

## **Chapter 1, Exercise #2: Your Money Personality**

Are you a big spender, saver, worrier or avoider? Are your decisions driven by more than one money personality perspective? Take a few moments to download and complete *Money Personality Quiz*. Besides being fun, this quiz and the scoring of your results will help you better understand your own instinctive responses to financial decisions that confront you.

### **Money Personality Quiz**

1. You just arrived in Las Vegas and you win \$1,000 on your first bet. What do you do?
  - a. Deposit your winnings into your savings account and stick to your prearranged spending plan for the rest of the trip.
  - b. Bet it all in your next turn of the wheel or round of cards.
  - c. Have no idea what to do because you never win anything.
  - d. Spend it freely on shows, restaurants, and spa treatments.
  
2. You are shopping at your favorite store when you spot the perfect bathing suit. It fits perfectly! The only problem is that it is very expensive and way out of your budget. What do you do?
  - a. Buy it anyway. Plastic is Power!
  - b. Wait for the bathing suit to go on sale.
  - c. Buy it, agonize all night long over the purchase and then return it the next day.
  - d. Think maybe you could buy it, but figure you better wait and decide later.
  
3. Good news! You have just inherited \$50,000 from an Uncle that you have never met. You:
  - a. Put the check in your drawer for right now. You don't want to act too quickly.
  - b. Start booking your next vacation.
  - c. Deposit your money into an interest-bearing savings account.
  - d. Deposit it into your checking account to pay bills.

4. When it comes to saving money, you:
  - a. Can't do it.
  - b. Know you should but aren't sure you know the best way.
  - c. Have set up a system that works for you.
  - d. Make and break a new savings plan every month.
  
5. Honestly, how do you drive your car?
  - a. Reluctantly—you wish you had a chauffeur.
  - b. Cautiously and safely—you are a defensive driver.
  - c. Quickly and aggressively—you do not let anyone get in your way!
  - d. Anxiously—there are a lot of crazy drivers out there.
  
6. If you could choose any of the following occupations, regardless of income, it would be a:
  - a. Best-selling poet and novelist.
  - b. Stunt-woman.
  - c. Judge with the Supreme Court.
  - d. Elementary school teacher.
  
7. Regarding money, your best wish for your children is that:
  - a. They don't take too many risks. Risks can get you into trouble.
  - b. They learn to control their spending. Someone's got to.
  - c. They have good luck. That's what it really takes to make it in this world.
  - d. They have a good education. They'll need to work hard to find a good occupation.
  
8. Money-wise, what do you look for in a mate?
  - a. A stable income and very conservative with their money.
  - b. A hot car in his driveway and a lot of shiny plastic in his wallet.
  - c. Someone who will handle the family finances so I don't have to.
  - d. A lack of concern for material things.
  
9. When you think about your retirement, you:
  - a. Cross your fingers, close your eyes, and begin to pray.
  - b. Remember you probably need to plan sometime soon.
  - c. Hope your saving plan works well.
  - d. Can't wait for the party to begin; I hear that the weather is beautiful in Florida!

10. Your worst money problem is your:
- Lack of financial education.
  - Shopaholic tendencies.
  - Procrastination.
  - Concern it will dissipate.
11. Your worst fear about money is:
- The sound of creditors knocking at your door.
  - Losing over 50% of your assets in a stock market crash.
  - Turning 55 and realizing that you have no assets other than your car.
  - You won't really get around to thinking about your finances in time.
12. If someone asked, "How much is your bank account right now?" you would say:
- "Enough, but I don't like to dwell on money."
  - "Do you want me to include the outstanding checks not yet posted to the account?"
  - "I'm not sure."
  - "I hope that I did not bounce any checks this week."
13. When you receive a savings and/or retirement account statement, you:
- Check it over very carefully.
  - Give up trying to figure it out after a few minutes.
  - Leave it with other unopened mail on the dining room table.
  - Toss it in a drawer and assume the company must be right.
14. A quality that you admire in yourself is:
- Punctuality—you are always on time.
  - Spirituality—you are not a money-grubber.
  - Vivacity—you are always the life of the party.
  - Caution—you do not tackle things about which you are unsure.
15. The reason you do not have as much money as you would like is:
- You are too cautious. You miss out on great investments because you do not want to take risks.
  - You don't like thinking about money. It can be so complicated.
  - You throw it away. You keep buying things you do not really need.
  - You are not really sure. Why?

16. Guests are arriving for Thanksgiving dinner in one hour. In the kitchen, you are:
- Wishing you hadn't agreed to host.
  - Frantic, messy, and creative; you're trying to perfect a new recipe you created just for this occasion.
  - Disorganized, frustrated, and slow.
  - Organized, fast, and clean; everything is in the oven already and you are just setting up a few last minute details.
17. When entertaining, you like:
- Spontaneous bashes with a few hundred of your closest friends.
  - Well-planned parties for your monthly dinner group.
  - Informal get-togethers with friends in the great outdoors.
  - Someone else to suggest the plan to you and set things up.
18. Your attitude toward life is best summarized with the phrase:
- A stitch in time saves nine.
  - She who laughs last, laughs best.
  - What will be will be.
  - The devil is in the details.
19. When tipping in a restaurant, you:
- Tip in accordance with the quality of the service. You reward good servers and punish bad ones.
  - Tip lavishly. You expect to get the best service in the house next time.
  - Tip well even if the service is mediocre. You don't want to embarrass the server.
  - Tip whatever your friends suggest. You aren't sure how much to tip.
20. What you don't know about money:
- Can't hurt you.
  - Hopefully won't ever matter.
  - Can be learned.
  - Will catch up with you one way or another.

## APPENDIX A

### Your Money Personality Quiz: Score your Results

In the chart below, circle the letter (S, A, W, B)

	A	B	C	D
1.	S	B	A	W
2.	B	S	W	A
3.	A	B	S	W
4.	B	A	S	W
5.	A	S	B	W
6.	W	B	S	A
7.	A	B	W	S
8.	S	B	A	W
9.	W	A	S	B
10.	W	B	A	S
11.	B	S	W	A
12.	A	S	B	W
13.	S	W	A	B
14.	S	W	B	A
15.	S	A	B	W
16.	A	B	W	S
17.	B	S	W	A
18.	S	B	A	W
19.	S	B	W	A
20.	B	A	S	W

TOTALS:

\_\_\_\_\_ SAVER

\_\_\_\_\_ AVOIDER

\_\_\_\_\_ WORRIER

\_\_\_\_\_ BIG SPENDER

Ratings: From your Scores above, see which style dominates your money personality. You may find that you possess some characteristics of each style, but one trait tends to dominate.

### **The Saver**

The saver is deeply attached to her money. Her hobby is saving money, and she loves to see her bank account grow. She is also known to clip coupons, set budgets, and prioritize financial goals, although she may not be inclined to take on much risk. The Saver enjoys keeping her money safe in the bank. She often worries that she may outlive her money and end up in poverty.

The Saver also has difficulty spending money on herself and her loved ones, especially on things that are not a necessity. Many Savers worry about money and feel that they will never have enough to be secure. Others channel their thrifty tendencies into always looking for the big sale. Getting a bargain makes her feel great, but finding out there was a better deal somewhere else makes her feel terrible. The Saver attempts to assert financial control of her life by focusing on details, and she is usually very apprehensive about making mistakes.

### **The Avoider**

The avoider would rather do almost anything than to think about her money. She typically handles financial matters at the very last minute, or even late—such as failing to pay bills on time and then owing a premium. She does not like keeping financial records or a budget. She tends to be quite fearful of making a mistake, so it is easier to do nothing.

Most avoiders feel some level of inadequacy when it comes to financial matters. They wish someone else would just take care of it. Money matters can be so complex and confusing. There can be so many details and decisions to make. It is no wonder they may not be well prepared for the future.

### **The Worrier**

The worrier has a difficult time dealing with her finances, whether balancing her checkbook, budgeting, paying bills or investing. She is likely to engage in "robbing Peter to pay Paul" behaviors, all the while self-flagellating for doing so. The Worrier thinks constantly about money but rarely takes charge of her finances or strategizes for financial comfort.

The Worrier may feel that money is bad and has the power to corrupt. She may believe that having too much money or making a profit on investments means she is being greedy or selling out on her values. Worriers are not inclined to keep tabs on their current spending or invest for the future, and they may alienate their loved ones with their self-righteous attitude toward affluence.

### **The Big Spender**

The Big Spender's credit cards are her best friends. She often spends money on things she really cannot afford. The Big Spender hates to limit herself; after all, she works hard for her money and it makes her feel good to spend it!

At the same time, she may feel frustrated that she doesn't have more. Big Spenders have a hard time budgeting, and difficulty delaying gratification in the present to save for the future. The Big Spender is also prone to fantasies of financial rescue, and fears achieving success on her own. While she waits for the miracle person or event that will solve her financial woes, the Big Spender may spend most of what she has at her disposal, or rack up a hefty amount of debt.