**Samantha Hedberg- Regional Vice President of Primerica Financial Services**

**Key Points From Talk:**

* Money is not easily talked about in our culture
* Things we have heard about money:
  + Budgeting
  + Saving
  + Government takes it
  + Doesn’t grow on trees
  + Charity
  + You have to work to make money- usually
* Would you rather:
  + Have a thousand dollars a day for 30 days or a penny a day doubled for 30 days
    - Penny= $5,368,709.12
      * Samantha teaches people how money grows
* Money grows compounded
  + Works for you or against you
  + If you learn about it now, you can have financial peace later
* How do we become successful financially in America?
  + Get a job- somewhere with growth potential
  + Spend less than you take in
  + Save for emergencies
  + Be creative
  + Work hard
  + Invest
* Public Speaking
  + When you stand in front of a room, people ask 2 questions:
    - Who are you
      * Samantha is an entrepreneur-business owner from age 23, manages 4 offices in Colorado with 100 licensed agents, wants to increase number of women in financial services industry etc.
    - Why should I listen to you
      * Not because of who she is
* Statistics from census
  + 95% of population is either dead or broke
    - Why?
      * American’s don’t know how to handle their money
      * Fluctuation of economy
      * Lack of motivation
      * #1= no financial education
      * #2= people don’t have a game plan
      * #3= no financial coach
      * We need a balance of priorities
* Money doesn’t buy happiness, but poverty doesn’t either
* You can impact more people if you have more resources
* How did the wealthy people get there?
  + 1% Lottery/Inheritance
  + 5% are sales people- islands and helicopters etc.
  + 10% are CEO and Presidents
  + 10% Doctor and Attorney
  + 74% are Entrepreneurs
* Career Overview
  + Employee- Has a job. Income based on position, not the person.
  + Self Employed- Owns a job. Dentist, doctor, lawyer, hair stylist, real estate agent, salesperson
  + Business- Owns a system. Has others working for them. Unlimited income potential via manufacturing marketing, etc.
  + Investor- Has money working for them. Enjoys complete freedom and lives the dream
    - Need to get here for retirement
* Traditional Method
  + Study hard, go to school, get a job.
  + Most people have a job, usually only one.
  + One source of income.
  + JOB= Just Over Broke
  + Employee Mentality: someone must create work for me.
  + No backup plan- if the get laid off, they are back to ground zero
  + Must “wait” to make money until they find a company willing..
* Different Method
  + Find a new way to add massive value to other people
  + Have a minimum of 3 sources of income
  + Start a part-time business
  + Figure out how to "create work"
* Help People Fix Money Problems
  + Spending all the money they make
  + Spending more money than they make
  + No spending “plan”
  + Merging finances upon marriage
  + Splitting finances upon divorce
  + How to start investing
  + How to pick the right investments
  + How taxes work
  + How to get out of debt
  + The difference between the right and wrong type of insurance
  + Insurance people don’t need not having a will/living will/POA
* Teach and Coach People To Run a Successful Business
  + Must add value to others
  + The mindset of success
  + Habits that successful people have
  + Empowerment
  + How to handle frustration, rejection, and complacency
  + Initiative vs. delegation
  + Work ethic
* Rule 72
  + Dividing 72 by the interest rate equals the number of years it takes your money to double
* Not about how much money you make, it’s about how smart you are with it

**Reflection:**

I am very glad Samantha was able to come and talk to our class about money. At my house, we normally don't talk about money and when it is mentioned, it usually makes us cringe. Because Samantha came and talked to the class, I am now more open to talking about money, no longer think of it in a negative way, and can now be smarter with money. A lot of the statistics and facts she provided really opened my eyes. I never knew how many people were just living to get by, I honestly thought there were way more wealthy people out there. It's hard thinking about the future right now in high school. Soon we are headed off to college and have to worry about the real world with bills and student loans to pay off. As stressful as it is, Samantha was able to calm my nerves and make everything a little less overwhelming. I learned a ton about compound interest and how to put money away. The tips she gave us on how to be smart without money were very useful and doable. Samantha was a very good speaker and got all of us involved. She made money a positive idea and helped break things down for us in a way that we could all understand. I am now able to come up with goals on what to do with my money and I know I can make them.