

## ***From the Heart: Getting Unstuck with Your Financial Plan***

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Motivation...Audacity...Resilience...Support. Owning these traits will make you successful in any endeavor you undertake. You are familiar with each of these components of success because you have demonstrated them in your life, perhaps in your work or when moving through a particularly difficult time. How can you utilize these same gifts in moving towards financial independence?

Over the last couple of months, I've suggested exercises to reach inside yourself and discover what you really want. "Your desires are your prayers," and you are moving into a place of faith as you identify your most heartfelt desires and write them down. You've "started with the heart." You have motivation. What next?

Writing down what you want may seem to be the easy part. Having the courage to tolerate discomfort, to step out and be willing to do something new, different, and perhaps frightening, is quite another when it comes to money and investing. But isn't that what audacity is? The willingness to take the plunge and "just do it?" Having a plan, a strategy, will help you take the next step. In fact, making the plan IS the next step.

A good plan begins with quantifying where you are. You must be very specific about your:

- Assets - Everything you own
- Liabilities - Everything you owe, the balances on your debts
- Income – What's comes in
- Expenditures - What's going out

Organizing the above often takes a nudge from someone to help you assemble the information.

You're smart and so you know you can bear down and do your own financial plan that shows you how to get to where you're going, learn how to design your own portfolio. This may involve your taking classes, even going back to school to learn the art and science of finance and investing. But is that really how you want to spend your time and energy? Look back at your list of desires and goals for a clue as to how you want to spend your resource called time. If "becoming a great financial advisor" is not on your list, I suggest you begin looking for support and help.

When you think about your most difficult life challenges – raising children, getting an important job, moving through the pain and loss of a person or of a relationship – haven't you done these things with the love and support of a friend, a partner, or an advisor?

It's no different when you're on one of the most important quests of your life, the quest for financial independence. Finding a person who is not only competent and professional, but just as importantly, someone with whom you are very comfortable, can be a challenge in and of itself. But it's one of the most important financial decisions you ever make.

The views are those of Katherine Newton and should not be considered as investment advice and also are not intended to be tax advice. All information is believed to be from reliable sources; however, we make no representations as to its completeness or accuracy. Discuss all information with your individual advisor prior to implementation. Katherine Newton, a 29-year veteran of the financial services industry and Certified Financial Planner™, helps clients nationwide enrich their retirements by working to create reliable streams of income, freeing them to do what's most important in their lives.

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