

CHAPTER 2

MONEY MANAGEMENT SKILLS

CHAPTER OVERVIEW

Successful money management is based on organized financial records, accurate personal financial statements, and effective budgeting. This chapter offers a discussion of the importance and type of financial documents. This is followed by an explanation of the components and procedures for preparing personal financial statements—the balance sheet and the cash flow statement. Next, the chapter covers the basics of developing, implementing, and evaluating a budget. Finally, savings techniques for achieving financial goals are discussed.

LEARNING OBJECTIVES

CHAPTER SUMMARY

After studying this chapter, students will be able to:

Obj. 1 Identify the main components of wise money management.

Successful money management requires a coordination of personal financial records, personal financial statements, and budgeting activities. An organized system of financial records and documents should provide ease of access as well as security for financial documents that may be impossible to replace.

Obj. 2 Create a personal balance sheet and cash flow statement.

A personal balance sheet, also known as a *net worth statement*, is prepared by listing all items of value (assets) and all amounts owed to others (liabilities). The difference between your total assets and your total liabilities is your net worth. A cash flow statement, also called a *personal income and expenditure statement*, is a summary of cash receipts and payments for a given period, such as a month or a year.

Obj. 3 Develop and implement a personal budget.

The budgeting process involves seven steps: (1) set financial goals; (2) estimate income; (3) budget an emergency funds and savings; (4) budget fixed expenses; (5) budget variable expenses; (6) record spending amounts; and (7) review spending and saving patterns.

Obj. 4 Connect money management activities with saving for personal financial goals.

The relationship among the personal balance sheet, cash flow statement, and budget provides the basis for achieving long-term financial security. Future value and present value calculations may be used to compute the increased value of savings for achieving financial goals

INTRODUCTORY ACTIVITIES

- Ask students to comment on the “Getting Personal” feature for the chapter (p. 46).
- Point out the learning objectives (p. 47) in an effort to highlight the key points in the chapter.
- Provide an overview of the “Your Personal Financial Plan Sheets” for this chapter (p. 47).
- Ask students to provide examples of problems that could result from not having a definite system for storing personal financial records and documents.
- Point out common methods of budgeting that help a household achieve financial goals and prevent money problems.

CHAPTER 2 OUTLINE

- I. A Successful Money Management Plan
 - A. Components of Money Management
 - B. Money Management Troubles and Debt
 - C. A System for Personal Financial Records
 1. Money Management Records
 2. Personal and Employment Records
 3. Tax Records
 4. Financial Services Records
 5. Credit Records
 6. Consumer Purchase Records
 7. Housing and Automobile Records
 8. Insurance Records
 9. Investment Records
 10. Estate Planning and Retirement Records
- II. Personal Financial Statements
 - A. Your Personal Balance Sheet: The Starting Point
 1. Listing Items of Value
 2. Determining Amounts Owed
 3. Computing Net Worth
 - B. Your Cash Flow Statement: Inflows and Outflows
 1. Record Income
 2. Record Cash Outflows
 3. Determine Net Cash Flow
- III. A Plan for Effective Budgeting
 - A. Step 1. Set Financial Goals
 - B. Step 2. Estimate Income
 - C. Step 3. Budget Emergency Fund and Savings
 - D. Step 4. Budget Fixed Expenses
 - E. Step 5. Budget Variable Expenses
 - F. Step 6. Record Spending Amounts
 - G. Step 7. Review Spending and Saving Patterns
- IV. Money Management and Achieving Financial Goals
 - A. Selecting a Savings Technique
 - B. Calculating Savings Amounts

CHAPTER 2 LECTURE OUTLINE

I. A SUCCESSFUL MONEY MANAGEMENT PLAN (p. 48)

- **Money management** refers to the day-to-day financial activities necessary to handle current personal economic resources while working toward long-term financial security.

Components of Money Management (p. 48)

- Personal financial records, financial statements, and spending plans (budget) are the foundation for planning and implementing money management activities.

A System for Personal Financial Records (p. 48)

- Organized money management requires a system of financial records including the following categories:
 - 1.money management records
 - 2.personal and employment records
 - 3.tax records
 - 4.financial services records
 - 5.credit records
 - 6.consumer purchase records
 - 7.housing and automobile records
 - 8.insurance records
 - 9.investment records
 - 10.estate planning and retirement records

II. PERSONAL FINANCIAL STATEMENTS (p. 50)

- A personal balance sheet and cash flow statement provide information about a person's or household's current financial position and a summary of current income and spending.

Your Personal Balance Sheet: The Starting Point (p. 51)

- A **balance sheet**, also known as a net worth statement, specifies what you own and what you owe.
- Items of value minus amounts owed equals net worth.
- **Assets**, the first item on the balance sheet, are cash and other property that has a monetary value.

Instructional Suggestions

- Use PPT slides 2-1 to 2-3
- **Exercise:** Have students suggest methods that could be used to organize and quickly access personal financial documents and records.
- Use PPT slide 2-4.
- PPT slides 2-5 to 2-13.
- **Concept Check 2-1** (pp. 50)
- **Text Reference:** "Apply Yourself" Activity (p. 50)
- Use PPT slide 2-14.
- **Discussion Question:** How accurate is a balance sheet for measuring the financial progress of an individual or household?
- **Text Highlight:** Exhibit 2-2 (p. 52) explains the process for creating a balance sheet.
- Use PPT slides 2-15 to 2-19.

CHAPTER 2 LECTURE OUTLINE

- **Liquid assets** are cash and items of value that can easily be converted into cash.
- **Real estate** includes a home, condominium, vacation property, or other land that a person or family owns.
- Personal possessions are the major portion of assets for most families.
- Investment assets consist of money set aside for long-term financial needs.
- **Liabilities** are amounts owed to others but do not include items not yet due, such as next month's rent.
- **Current liabilities** are debts that must be paid within a short time, usually less than a year.
- **Long-term liabilities** are debts that are not required to be paid in full until more than a year from now.
- Your **net worth** is the difference between your total assets and your total liabilities: $\text{Assets} - \text{Liabilities} = \text{Net worth}$
- The balance sheet of a business is usually expressed as: $\text{Assets} = \text{Liabilities} + \text{Net worth}$
- **Insolvency** is the inability to pay debts when they are due; it occurs when a person's liabilities far exceed his or her available assets.

"Figure It Out" (p. 54)

- A person or household experiences financial improvement if net worth increases over time.
- **Debt-equity ratio**—liabilities divided by net worth—may be used to indicate a person's financial situation; a low debt ratio is desired.
- **Current ratio**—liquid assets divided by current liabilities—how well a person will be able to pay upcoming debts.
- **Liquidity ratio**—liquid assets divided by monthly expenses—indicates the number of months that expenses can be paid if an emergency arises.
- **Debt-payment ratio**—monthly credit payments divided by take-home pay—provides an indication of how much of a person's earnings goes for debt payments (excluding a home mortgage).
- **Savings ratio**—amount saved each month divided by gross income—financial experts recommend a savings rate of about 10 percent.

Instructional Suggestions

- **Text Reference** Refer students to a summary of financial ratios on page 54. ("Figure It Out" box) (PPT Slide 2-23)

CHAPTER 2 LECTURE OUTLINE

Your Cash Flow Statement: Inflows and Outflows (p. 53)

- **Cash flow** is the actual inflow and outflow of cash during a given time period.
- A **cash flow statement** is a summary of cash receipts and payments for a given period, such as a month or a year.
- **Income** is the inflows of cash to an individual or a household. For most people, the main source of income is money received from a job.
- Cash payments for living expenses and other items make up the second component of a cash flow statement.
- **Fixed expenses** are payments that do not vary from month to month.
- **Variable expenses** are flexible payments that change from month to month.
- The difference between your income and your cash outflows can be either a positive (**surplus**) or negative (**deficit**) cash flow. A deficit exists if more cash goes out than comes in during a month. This amount must be made up by withdrawals from savings or borrowing.

III. A PLAN FOR EFFECTIVE BUDGETING (p. 57)

- A budget, or *spending plan*, is necessary for successful financial planning. The main purposes of a budget are to help you
 1. live within your income
 2. spend your money wisely
 3. reach your financial goals
 4. prepare for financial emergencies
 5. develop wise financial management habits
- Budgeting may be viewed in seven main steps:
 1. Set financial goals
 2. Estimate income
 3. Budget an emergency funds and savings
 4. Budget fixed expenses
 5. Budget variable expenses
 6. Record spending amounts
 7. Review spending and saving patterns

Instructional Suggestions

- **Text Highlight:** Exhibit 2-3 (p. 55) provides an overview of the process for creating a cash flow statement.
- **PPT slides 2-20 to 2-22.**
- **Discussion Question:** What information does a cash flow statement provide that is not available on a personal balance sheet?
- **Exercise:** Have students list all the sources of income (cash inflows available for spending) for people in our society.
- **Discussion Question:** What relationship exists between the balance sheet and cash flow statement?
- **Concept Check 2-2** (pp. 56)
- **Text Reference:** "Apply Yourself" Activity (p. 56)
- **Use PPT slides 2-24 to 2-31.**
- **Discussion Question:** Is every individual and household forced to budget, with some more organized and planned than others?
- **Exercise:** Have students suggest common financial goals.

CHAPTER 2 LECTURE OUTLINE

- Your **lifestyle** is how you spend your time and money and is strongly influenced by your career, family, and personal values.

Step 1. Set Financial Goals (p. 57)

- Financial goals are plans for future activities that require you to plan spending, savings, and investing.
- How much you budget for various items will depend on current needs and plans for the future. Sources that can assist with planning your spending include:
 - * your cash flow statement
 - * sample budgets from government reports
 - * articles in personal financial planning magazines
 - * estimates of future income and expected inflation

Step 2. Estimate Income (p. 57)

- Available money should be estimated for a given time period—such as a month.
- Income variations (due to seasonal work or sales commissions) should be based on the recent past and realistic expectations.

Step 3. Budget an Emergency Fund and Savings (p. 57)

- An emergency fund and savings for irregular payments should be first set aside to avoid not having anything left for savings.

Instructional Suggestions

- **Text Highlight:** Exhibit 2-6 (page 59) provides suggested budget allocations for different life situations.
- **Exercise:** Have students allocate budget categories (using percentages) for different household situations.

CHAPTER 2 LECTURE OUTLINE

Instructional Suggestions

Step 4. Budget Fixed Expenses (p. 59)

- Definite obligations (rent, mortgage, and credit payments) should be allocated first.
- Assigning amounts to spending categories can be based on your cash flow statement, government data, current magazine articles, and estimates of future income and expenses.
- A “spending diary” of past expenses can also assist with this task.

Step 5. Budget Variable Expenses (p. 60)

- Planning for variable expenses is more difficult than fixed expenses.
- These expenses will fluctuate based on household situation, time of the year, health, economic conditions, and other factors.

Step 6. Record Spending Amounts (p. 60)

- A **budget variance** is the difference between amount budgeted and the actual amount received or spent. A **deficit** exists when actual spending exceeds planned spending. A **surplus** is when actual spending is less than planned spending.

Step 7. Review Spending and Saving Patterns (p. 60)

- The results of your budget may be obvious—having extra cash, falling behind in payments. Or the results may need to be reviewed in detail to determine areas of needed changes. The most common overspending areas are entertainment and food, especially away-from-home meals.
- At this point of the budgeting process, you should also evaluate, reassess, and revise your financial goals.

The Psychology of Successful Budgeting (p. 61)

- A successful budget should be:
 - * well-planned
 - * realistic
 - * flexible
 - * clearly communicated

Selecting a Budgeting System (p. 62)

- Commonly used budgeting systems are: mental, physical, written, and computerized.

- **Text Reference:** The “Personal Finance in Practice” box (p. 61) suggests guidelines for a SWOT analysis for money management activities and budgeting.

- **Question:** What factors can contribute to unsuccessful budgeting? How can these situations be avoided?
- **Concept Check 2-3** (p. 62)
- **Text Reference:** “Apply Yourself” Activity (p. 62)

CHAPTER 2 LECTURE OUTLINE

V. MONEY MANAGEMENT AND ACHIEVING FINANCIAL GOALS (p. 63)

- Personal financial statements and a budget help achieve financial goals with
 1. the balance sheet reporting current financial position—*where you are now*.
 2. the cash flow statement: telling what was *received and spent over the past month*.
 3. a budget for *planning spending and saving to achieve financial goals*.
- People commonly prepare a balance sheet on a periodic basis, such as every three or six months. Between those points in time, a budget and cash flow statement help plan and measure spending and saving activities.

Selecting a Savings Technique (p. 63)

- Since most people find saving difficult, financial advisers suggest several methods:
 - * write a check each payday and deposit it in a distant financial institution
 - * use payroll deduction, direct deposit
 - * save coins
 - * spend less on certain items

Calculating Savings Amounts (p. 65)

- To achieve financial objectives, you should convert your savings goals into specific amounts.
- Your use of an interest-earning savings plan is vital to the growth of your money and the achievement of your financial goals.

Instructional Suggestions

- Use PPT slides 2-32 to 2-40.
- **Example:** People unable to save regularly are usually:
 - * individuals without specific savings goals
 - * people who always seem to use up savings for unexpected expenses
 - * those who overuse credit
 - * people who buy to have the same things as others
 - * individuals who lack common financial goals with other family members
- **Text Highlight:** “From the Pages of *Kiplinger’s Personal Finance*” (p. 64).
- **Concept Check 2-4** (p. 65)
- **Text Reference:** “Apply Yourself” Activity (p. 65)

CONCLUDING ACTIVITIES

- Discuss “Your Personal Finance Dashboard” and possible financial planning actions (p. 66).
- Point out the chapter summary (p. 66) and key terms in the text margin.
- Assign and discuss selected end-of-chapter Problems, Questions, Case in Point, and Continuing Case.
- Encourage students to maintain a “Daily Spending Diary” (p. 71 and Appendix C)
- Discuss “Your Personal Financial Plan” worksheets.
- Use the Chapter Quiz in the *Instructor’s Manual*.

YOUR PERSONAL FINANCIAL PLAN WORKSHEETS FOR USE WITH CHAPTER 2

Sheet 5	Financial Documents and Records
Sheet 6	Creating a Personal Balance Sheet
Sheet 7	Creating a Personal Cash Flow Statement
Sheet 9	Developing a Personal Budget

CHAPTER 2 QUIZ ANSWERS

True-False

1. F (p. 50)
2. T (p. 51)
3. F (p. 51)
4. T (p. 63)
5. T (p. 60)

Multiple Choice

6. A (p. 57)
7. C (p. 51)
8. D (p. 51)
9. B (p. 53)
10. B (p. 59)

Name _____ Date _____

CHAPTER 2 QUIZ

TRUE-FALSE

- ____ 1. Most financial records should be kept in a safe-deposit box.
- ____ 2. A personal balance sheet reports the financial position of a person or family on a given date.
- ____ 3. Assets represent amounts owed to others that must be paid within the next year.
- ____ 4. Spending less than your income will increase net worth.
- ____ 5. A budget deficit exists when actual spending exceeds projected spending.

MULTIPLE CHOICE

- ____ 6. A(n) _____ is a specific plan for spending.
 - a. budget
 - b. balance sheet
 - c. income statement
 - d. bank statement
- ____ 7. An example of a liquid asset would be
 - a. a home.
 - b. an automobile.
 - c. a checking account.
 - d. retirement account.
- ____ 8. _____ represents amounts owed to others.
 - a. Current assets
 - b. Expenses
 - c. Mutual funds
 - d. Liabilities
- ____ 9. A personal cash flow statement presents
 - a. amounts earned from savings.
 - b. income and payments.
 - c. assets and liabilities.
 - d. amounts owed to others.
- ____ 10. Definite financial obligations are referred to as
 - a. variable expenses.
 - b. fixed expenses.
 - c. equity.
 - d. investment assets.

SUPPLEMENTARY LECTURE

Financial Ratios to Measure and Evaluate Financial Progress

Type	Calculations	Example
A. Debt-equity ratio	liabilities divided by net worth	$\$50,000/\$40,000 = 1.25$
Interpretation: These items express the relationship between your debts and personal net worth. A lower debt ratio is desired.		
B. Current ratio	liquid assets divided by current liabilities	$\$7,000/\$4,000 = 1.75$
Interpretation: Indicates how well you will be able to pay upcoming debts. A higher number is more desirable.		
C. Liquidity ratio	liquid assets divided by monthly expenses	$\$7,000/\$2,800 = 2.5$
Interpretation: Indicates the number of months a person will be able to pay expenses if an emergency situation arises. Again, a higher number is desired especially if uncertainty exists regarding continual employment.		
D. Solvency ratio	total assets divided by total liabilities	$\$98,000/\$67,000 = 1.46$
Interpretation: Shows the relationship between the value of assets and what is owed. A higher number is desired.		
E. Debt Payments ratio	monthly credit payments divided by monthly take	$\$450/\$2,500 = 0.18$
Interpretation: Expresses portion of monthly earnings going for credit payments. A lower ratio is desired.		
F. Savings ratio	additions to savings plans divided by take-home pay	$\$2,080/\$32,800 = 0.065$
Interpretation: Presents the portion of annual earnings that has been saved.		
G. Investment assets ratio	investment assets divided by net worth	$\$77,000/\$101,000 = 0.76$
Interpretation: Indicates portion of net worth that contributes to long-term financial goals.		

Supplementary Lecture: Money Management Troubles and Debt

Difficult economic conditions often create difficult personal financial situations, often in the form of increased debt.

The process of getting out of debt may include actions to:

- *Evaluate your credit situation*
- *Track your spending*
- *Plan to make payments on time*
- *Consider other income sources*
- *If appropriate, seek assistance.*

ANSWERS TO CONCEPT CHECKS, FINANCIAL PLANNING PROBLEMS AND QUESTIONS, AND CASES

CONCEPT CHECK ANSWERS

Concept Check 2-1 (p. 50)

1. What are the three major money management activities?

The three major money management activities are (1) storing and maintaining financial records and documents, (2) creating personal financial statements, and (3) creating and implementing a budget. (p. 48)

2. What are the benefits of an organized system of financial records and documents?

An organized system of financial records provides a basis for: (1) handling daily business activities, such as bill paying; (2) planning and measuring financial progress; (3) completing required tax reports; (4) making effective investment decisions; and (5) determining available resources for current and future spending. (pp. 48)

3. For each of the following records, check the column to indicate the length of time the item should be kept. "Short-time period refers" to less than five years.

Document	Short time period	Longer-time period
Credit card statements	X	
Mortgage documents		X
Receipts for furniture, clothing	X	
Retirement account information		X
Will		X

Concept Check 2-2 (p. 56)

1. What are the main purposes of personal financial statements?

(1) Report your current financial position in relation to the value of the items you own and the amounts you owe; (2) measure your progress toward your financial goals; (3) maintain information on your financial activities; (4) provide data that you can use when preparing tax forms or applying for credit. (p. 51)

2. What does a personal balance sheet tell you about your financial situation?

A balance sheet consists of assets (items of value), liabilities (amounts owed to others), and net worth (the difference between the total assets and total liabilities.) (pp. 51-53)

3. For the following items, identify each as an asset (A), liability (L), cash inflow (CI), or cash outflow (CO):

<u>CO</u> monthly rent	<u>L</u> automobile loan
<u>CI</u> interest on savings account	<u>A</u> collection of rare coins

A retirement account
 CO electric bill

 L mortgage amount
 A market value of automobile

4. Jan Franks has liquid assets of \$6,300 and monthly expenses of \$2,100. Based on the liquidity ratio, she has 3 months in which living expenses could be paid if an emergency arises.

Concept Check 2-3 (p. 62)

1. What are the main purposes of a budget?

The main purposes of a budget are to help you: (1) live within your income; (2) spend your money wisely; (3) reach your financial goals; (4) prepare for financial emergencies; and (5) develop wise financial management habits. (p. 57)

2. How does a person's life situation affect goal setting and amounts allocated for various budget categories?

Different life situations will affect household goals and plans for spending based on needs and desires of those involved. Delayed marriage might mean more spending for travel and leisure; deferred parenthood might be due to plans for advanced career training and returning to school; divorce will affect housing size needs and could mean child care expenses.

3. For each of the following household expenses, indicate if the item is FIXED expense or a VARIABLE expense.

<u> VARIABLE </u>	food away from home	<u> FIXED </u>	cable television
<u> FIXED </u>	rent	<u> VARIABLE </u>	electricity
<u> FIXED </u>	health insurance premium	<u> VARIABLE </u>	auto repairs

4. The Nollin family has budgeted expenses for a month of \$4,560 and actual spending of \$4,480.

This would result in a budget SURPLUS or DEFICIT (circle one) of \$ 80

Concept Check 2-4 (p. 65)

1. What relationship exists among personal financial statements, budgeting, and achieving financial goals?

The balance sheet and cash flow statement provide information about a person's current financial situation. These allow a person to plan his or her budget to set spending and saving plans that relate to achieving financial goals.

2. What are some suggested methods to make saving easy?

Suggested savings methods include "pay yourself first," payroll deduction, saving coins, and eliminating spending on a certain item. (p. 63)

3. If a person desires to obtain the following information, check the box for the document that would be most useful.

Financial information needed	Balance sheet	Cash flow statement	Budget
Amounts owed for medical expenses	X		
Spending patterns for the past few months		X	
Planned spending patterns for the next month			X
Current value of investment accounts	X		
Amounts to deposit in savings accounts			X

DISCUSSION QUESTIONS (p. 67)

1. Describe some common money management mistakes that can cause long-term financial concerns?

Spending more than their income is the main mistake people make. In addition, the overuse of credit, impulse buying, and not monitoring spending are other concerns.

2. What do you believe to be the major characteristics of an effective system to keep track of financial documents and records?

Students should be encouraged to point out that a system should be relatively simple, should allow quite access to items, and should be updated regularly.

3. How might financial ratios be used when planning and implementing financial activities?

These ratios can be an indication of financial progress. Some should be high (such as savings ratio), while others should be low (debt-equity ratio).

4. Discuss with several people how a budget might be changed if a household faced a decline in income. What spending areas might be reduced first?

This activity can help students better understand problems associated with money management and cash flow. In addition, students can obtain practical advice on coping with this situation. Opinions on this item will vary. Students should be ready to accept different points of views that reflect a person's life situation, goals, and personal values.

5. What are long-term effects of low savings for both individuals and the economy of a country?

Low savings for individuals will result in not having funds available for emergencies and poor long-term financial security. For the economy, a low savings/investment rate will limit the funds available for use by companies to expand and create jobs.

PROBLEMS (p. 68)

1. Based on the following data, determine the amount of total assets, total liabilities, and net worth. (LO 2.2)

Liquid assets, \$3,870	Investment assets, \$8,340
Current liabilities, \$2,670	Household assets, \$87,890
Long-term liabilities, \$76,230	

a. Total assets \$ _____

b. Total liabilities \$ _____

c. Net worth \$ _____

Total assets = \$100,100 (\$3,870 + 8,340 + 87,890)

Total liabilities = \$78,900 (\$2,670 + \$76,230)

Net worth = \$21,200 (\$100,100 - \$78,900)

2. Using the following balance sheet items and amounts, calculate the total liquid assets and total current liabilities: (LO 2.2)

Money market account \$2,600	Medical bills \$262
Mortgage \$158,000	Checking account \$780
Retirement account \$87,400	Credit card balance \$489

a. Total liquid assets \$ _____

b. Total current liabilities \$ _____

a. Total liquid assets

b. Total current liabilities

3. Use the following items to determine the total assets, total liabilities, net worth, total cash inflows, and total cash outflows. (LO 2.2)

Rent for the month, \$650	Monthly take-home salary, \$2,185
Spending for food, \$345	Cash in checking account, \$450
Savings account balance, \$1,890	Balance of educational loan, \$2,160
Current value of automobile, \$8,800	Telephone bill paid for month, \$65
Credit card balance, \$235	Loan payment, \$80
Auto insurance, \$230	Household possessions, \$3,400
Video equipment, \$2,350	Payment for electricity, \$90
Lunches/parking at work, \$180	Donations, \$160
Personal computer, \$1,200	Value of stock investment, \$860
Clothing purchase, \$110	Restaurant spending, \$130

- a. Total assets \$ _____
- b. Total liabilities \$ _____
- c. Net worth \$ _____
- d. Total cash inflows \$ _____
- e. Total cash outflows \$ _____

Total assets = \$18,950 (\$450 + 1,890 + 8,800 + 2,350 + 1,200 + 3,400 + 860)

Total liabilities = \$2,395 (\$235 + \$2,160)

Net worth = \$16,555 (\$18,950 - \$2,395)

Total cash inflows = \$2,185

Total cash outflows = \$2,040 (\$650 + 345 + 230 + 180 + 110 + 65 + 80 + 90 + 160 + 130)

4. For each of the following situations, compute the missing amount. (LO 2.2)

- a. Assets \$65,000; liabilities \$18,000; net worth \$47,000
- b. Assets \$86,500; liabilities \$67,800; net worth \$18,700
- c. Assets \$34,280; liabilities \$12,965; net worth \$21,315
- d. Assets \$90,999; liabilities \$38,345; net worth \$52,654

5. Based on this financial data, calculate the ratios requested: (LO 2.2)

Liabilities, \$7,800

Liquid assets, \$4,600

Monthly credit payments, \$640

Monthly savings, \$130

Net worth, \$58,000

Current liabilities, \$1,300

Take-home pay, \$2,575

Gross income, \$2,850

- a. Debt ratio _____
- b. Current ratio _____
- c. Debt-payments ratio _____
- d. Savings ratio _____

a. Debt ratio $7,800/58,000 = 0.134$

b. Current ratio $4,600/1,300 = 3.54$

c. Debt-payments ratio $640/2,575 = 0.2485$

d. Savings ratio $130/2,850 = 0.046$

6. The Fram family has liabilities of \$128,000 and a net worth of \$340,000. What is the debt ratio? How would you assess this? (LO 2.2)

$\$128,000 / \$340,000 = .376$, which represents a ratio of less than 40 percent, which would need to be assessed in relation to previous trends and the ratio of comparable households.

7. Carl Lester has liquid assets of \$2,680 and current liabilities of \$2,436. What is his current ratio? What comments do you have about this financial position? (LO 2.2)

$\$2,680 / \$2,436 = 1.1$, which could be viewed as lower than would be desirable.

8. For the following situations, calculate the cash surplus or deficit: (LO 2.2)

Cash Inflows	Cash Outflows	Difference (surplus or deficit)	
\$3,460	\$3,218	\$242	surplus
\$4,756	\$4,803	\$47	deficit
\$4,287	\$4,218	\$69	surplus

9. The Brandon household has a monthly income of \$5,630 on which to base their budget. They plan to save 10 percent and spend 32 percent on fixed expenses and 56 percent on variable expenses. (LO 2.3)

a. What amount do they plan to set aside for each major budget section?

Savings \$ _____

Fixed expenses \$ _____

Variable expenses \$ _____

Savings	\$ 563
Fixed Expenses	\$1,801.60
Variable Expenses	\$3,152.80

b. After setting aside these amounts, what amount would remain for additional savings or for paying off debts?

\$112.60

10. Fran Powers created the following budget and reported the actual spending listed. Calculate the variance for each of these categories, and indicate whether it was a *deficit* or a *surplus*. (LO 2.3)

Item	Budgeted	Actual	Variance	Deficit/Surplus
Food	\$360	\$298	_____	_____
Transportation	320	334	_____	_____
Housing	950	982	_____	_____
Clothing	110	134	_____	_____
Personal	275	231	_____	_____

Food: \$62 surplus; transportation: \$14 deficit; housing: \$32 deficit; clothing: \$24 deficit; personal expenses: \$44 surplus.

11. Ed Weston recently lost his job. Before unemployment occurred, the Weston household (Ed; wife, Alice; two children, ages 12 and 9) had a monthly take-home income of \$3,165. Each month, the money went for the following items: \$880 for rent, \$180 for utilities, \$560 for food, \$480 for automobile expenses, \$300 for clothing, \$280 for insurance, \$250 for savings, and \$235 for personal and other items. After the loss of Ed's job, the household's monthly income is \$1,550, from his wife's wages and his unemployment benefits. The Westons also have savings accounts, investments, and retirement funds of \$28,000. (LO 2.3)

a. What budget items might the Westons consider reducing to cope with their financial difficulties?

Common cutbacks occur in the areas of food, clothing, savings, and personal spending.

b. How should the Westons use their savings and retirement funds during this financial crisis? What additional sources of funds might be available to them during this period of unemployment?

Savings funds should be used to pay fixed expenses and necessities. Retirement funds should only be used if a lengthy unemployment time is encountered or if large, expected expenses occur. Other sources of funds may include loans, sale of investments, or sale of no longer needed household items.

12. Use future value and present value calculations (see tables in the appendix for Chapter 1) to determine the following: (LO 2.4)

a. The future value of a \$600 savings deposit after eight years at an annual interest rate of 7 percent.

$$\$600 \times 1.718 = \$1,030.80$$

b. The future value of saving \$1,800 a year for five years at an annual interest rate of 6 percent.

$$\$1,800 \times 5.637 = \$10,146.60$$

c. The present value of a \$2,000 savings account that will earn 3 percent interest for four years.

$$\$2,000 \times 0.885 = \$1,770$$

13. Brenda plans to reduce her spending by \$50 a month. What would be the future value of this reduced saving over the next 10 years? (Assume an annual deposit to her savings account, and an annual interest rate of 4 percent.) (LO 2.4)

$$\$50 \times 12 = \$600 \times 12.006 \text{ (future value of annuity)} = \$7,203.60$$

14. Kara George received a \$10,000 gift for graduation for her uncle. If she deposits this in an account paying 3 percent, what will be the value of this gift in 12 years? (LO 2.4)

$$\$10,000 \times 1.426 = \$14,260$$

CASE IN POINT (p. 70)

1. What money management behaviors did Ken practice that most people neglect?

Regular saving was the foundation of Ken's money management activities. In addition, he planned and implemented a savings plan that provide for both current family needs and long-term financial security.

2. Based on information at www.kiplinger.com, www.money.com, or www.asec.org, describe money management and financial planning advice that would be appropriate for Brian.

Have students report back to the class about websites and findings that would be of value when planning and implementing money management activities.

3. What additional goals might be appropriate for Ken, Alicia, and their children?

Possible answers might include: reviewing long-term investments for children's education and retirement; assessing current and future insurance needs; and having a will and an estate plan.

CONTINUING CASE (p. 70)

1. What recommendations do you have for her recordkeeping system?

Vikki's recordkeeping system is inadequate. Her filing system should resemble the listing shown in Exhibit 2-1 with many files kept in a home file and some documents stored in a safe deposit box. In addition, if available, Vikki should take advantage of a computer for tracking and storing financial data.

2. What expenses should she include in her budget if she moves out?

In addition to the expenses Vikki currently has, she will likely need to add:

- a. Rent (higher amount)
 - b. Food (higher amount)
 - c. Utilities
 - d. Decorations
 - e. Furnishings
 - f. Apartment (rent) insurance
 - g. Telephone (cell and/or landline)
 - h. Personal care
 - i. Clothing
 - j. Donations
 - k. Gifts
 - l. Emergency fund savings
 - m. Savings for longer-term goals
3. How much should she have in an emergency fund? What steps should she take to reach this amount?

Vikki should aim for an emergency fund equal to three to six months of living expenses. The exact amount students calculate may vary based on the assumptions they use. For instance, if they use her current expense level (living at home), her emergency fund should be 3 – 6 months of the following:

Rent \$200 + Food \$100 + Student loan \$250 + Car loan \$200 + Credit card payments \$40
+ Entertainment \$100 + Gas/repairs \$150 + Retirement savings - 401(k) \$500 = \$1540 *
3 = \$4,620 to \$1540 * 6 = \$9240.

If her expenses are expected to increase with her move to an apartment, the emergency fund should be larger. She should save money each month specifically for her emergency fund until she reached her goal.

4. How can she use *Your Personal Financial Plan* sheets 5 - 8?

The *Your Personal Financial Plan* sheets can be helpful as follows:

#5 Financial Documents and Records – Vikki can use this to identify files she should have and get organized at home.

#6 Creating a Personal Balance Sheet – This sheet can be used to track her net worth.

#7 Creating a Personal Cash Flow Statement – Vikki can use this sheet to track her spending and identify areas to be revised to help her meet her goals.

#8 Developing a Personal Budget – This sheet is similar to #7 and allows Vikki to track how she is doing compared to her plan. She can focus on variances to her budget.

SPENDING DAIRY (p. 71)

This activity will help students better plan their spending for both short-term and long-term financial decisions.