

# Your Sherpa, LLC

## Audio Session #1

### **Introduction & Overview**

Saving Money & Avoiding Obstacles that Prevent You from Saving

# Outline for session #1:

**First potential hurdle** - You think you are *too young* for this message

*Yet...*

- high school students choose a **career** and select a **college**
- these are major life decisions with huge financial implications

# Outline for session #1:

**Virtuous cycle in life:**

**Achieve your financial goals...**

**...take more control of your life...**

**...realize your personal potential!**

# Outline for session #1:

**My mission – give you a *roadmap* to set out to achieve financial goals**

**My framework - to get you in front of, and offer personal solutions to, three serious problems:**

1. **Soaring college debt** - you can't begin to save if you have too much college debt
2. **Career Uncertainty** - you can't save if you can't get and hold a good job
3. **General lack of financial literacy** - make daily decisions to save and build wealth

# Outline for session #1:

**Second potential hurdle...**you think financial literacy is *tedious & all math*

I encourage you to...

- view financial literacy as a tool, a means to an end, a daily lifestyle choice
- see how financial literacy can be reflected in life style choices and impact the outcomes in your life

# Outline for session #1:

## **Financial literacy reflected in lifestyle choices & impacting outcomes:**

- **Approach to life**

- Financially literate: Think long-term, plan, set goals, personal process of daily decisions, avoid debt
- Not: Live in moment, think future will take care of itself

- **Approach to money**

- Financially literate: See money as a tool, put money to work, excited about compounding, manage risk
- Not: Work paycheck to paycheck, often go in debt living beyond their means, don't see rewards

- **Approach to college**

- Financially literate: Avoid emotional decisions, priority is to get a job with minimal debt
- Not: Fall in love with campus or school name, fail to see downside of debt (debt is a double whammy)

- **Approach to work/career**

- Financially literate: Embrace change, invest in self, recognize it is their responsibility to stay employable
- Not: Not prepared to stay employed or to grow income

# Outline for session #1:

## Who am I?

- Engineer (13 years)
- Analyst & Portfolio Manager (19 years)
- MBA, CFA
- Teacher/mentor – Created and led internal school for new analysts
- President non-profit
- Parent
- Founder **Your Sherpa, LLC** – Financial literacy educational service
  - The analyst in me identified the problems to solve; the engineer created the framework; the mentor teaches; the parent knows your perspective/concerns

# Outline for remaining sessions:

## **You can't begin to save if you have too much college debt:**

- Session #2 – Define the problem - A broken system
- Session #3 – Pursue your passions (career choice)
- Session #4 – Choose a school you can afford

## **You can't save if you can't get and hold a good job:**

- Session #5 – Define the problem – Career uncertainty
- Session #6 – Adopt a mindset that embraces change
- Session #7 – Keep investing in yourself

## **Make daily decisions to save and build wealth:**

- Session #8 – Why save?
- Session #9 – How to save?
- Session #10 – What to do with savings

## **Recap – Session #11**