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FINANCIAL READINESS FOR LIFE

MONEY BEHAVIORS

Influence of Personal Attitudes and Habits on Financial Decisions

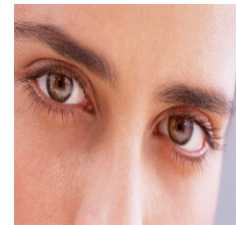
WHAT ARE MONEY BEHAVIORS?

Our attitudes and habits about money, or our Money Behaviors, have a lot to do with the financial decisions we make every day, and our financial success. Your attitudes and habits determine how you react or behave to a stimulus. Similarly, your **money** attitudes and habits determine your behavior and decisions about money.

WHAT ARE ATTITUDES AND HABITS?

Attitudes are our automatic and subconscious thoughts and feelings that we experience when we see, hear, or encounter something.

Habits are our automatic and subconscious reactions that are a result of our attitudes. These behaviors develop from constant and frequent repetition over time.



An example of attitudes and habits in action is your behavior when you are taking a walk and come upon a person with a dog. Your automatic and subconscious thoughts and feelings (your attitude) toward the situation will depend on what you think and feel based on your personal experience with dogs. Your automatic and subconscious reaction (habit/behavior) to the encounter may be that you approach and pet the dog, or you may try to avoid it.



Attitudes and habits are determined by our families and our life experiences. Personalities also play a role in the formation of attitudes. Everyone has a unique personality that begins to develop and shape their experiences at a very early age. Attitudes are also influenced by our social groups, community standards, government policies, the media, and our religious and spiritual upbringing. They are triggered (put into action) by people, places, events, experiences, and situations.

People respond to life experiences in different ways, and similar life experiences do not necessarily translate into similar attitudes and habits. For example, two siblings could grow up in a needy household during poor economic times. One sibling could maintain an attitude of deprivation and the habit of being thrifty and conservative with their money in their adulthood



even though their economic status may have improved dramatically. The other may develop the attitude of “enjoying the better things in life today since I don’t know what tomorrow may bring” and use their money to treat themselves to nice things, as well as being generous with family and friends.

The way others see you also affects the development of your behaviors. When you were young, how your parents, teachers, and other significant adults perceived you played a large role in your development. The way others saw you may have affected your opportunities to be responsible. If others saw you as being competent, responsible, and reliable, they might have been more likely to give you responsibilities and opportunities to be reliable and trustworthy. However, if they saw you as irresponsible and unreliable, they probably wouldn’t have trusted you with important responsibilities and may have put more pressure on you to become accountable and to prove yourself.



Your attitudes and habits determine how you react or behave. Similarly, your **money** attitudes and habits determine your behavior and decisions about money. Your Money Behaviors are the result of many messages that you received as you grew up. Sometimes the messages were very direct, like your dad saying you were irresponsible and wasted your money. Other times they were indirect, like noticing that whenever well-to-do relatives or friends came to visit, your parents spent extra money buying special foods and preparing the house to impress them, although doing so created a significant strain on household expenses and went against the family’s usual spending restraints.



The way you see yourself can be reflected in the way you manage your money. Did you agree with the way others saw you earlier in life and do you agree with how they see you now, or do you see yourself differently? When you see yourself as confident and competent, you are more likely to see money management as just another task to be accomplished. However, if you think of yourself as unskilled, unreliable, or irresponsible, you may go out of your way to avoid learning about money and managing it.

Your money attitudes and habits determine how confidently and competently you manage your money. Consequently, you need to identify your behaviors toward money to understand how they support or hinder your efforts to achieve your life, relationship, and financial goals. Realizing what your normal behavior about money is will help you understand the effect it has on your financial decisions about saving, spending, managing debt, investing, etc.

MONEY BEHAVIORS

There are six Money Behaviors:

- Security
- Spontaneous
- Status



- Giving
- Carefree
- Planning

A brief general description of each Money Behavior is provided below, as well as how we react under each money behavior when making money or financial decisions about earning, spending, saving, investing, giving, and debt.

SECURITY Money Behavior: Money helps you feel safe, secure, and in control

- **Earning** Steady worker with steady income and benefits. May limit self to accepting only secure jobs. May stay in a secure job or career instead of accepting or looking for new opportunities with potentially higher income. If needs employment, may either accept the first job just for the security or may not accept any job unless it has every benefit and provides long-term security.
- **Spending** Does without and avoids spending money whenever possible. May save so much there is not enough left to spend on necessities or extras. Cautious spender. May buy what is less expensive instead of what is easily wanted. May sacrifice quality for a cheaper price. Cannot enjoy spending money, especially on anything considered frivolous. May not offer to pick up the tab or share expenses even when it would be appropriate.
- **Saving** Saves as much as possible, even if it means doing without. May keep money somewhere so it is accessible; may not put it in a bank or make investments so it can grow. Will know where every penny is.
- **Investing** Might not invest. Needs to have money accessible and risk-free. More likely to have a savings account, certificate of deposit, and real estate. Any stocks would be in growth funds with a steady reputation.
- **Giving** Might not give to others or make donations. Donations would be carefully considered, and a fixed amount would be set aside for those chosen. More likely to give if there is a tax break or some type of gift or payback.
- **Debt** Not likely to have or tolerate debt. May not have or use a credit card, and if used, will pay it off each month. May put off a purchase until it can be completely paid for. May not tolerate a mortgage and may continue to rent even when it would make financial sense to buy a house.



SPONTANEOUS Money Behavior: Money encourages you to enjoy the moment

- **Earning** May jump from job to job or take a job without carefully considering the consequences. May prefer a job with few routine demands and more diverse challenges. May be attracted by the pay or the challenge without carefully considering the "big picture."
- **Spending** Tends to spend very freely without thought. Frequently spends in response to emotional triggers (upset, angry, celebrating,



sad, etc.). Easily swayed by advertisers who offer minimal monthly payments without researching the final cost.

- **Saving** Not a priority.
- **Investing** Well-planned investing is not a priority. May not take time to carefully consider options and information. May easily be taken in by an investment that sounds too good to be true and is willing to take the risk if the recommendation sounds credible. Easily influenced by a good salesperson.
- **Giving** Tends to give very freely without thought. Spends in response to emotional triggers.
- **Debt** Very high risk for being in debt. Tends to act before thinking. Since credit cards make it easy to respond spontaneously, high debt is not unusual. This may be one of many addictive behaviors.

STATUS Money Behavior: Money helps you present a positive image

- **Earning** May take a job that is risky, not satisfying, or pays less, for the perks and title.
- **Spending** May spend more on appearance than value. Influenced by latest trends or by the taste of someone he/she admires. Pays for others, gives expensive gifts, and donates generously without regard to what is realistic given the financial situation.
- **Saving** Not a priority.
- **Investing** Influenced by people they want to impress. May be more prone to want investments that look or sound impressive.
- **Giving** Tends to give more publicly, making donations where name will be listed or read. Gives to organizations that are well respected by people they want to influence or impress.
- **Debt** More likely to be in debt. Frequently overspends to get the latest, best, or most impressive items for themselves and their families. If there is a hobby or particular interest, probably difficult to pass up items or expenses connected to it. Spends more money on others for gifts, meals, and to treat them. Hard for them to accept being treated or gifted without responding in kind, plus more.



GIVING Money Behavior: Money makes you feel good by giving to others

- **Earning** Prefer to work for a company/organization that shares his/her values. May not consider financially rewarding jobs even though the company/organization shares their values. May give a lot of time to volunteering even when it means sacrificing pay or not accepting a different job.
- **Spending** Spending usually limited to things that are practical and pragmatic. Non-necessities, luxury items, and lavish celebrations are judged harshly. Spending money to help others, support a cause or charity, or to give to people in need is a priority.
- **Saving** OK for pragmatic reasons, e.g., to take care of self/family and not be a burden on others. Saving to amass wealth is not appealing.
- **Investing** Accumulating money is not a priority. It is acceptable to provide security so they are not dependent or so they can leave a legacy to their children, faith, or cause. They



would be more interested in socially responsible investing or putting money into a project that will benefit others.

- **Giving** Tends to be overly generous. Gives a lot away and easily preyed upon by persons with a good story, conmen with a good pitch for a worthy cause, or by legitimate charities and faith organizations they believe in but may give beyond their means.
- **Debt** May go into debt if they see someone else's needs as greater than their own and want to help out.

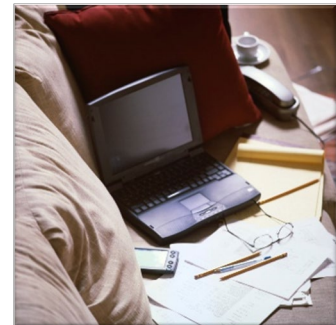
CAREFREE Money Behavior: Money isn't a priority; just lets life happen

- **Earning** More interested in having flexibility and freedom than the job itself. Making a long-term commitment to a job or career goals may be difficult. May be dependent on others for money or to meet basic needs.
- **Spending** Easy to spend on things that make life easier, bring personal joy, and make life better for other people. Usually has no plan and easily goes along with whatever is happening.
- **Saving** Not a priority due to lack of commitment. No commitment to saving for future goals.
- **Investing** Lack of interest in money and a sense of not wanting to make commitments or to be responsible for taking care of investments.
- **Giving** Quick to share without considering consequences.
- **Debt** May have debt from not paying attention to how much money there is and not being responsible about paying bills on time.



PLANNING Money Behavior: Money helps you achieve your goals

- **Earning** Apt to compare benefits and costs to potential when considering a job change. Takes calculated risks when seeking a job.
- **Spending** Spends money on items and activities that reflect their value. Easily distinguishes between wants and needs.
- **Saving** Has savings plans for routine and unexpected costs and discretionary money for spontaneous fun and opportunities. Looks to the future to plan predictable expenses, e.g., retirement, education, housing, medical care, etc.
- **Investing** Has diverse investment for balance. Gathers and considers information from different sources before making an investment. Takes an active role in investing and following investments over time.
- **Giving** Plans for a reasonable amount of money to be donated to various charities. Does not spontaneously give to causes or people who solicit.
- **Debt** Debt is usually related to long-term investments like a home mortgage. May incur debt so their money can be invested at a higher rate of return. Pays credit cards in full every month.



This table summarizes how you may generally see yourself and how others may see you for each Money Behavior.

Money Behavior	How you feel about money	How you see yourself	How others may see you
Security	Helps you feel safe and secure	Thrifty, prepared	Suspicious, cheap
Spontaneous	Encourages you to enjoy the moment	Daring, fun loving, open minded	Impulsive, unconcerned with consequences
Status	Helps you create a positive image	Generous, impressive	Superficial, insensitive
Giving	Helps you feel good by giving to others	Thoughtful, charitable	Enabling, martyr
Carefree	Not a priority at this point in life	Easygoing, carefree	Immature, irresponsible
Planning	Used to achieve your goals	Responsible, accomplished	Driven, conservative

UNDERSTANDING MONEY BEHAVIORS

The more you know and understand your Money Behaviors, the more control that you will have over your money and your life. Money Behaviors can trigger arguments, create obstacles, and sabotage your best intentions, especially when you not aware of them.

There is no correct Money Behavior or combination of Money Behaviors. Most people are a mix of behaviors. This allows them to adapt and respond in different ways. You might be Carefree when you buy the latest phone app but Planning when you save part of your paycheck.

You may have challenges when you flip back and forth. Be alert for patterns. Look for things that trigger different behaviors, such as a person, an emotion, or a situation.

- Person: You are thrifty, but with some person or people you are very generous or do things with money that you regret.
- Emotion: You use money one way when life is good, but differently when you are stressed.
- Situation: You often save half of your income but blow it all when you buy holiday gifts.

However, too much of any one Money Behavior may result in challenges created by its overuse. Lack of one type of Money Behavior may signal a need for more balance. You may be avoiding or overlooking a Money Behavior. For example, if:

- Status is not one of your behaviors, you may not be considering how your financial decisions affect others.



- Planning is not one of your behaviors, you might be relying too much on chance and not taking responsibility to provide for yourself.
- Security is not one of your behaviors, you may be avoiding preparing for the future.
- Spontaneous or Carefree is not one of your behaviors, you might need to lighten up a little, take some risks, and enjoy your money.
- Giving is not one of your behaviors, you may be missing out on the satisfaction people feel when they help others.

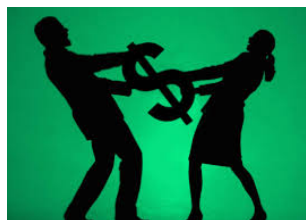
MONEY BEHAVIOR	ADVANTAGES	CHALLENGES	STRATEGIES
Security	<ul style="list-style-type: none"> • Has budget, financial goals, savings • Shops wisely • Protects money by being conservative • Disciplined to make choices and delays gratification • Can easily get money in case of emergencies 	<ul style="list-style-type: none"> • Savings leave no money for today's wants and needs • Buys based on price when it isn't needed or wanted, or won't hold up over time • By avoiding risk, money is safe, but doesn't grow • Doesn't participate in enjoyable activities due to cost 	<ul style="list-style-type: none"> • Reassess budget to include fun, gifts, and spontaneous opportunities • Plan to spend money on a special gift or activity every month • Talk to a financial professional to help get a broader perspective on savings and investing to lead to a more livable, realistic financial plan
Spontaneous	<ul style="list-style-type: none"> • Enjoys adventures and unexpected • Able to respond quickly to opportunities • Receives a lot of attention and recognition • Gets things right away without waiting 	<ul style="list-style-type: none"> • Goes into debt to buy unnecessary things • Often owes money to friends or family • Keeps bad money situation a secret due to guilt or shame 	<ul style="list-style-type: none"> • Use direct deposit and automatic payments • Save a set amount weekly • Get rid of store credit cards and keep one major one for emergencies • Use cash as much as possible • Before each purchase, ask yourself "is this a need or a want?"
Status	<ul style="list-style-type: none"> • Presents a strong first impression • Makes generous donations • Attentive to what is important to others • Appreciated for generosity and helping others • Enjoys others returning favor and being generous 	<ul style="list-style-type: none"> • Creates false impression of having wealth • Doesn't have reserves for the unexpected • Actions motivated by personal gain may be seen as suspicious and insincere • Keeps money secrets in fear of losing friends or status 	<ul style="list-style-type: none"> • Shop for quality, not brand-name items • If you have debt, talk to a professional to learn how to pay it off quickly • Allow others to give to you and treat you • Set up a budget and online payments • Support yourself with affirmation that you are a lovable, valuable person



MONEY BEHAVIOR	ADVANTAGES	CHALLENGES	STRATEGIES
Giving	<ul style="list-style-type: none"> • Has strong values and convictions • Generously gives to other people or causes • Lives simply to reflect non-materialistic values • Acts ethically and with integrity • Appreciated for being thoughtful 	<ul style="list-style-type: none"> • Disappointed if money or gifts are not appreciated • Intolerant of people who have different lifestyles • Promotes dependence or irresponsible behavior in others • Sacrifices future security for others 	<ul style="list-style-type: none"> • Do not limit your career options to avoid more lucrative positions • Have a plan to give to yourself and provide for your future • Understand that having money is not inherently bad and being poor is not inherently honorable and virtuous
Carefree	<ul style="list-style-type: none"> • Has faith that others will provide • Can react spontaneously to new opportunities • Not distracted by money details or considerations • Shares generously with others • Not pressured by others' expectations • Adapts easily to new situations 	<ul style="list-style-type: none"> • Lacks skills and information to make wise choices • Unable to support self if person(s) providing cannot continue • Feels trapped or obligated by being supported • Misses opportunities by avoiding commitments 	<ul style="list-style-type: none"> • Know the realistic expenses to support yourself, even if you do not pay them • If you have investments or inherited money, meet with a financial professional to evaluate how it is being managed • Learn the skills to manage your money • Research whether you are being fairly compensated for your work
Planning	<ul style="list-style-type: none"> • Makes intentional financial decisions based on values and desired long term outcomes • Has money reserved to pay for the unexpected • Sets and accomplishes goals • Buys wanted items that will retain value • Has sense of well-being and control 	<ul style="list-style-type: none"> • Feels pressured by others to spend for things that do not fit budget or values • Has difficulty responding to new opportunities if it means changing or abandoning the plan • Intolerant when others don't meet own standards or have different values • Withholds information from others 	<ul style="list-style-type: none"> • Learn effective communication skills to use when feeling pressured to spend money in a way that conflicts with your values and goals • Be supportive and giving to others • Take a break from being productive and goal oriented to relax and enjoy life • Be tolerant and patient with people with different lifestyles and values; learn what works for them

MAKING SIMILAR AND OPPOSITE MONEY BEHAVIORS WORK

Conflict is when two or more people have different needs or different expectations. Conflict is not necessarily ugly, mean, loud, argumentative, or negative. It can be positive, productive, and beneficial, and it can provide a better outcome or resolution. To keep conflict positive and productive, we must be willing to understand the other person's needs and expectations.

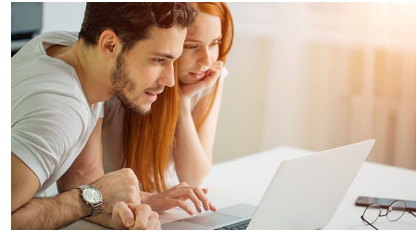


Finances and money matters are consistently ranked as the number one cause of conflict for couples. Conflict is inevitable in any relationship, and money can be a primary source of conflict. We all have our own beliefs, attitudes, habits, and emotions about money. Your beliefs and attitudes are not wrong, nor are your partner's. But when they are different, they can create conflict.

When couples have a healthy relationship with money and can productively discuss and manage differences in spending and savings patterns, they will likely experience fewer challenging conflicts in other areas of their lives together. That's understandable since money plays such a significant role in most aspects of our day-to-day and long-term lives. The problem many couples face is that our culture does not encourage us to talk openly about money. Most parents don't talk to their children about income, expenses, spending and saving, and even fewer about retirement planning, investing, or mortgages. As a result, people have little exposure to real conversations about money and their money attitudes and habits may tell

them it's not acceptable to discuss this topic. This creates a gap for a couple as they build a financial life together.

The more a couple can understand their own and each other's personal attitudes and habits about money (i.e., their Money Behaviors), the more able they are to make wise, intentional decisions about managing their money.



Discovering and understanding these behaviors is the first step. In couples, Money Behaviors may be:

- So similar that there is a risk that the couple will spend more money than they have or scrimp and save much more than is necessary for life's priorities.
- Conflicting, which can lead to ineffective planning and arguments.
- Complementary, which can result in effective financial decisions for the family.

By understanding their differences, couples may be able to minimize conflicts and make financial decisions together that will lead to better financial results both in the short and long term. By recognizing their strengths, they can work together to build a solid financial foundation for their relationship.

IDENTIFYING YOUR PERSONAL MONEY BEHAVIOR—TAKING THE MONEY BEHAVIORS SURVEY

Knowing your personal Money Behaviors is the appropriate start to understanding why you make the money decisions that you make. Taking the Money Behaviors Survey at the end of this module will help you identify those Money Behaviors.

After you have identified your personal Money Behaviors, use the information in this module to understand how you developed these Money Behaviors, as well as how you can complement them with other Money Behaviors to help you to better achieve your personal and financial goals.



MONEY BEHAVIORS SURVEY

Instructions:

1. Read the six statements in each section.
2. Of the six statements in each section, check in the "That's Me!" column the one statement of the six that you feel best describes you. Go with your initial "gut" instinct and don't think too much about your decision; there are no "right" or "wrong" answers.
3. After completing all sections, add up how many number 1s, 2s, 3s, etc., statements you marked, and record and total your results in the Survey Results table at the end of the survey.

Section A	That's Me!
1. I have a strict budget, I practice discipline in making spending choices, and I'm willing to delay gratification.	1
2. I have many friends and acquaintances who will join me when I want to go places and do things.	2
3. I am very attentive to what is important to others.	3
4. I act ethically and with integrity.	4
5. I easily share what I have with others	5
6. I buy items that I really want and that will retain value.	6
Section B	
1. I avoid risk. I protect the money that I have by being conservative. My money is safe but doesn't grow.	1
2. I enjoy adventure, the unexpected, and the thrill of taking risks. I respond quickly to opportunities.	2
3. I present a strong first impression. I like getting special treatment.	3
4. I have strong values and convictions.	4
5. I am optimistic that everything will work out well.	5
6. I make intentional financial decisions based on values and desired long-term outcomes.	6
Section C	
1. I shop wisely for value items on sale.	1
2. I do not have money saved for unexpected expenses or emergencies.	2
3. I enjoy others returning favors and being generous.	3
4. I generously give to other people or causes.	4
5. I adapt easily to new situations.	5
6. I have money set aside especially for unexpected expenses.	6

Section D	
1. I buy based on price when it isn't what I actually want or won't hold up over time.	1
2. I get a lot of attention and recognition.	2
3. I give generous or unexpected gifts.	3
4. I live very simply to reflect non-materialistic values.	4
5. I am not distracted by money considerations or details.	5
6. I set and accomplish goals.	6
Section E	
1. I take care of my possessions so that they will last.	1
2. I buy things right away without waiting.	2
3. I never burden others with my money obligations.	3
4. Others depend on me, especially for financial support.	4
5. I do not feel pressured by others' expectations.	5
6. I have a sense of well-being and control.	6
Section F	
1. I sacrifice participating in enjoyable activities or relationships because of the costs involved.	1
2. I spend money even when I don't have it. I often owe money to friends or family.	2
3. I spend money unwisely to maintain appearances. I create a false impression of having wealth.	3
4. I am intolerant or impatient when others do not meet my standards or have different values.	4
5. I miss opportunities by avoiding commitments or missing deadlines.	5
6. I hide or withhold information from significant others to stay in control of the money.	6
Section G	
1. I have money set aside to handle any emergencies or unexpected expenses.	1
2. I respond quickly to opportunities.	2
3. I feel a constant stress to keep up with others.	3
4. I feel disappointed if money or gifts are not properly appreciated.	4
5. I am unable to support myself if the person(s) providing for me cannot/will not continue to do so. But I also feel trapped or obligated by being supported financially.	5
6. I have difficulty responding to new opportunities if it means changing or abandoning my plan.	6



Section H	
1. I only buy things that are useful and practical.	1
2. I have "fun" money to spend any way I want—to treat myself, take a risk, give it away, etc.	2
3. I think that people will only like me if I am generous.	3
4. If I had a lot of money, the first thing that I would do is help others.	4
5. Inheriting a lot of money or winning a fortune sounds good, but I would not want to be responsible for it.	5
6. I have extra money for things that happen that I don't plan on.	6
Section I	
1. I keep track of my money and know how much I have, how much is coming in, and how much is going out.	1
2. I like to say "yes" to unexpected opportunities that sound good to me, such as a bargain, a new job, a good time, etc.	2
3. I like having things like stylish clothes, the latest phone, a new car, new gadgets, etc.	3
4. It would feel strange to have more money or nicer things than my friends or family.	4
5. When I need money, I just ask my friends or family to help me.	5
6. I buy things because I need them, not because of the brand or because they are considered the best.	6
Section J	
1. I like to keep my money where I can get to it quickly.	1
2. I have lots of things that I have bought, but never use—clothes, tools, household items, etc.	2
3. When someone does something nice for me, I feel like I owe them something in return.	3
4. I help others even when they do not ask by giving them money or gifts.	4
5. I think things will work out, so I don't worry about money.	5
6. I plan on how to spend and save my money.	6
Section K	
1. Even if I can afford things that will make my life easier, I will not buy them.	1
2. If I want something and don't have money, I will get cash from the ATM, use a credit card, or get a quick loan. I don't like to wait.	2
3. I do not have money reserved for unexpected expenses.	3
4. I promote dependence or irresponsible behavior by giving too much or too often.	4
5. I often wonder where my money went; it seems to just disappear.	5
6. Once I have a plan, I stick to it.	6



Section L	
1. I rarely buy things unless I can pay them off right away.	1
2. If I get unexpected money (tax refund, bonus, gift, etc.), it is "extra." I can spend it any way I want.	2
3. I feel that I should pay the bill when I eat out with others.	3
4. I like giving to others more than receiving gifts or help.	4
5. I have to pay late fees because I do not pay my bills on time.	5
6. I know a lot about my/our personal finances, including savings, investments, insurance etc.	6
Section M	
1. I like to get separate bills when I eat out with others. I only want to pay my fair share.	1
2. If I am upset, want to avoid something, or feel great, I go shopping.	2
3. I like to give gifts that come from a special store, look expensive, or have a particular brand name.	3
4. I sacrifice my needs or future security for others.	4
5. I am often frustrated by how often things don't work out as expected.	5
6. Before I spend money, I stop and think about my options.	6
Section N	
1. I save or invest a set amount of money regularly.	1
2. When I go shopping, I have to buy something.	2
3. It seems like most people that I know are better off than I am.	3
4. I owe money after the holidays because I spend a lot on gifts.	4
5. I think that most people can manage money better than I can.	5
6. I only buy what I plan on without any extra items or features.	6
Section O	
1. I will buy things that cost less instead of getting what I really want.	1
2. I have money secrets about how much I spend, owe, lose, or give away.	2
3. Even if I can't afford something, I will spend money to keep up a good image. I will hide the fact that I have money problems.	3
4. I give up things I want so I can help others.	4
5. I don't like to negotiate or bargain for a raise, a better deal, etc.	5
6. I research high-priced items such as cars, houses, jewelry, phones, etc., and compare quality and price.	6
Section P	
1. I will spend a lot of time and energy to get a better deal.	1
2. Sometimes I regret the way I've spent money or the risks that I have taken.	2
3. I will pay more for a brand name that others will recognize.	3
4. I spend a lot on others, but I don't spend money on myself.	4
5. I do not like to be tied to a plan and prefer to keep my options open.	5
6. I know the difference between what I need and what I want.	6



SURVEY RESULTS

Review your responses in the survey, add up the total 1s, 2s, 3s, etc., and record them in this table.

	1s	2s	3s	4s	5s	6s
Total Number of:						
Money Behavior	Security	Spontaneous	Status	Giving	Carefree	Planning

How to interpret your results:

- The number with the greatest number of responses is your primary Money Behavior. This is the attitude and actions usually involved in your daily financial decisions.
- If you have two numbers with greater and equal number of responses, you have two primary behaviors, and they may compete. For instance, you may use Status to take a friend out to dinner but the next day revert to Security and cut back significantly on things for yourself. Or, you may use Security if you are responsible for somebody else's finances but be Carefree with your own money.
- There are no right or wrong Money Behaviors or combination of Money Behaviors.
- Most people are a mix of Money Behaviors. This lets them adapt and respond in different ways. You might be Carefree when you purchase the latest Smartphone, but Planning when you save for retirement, or you may be thrifty but tend to be more generous when buying gifts for certain people.
- Too much of any one behavior may create challenges from its overuse.
- Lack of one type of money behavior may indicate a need for balance.

