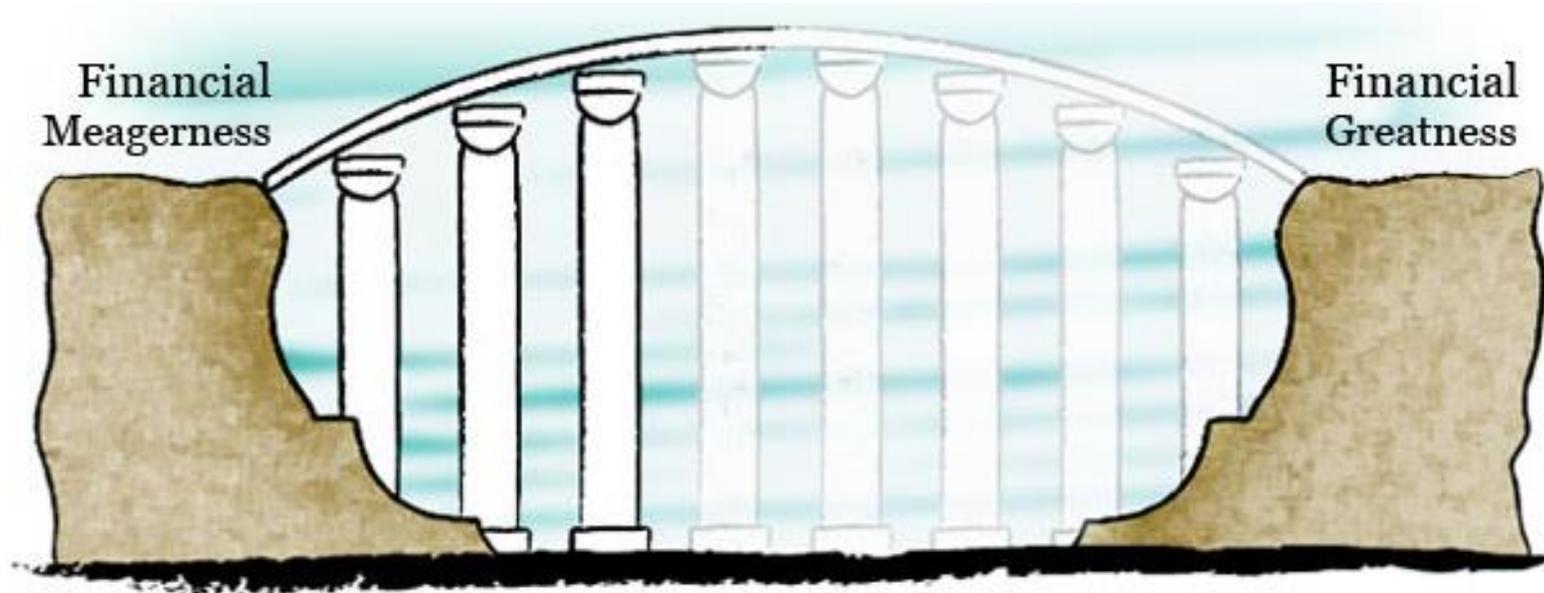
# What is “Financial Greatness?”

Let’s talk about what you Value

- Family
- Happiness
- Spirituality
- Security / Safety
- Health



What **knowledge** and **behaviors** separate those people who reach Financial Greatness from those who do not?



# Overview of the 8 Pillars

**8PILLARS**



# Pillar One

Establish a Financial Confidence Account

**What is a Financial  
Confidence Account?**



# Pillar Two

Organize and Systematize for Success



- ✓ Organize and automate
- ✓ Get a handle on your cash flow
- ✓ Calculate your Net Worth

# Pillar Three

Break your Financial Bonds and Barriers

What is the **number one barrier**  
to Financial Greatness?

*Lack of Knowledge*

- ✓ Get rid of your consumer debt
- ✓ Improve your credit score



# Pillar Four

Take Care of What if

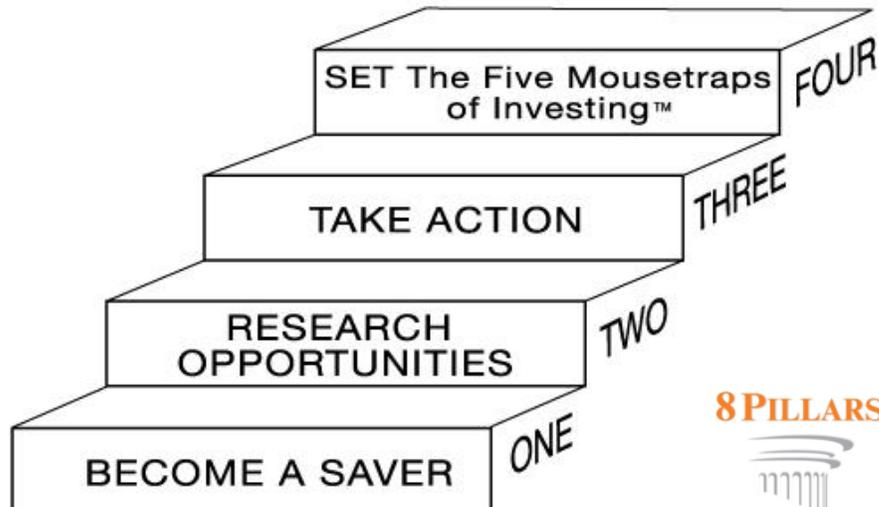
- ✓ Insurance
- ✓ Estate Planning



# Pillar Five

Invest for Happiness Now and in the Future

- ✓ Learn and implement the Four Steps of Investing



# Pillar Six

Make your Home the Heart of Money Matters



How much home can you afford?

How much should you put down?

What type of mortgage should you use?

When does it make sense to refinance?



# Pillar Seven

Maximize your Money Making Machine

What is your number one income earning asset?

**YOU**



# Pillar Eight

## Get Perspective by Giving Back



*“ Remember, what you possess in the world will be found at the day of your death to belong to someone else, but what you are will be yours forever ”*

- Henry Van Dyke



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# START HERE

SAVINGS.....  
FAMILY BUDGETING.....  
A  
B  
D  
D  
A

financial wellness  
*Report Card*

then watch the video

STEP 1 [CLICK HERE TO START >>](#)

Welcome to 8 Pillars University

Brian Nelson Ford  
Author of The 8 Pillars

0:00 / 1:25

YouTube

# RESOURCES



# DOWNLOADS

<p>LOGIN</p> <p><b>Au·mo</b> automated money organizer</p>	<p>DOWNLOAD</p> <p>SUPER BUDGET</p>	<p>DOWNLOAD</p> <p>THE 8 PILLARS OF FINANCIAL GREATNESS, eBook</p>
<p>DOWNLOAD</p> <p>FINANCIAL QUICK LOOK</p>	<p>DOWNLOAD</p> <p>THE 8 PILLARS UNIVERSITY GLOSSARY</p>	<p>DOWNLOAD</p> <p>THE 8 PILLARS WORKBOOK, eBook</p>

# THE PROGRAM

## Doer Checklist

BASIC

ADVANCED

1

### ESTABLISH A FINANCIAL CONFIDENCE ACCOUNT



I have at least \$1,000 saved in a separate, emergency-only account



INFO

I have at least \$150 of cash kept in a fire/water-proof safe that I could access immediately



INFO

I have at least 3 months worth of my living expenses saved in a liquid, emergency-only account



INFO

2

### ORGANIZE & SYSTEMATIZE FOR SUCCESS



3

### BREAK YOUR FINANCIAL BONDS & BARRIERS



I don't have consumer debts. (meaning credit card balances and loans for consumer items. You may answer yes if your only debts include reasonable borrowing for a home mortgage, vehicle loan, business loan, or higher education.)



INFO

My credit score is 720 or higher, and I am committed to maintaining or improving it



INFO

I regularly participate in financial education programs (like 8 Pillars University) through my workplace, financial advisors, or on my own to



INFO

# PILLAR 1

8 PILLARS



**Establish a Financial  
Confidence Account**

A Financial Confidence Account is a **completely liquid** and **safe account** that brings peace and security during times of difficulty and financial stress.

Let me be even more specific: this must be **a no-touch, separate account** that is set aside specifically for financial emergencies.



**Q:** Why is a Financial Confidence Account so important?

*Why do some people call it a*

***“Save Your Marriage Account?”***

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Why do you think establishing a Financial Confidence Account is **the first pillar**?

Why is it so **important to take action immediately** by beginning to save in your Financial Confidence Account?



# PILLAR 2

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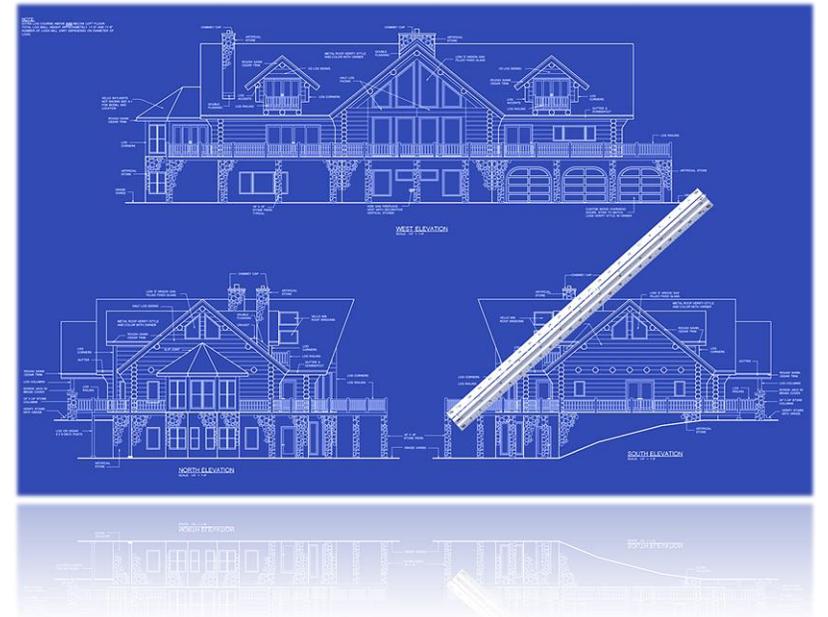


**Organize and Systematize  
for Success**

## **Pillar 2**

- **Your Financial Blueprint.**
  - Net Worth
  - Tracking Expenses
  - The “B” Word

# So What's the Plan?



# Step 1: Calculate Your Net Worth



Your net worth can be a powerful measuring stick for overall financial progress.

Seeing your net worth increase gives you **quantifiable evidence** that you are going in the right direction.

# Your Net Worth – Easy as 1, 2, 3

1. Add up all your assets (what you own)
2. Add up all your liabilities (what you owe)
3. Subtract your liabilities from your assets



# Step 2: Track Your Expenses

**Where does your money go?**

Track your expenses *(every dollar you spend)* **for one month** to get a handle on your spending.



# Three Types of Expenses

## 1. Fixed Costs

(utilities)

(example: housing and

## 2. Variable Costs

eating out)

(example: entertainment or

## ~~3. Unplanned Expenses~~

(example: repairs)

Because “unplanned expenses” cannot be counted on, we exclude them from our expense analysis and

instead **PREPARE** for them with a **Financial Confidence Account.**

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# The “Best” Way to Track Your Expenses

1. Notebook
2. Spreadsheet Program
3. Online Banking (debit card & online bill pay for all your expenses)
4. Save Receipts

**The “BEST” way is doing is whatever works for you!**



Most families are shocked to see what they spend on **entertainment, eating out, and other variable costs** over the course of a year.

Tracking where your money goes will give you a tremendous feeling of **financial control** and **awareness** that may surprise you.



# Step 3: Create a Budget

The “**B**” Word



## Remember Exercise 1:

“Commit Your Values to Paper?”

Your **values are the first step** and essentially  
a rough outline for your budget.

# RESOURCES



Videos



Learning Modules



Live Help  
1-800-Hotline



Ask an Expert



Calculators



Helpful  
Links



Blog



8 Pillars Trained  
Financial Professional

# DOWNLOADS

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FINANCIAL QUICK LOOK



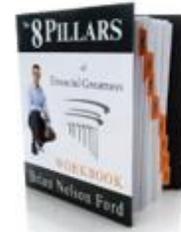
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THE 8 PILLARS  
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# PILLAR 3

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**Break Your Financial  
Bonds and Barriers**



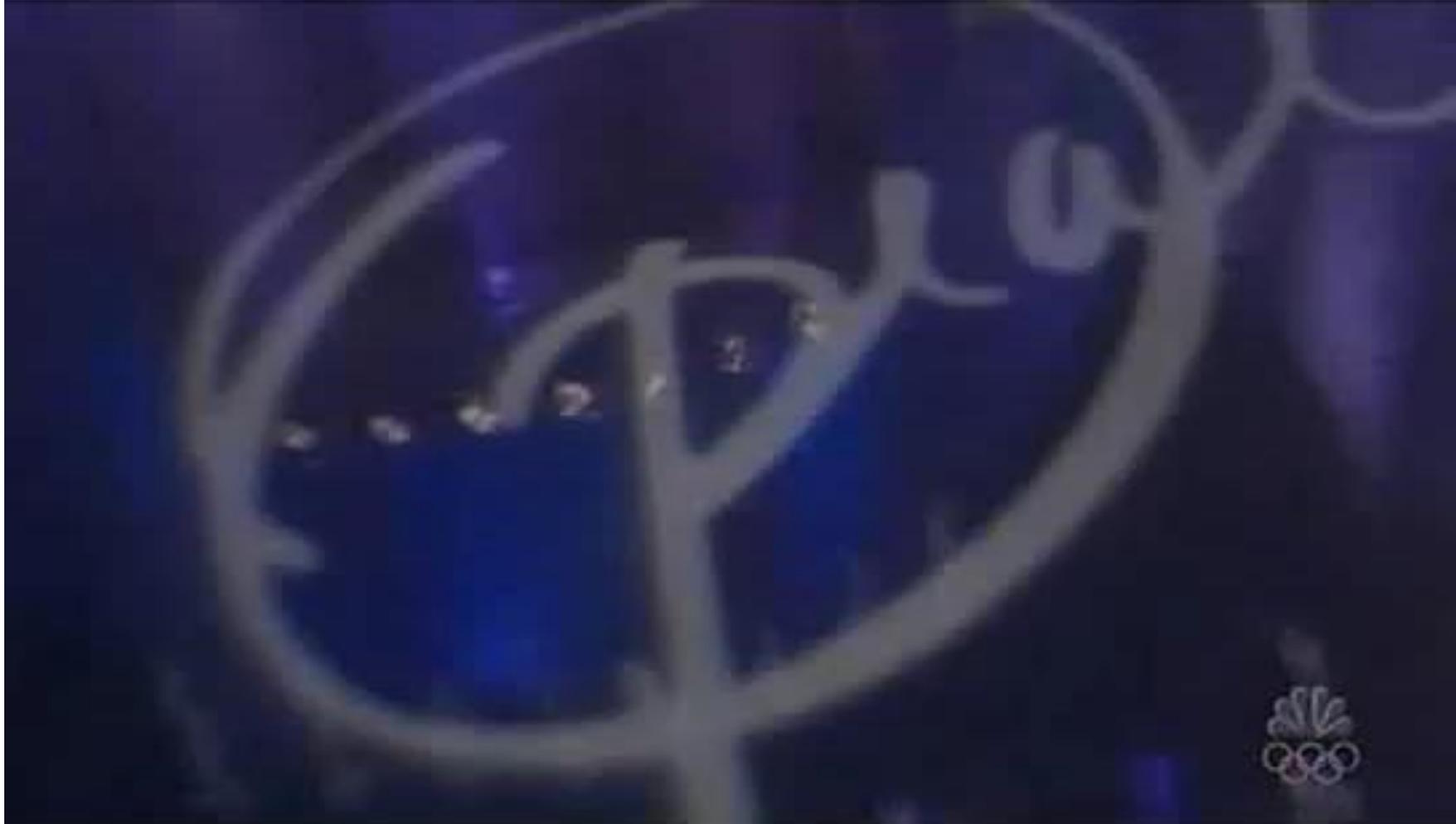
***What is your debt  
keeping you from?***

# The Chains of Debt

Remember your Values?

- **Family**
- **Happiness**
- **Security / Safety**
- **Health**





# One Simple Rule

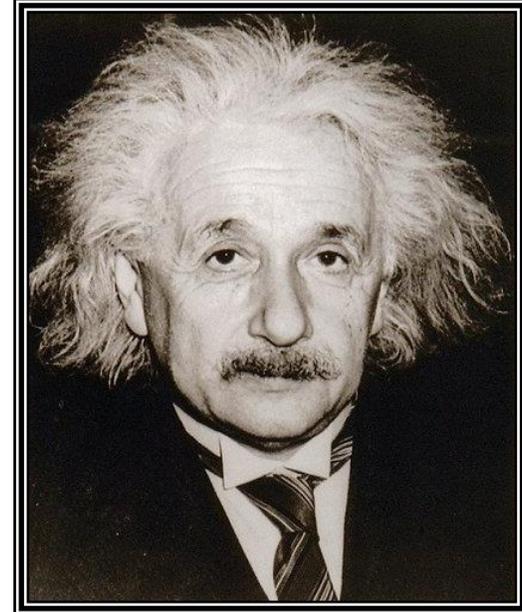
If you cannot pay your credit cards off, in full, every month you need to cut them up.



Albert Einstein

“The most powerful force in  
the universe is...

***compound interest.”***



## Be Aggressive!



Making and keeping these commitments puts your knowledge about interest and consumer debt to work — and that **knowledge is a powerful tool.**

Breaking the chains of consumer debt can **make all the difference** in your journey towards Financial Greatness.

**Thank you!**

Nolan Glueckert

Community Development Manager

*Montana Credit Unions for Community Development*

**[Nolan@mcun.coop](mailto:Nolan@mcun.coop)**

***(406) 324-7460***

