



## Get Ready:

- **3 months of credit card/bank statements**
  - Do it for personal and business
  - Do it for ALL accounts
  - 3 months so we can get an average
- **A Life By Design Form**
  - Ask your coach for one, we've got 'em

Ideally, you'll have a boatload of highlighters

- 7 colors
- OR, even better, do it on GoogleSheets/Excel!

If you don't have 7 colors *please PLEASE* don't let that be your excuse to not do it. Get a pencil and come up with 7 symbols.

## The Colors:

### Color 1 - Cost of Living

- mortgage/rent
- Utilities - lights, heat, A/C, NOT cable
- Taxes - quarterly or whenever you're paying
- Insurance (health and home)
- What are you paying to have SHELTER

### Color 2 - Transportation

- Car payment
- Gas
- Car insurance
- Maintenance
- Bus/subway pass
- Metered Parking
- Parking space at your HOA/office
- Uber
- What are you paying to get around?

### Color 3 - Groceries

- Grocery store
- Paper products (paper towels, toilet paper, cleaning products)

- School lunch money

## Color 4 - Eating Out

- Entertainment
  - Streaming services -- Hulu, HBO, Spotify
- Alcohol
- Starbucks/Dunkin Donuts
- Lunch with coworkers/lenders/vendor partners
- Fast Food
- UberEats/DoorDash

## Color 5 - \*!# Expenses

- Hair color/cut
- Nails
- 12th pair of shoes you wear 1x/yr
- ...horses...
- Spa packages
- Gym membership
- GO THROUGH YOUR AMAZON ACCOUNT and really figure out what you're buying there

## Color 6 - Savings and Investments

- IRA
- Stocks and Bonds
- Putting aside for rental/flip property
- Life insurance/disability insurance
  - \*\*Debt repayment\*\*

## Color 7 - Business expenses

- Anything that is covered in the MREA chart of accounts pg 349
  - Look in your personal accounts for business spending...
  - ...and your business accounts for personal spending

## Tips and tricks:

Amazon Subscribe and Save:

- I give Amazon a bunch of crap when it comes to how we're spending our money (impulse spending!!), HOWEVER -- Subscribe and Save is huge. Look at setting up subscribe and save for your dry products:
  - Laundry detergent
  - Dishwasher pods
  - Toilet paper
  - Paper towels
  - Disinfecting wipes
  - Dog food
  - Kitty Litter
  - Shampoo/conditioner

- Soap
- Vitamins
- Protein powder
- The Amazon Solio brand is cheap and good!!!
- Get enough stuff shipping at the same time and you can get up to 15% off the order, guys!!
- *DON'T FORGET* how easy it is to return things to Amazon! If you buy it and realize no one's using it, take it to UPS and ship that sucker back – for free.

Gas:

- Shell, MurphyCo, other companies with discounts for usage
- Costco/SamsClub gas
- GasBuddy

### Check in on:

- Car insurance
  - Has that speeding ticket fallen off? That fender bender? Have you shopped rates recently?
  - Semi related – Do you have a used car that just sits in the driveway? What if you sold it with the record-high used car prices right now?
- Home services
  - If you had a housekeeper, yard care, etc – ask if there's a discount to pay bulk in advance for services.
- Bank and Credit Card fees
  - How much are you spending for overdraft fees, or yearly credit card holding fees? Are there alternative banks/cards you could be using?

### Go raise a fuss with:

- Cable bill -- I've called my cable provider so many times to tell them "I'm out," and almost every time, I get a lower bill, better services, and more products. They're scared of people leaving -- use that fear.
- Cell phone bill
  - Regardless of what your bill is, go into your service provider and ask them, "why is my bill so high, how can I lower it?"
  - Look into alternatives. There are a bunch of companies these days that ping off of big company towers. For example, here in NC I swapped from Verizon to Charter Mobile for a WAY cheaper monthly bill...and it pings off of Verizon towers. I've had zero issues with my service.
- Debt holders
  - If you do have credit card debt you're working to wipe, call the credit card company and negotiate a lower interest rate.
  - With medical expenses, call the hospital and set up either a payment plan or negotiate a "will you wipe my bill for a one-time payment of XXX?"
  - You ARE a skilled negotiator – use those skills.

### Apps/subscriptions:

- Look to see where you're being charged monthly by Apple or Google Play Store. These are apps you forgot you signed up for that you're paying for, and not using.
  - For Apple
    - Open the Settings app

- Tap your name, then tap Subscriptions
  - Choose a different Subscription option -- or shut it off
- For Android
  - Open the Google Play Store app
  - Tap the Menu -- Subscriptions
  - Tap on the app of the subscription you'd like to cancel
- Other subscriptions
  - Remember when you signed up for BarkBox when you had a foster dog for 2 weeks 3 years ago and never turned it off?
  - What about sites like FabFitFun?
  - What about kids' subscription services for games/books/crafts that they've grown out of?

## Emails:

- Want peace of mind and to get out of a constant FOMO mindset? Unsubscribe from all the "20% off," "Buy 5 get .5 Free" emails you get every day.

## BUT WAIT! What do I do with all the money I'm going to save???

Pull up that Life By Design form, friend!

Don't know what to do with a Life By Design form?

- Your coach will help
- Watch [THIS](#) how to, and follow [THIS](#) guide
- Even better? **Take Profit Camp!!!**

Here's a quick refresher – Start with the "Profit First" section

- Calculating taxes properly

*Everyone screws this up – no shame, and yet now we're going to learn to do it properly*

- What is your tax %?
  - Example: 30%
- $100 - 30 = 70$ 
  - Example: My Life By Design requires that I earn an additional 100K. I also need to pay taxes on that at 30% SO:
  - $100,000 / 70\% = \$142,857.14$  is what I will need to earn to put 100K towards my Life By Design AFTER paying \$42,857.14 in taxes.
- Figure your "units needed" for each section, total them up at the bottom
- Bring THAT number to your coach!

LEAH  
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**NOTES:**