

# DID YOU KNOW... GET INTO WRITING?



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Getting things out of your head and onto paper **INCREASES** your chances of achieving your objectives.

First, the physical act of preparing a paper document requires a greater level of engagement. Thoughts and words are vapors that can easily dissipate when distractions emerge. Getting things in writing usually focuses thought and encourages clarity. And, the physical act of writing engenders another level of reinforcement where your thoughts take on a visual aspect, and even acquire some “muscle” memory.

## When it comes to my finances, what should I get in writing?

- 1. Write (or type) your present financial condition.** When you move beyond the generalities, and you'll find most people don't have a good grip on what's really going on – it's all sort of fuzzy.
- 2. Write (or type) your financial objectives.** In general, everybody wants more money. But how much do you want, and for what purpose?
- 3. Write (or type) your plan of action.** Taking the time to write down a course of

action in order to achieve your financial objectives gets you to reflect on, and then to redirect, your activities. Otherwise, the default option is often the tyranny of the urgent; what's immediately in front of us demands our attention.

When it comes to your finances, do you have it in writing? If you don't, you have a simple question to answer: Are you going to get it in writing?

- \*How much of your financial life is in writing?
- \*Do you have a monthly cash flow statement?
- \*Do you have a written list of financial objectives?
- \*Do the financial professionals you work with have copies of your written information?
- \*OR would you like to have a financial professional help you get it in writing?

## Does getting it in writing really work?

Intuitively, most people know getting it in writing would help them make progress. Of course, there are caveats. Making a direct cause-and-effect connection between writing it down and success is difficult because so many other factors are involved. You may have some financial issues that aren't going to be resolved by simply writing them down (like back taxes to the IRS), but the very act of deciding to get your financial life in writing means you're giving it a higher priority and a higher likelihood of success.

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