

What To Do First?

Workbook

The Real Debt Solution

The Secret To Getting Out Of Debt Faster!

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By Steven A Williams

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Benefits to debt free life style:

- **Safety and security – better lifestyle, health and living environment**
- **Family stays together**
- **Save more \$\$\$\$**
- **Investment Opportunities – real estate, starting a business**
- **If business is slow no pressure because expenses are low**
- **If laid off you will have money to re-establish your income**

How to answer debt collector calls?

- What to do if they continue to call
- Don't answer anymore questions
- Debt Collector Fishing
- You are only a number
- What they can and can't do
- Can they really have you arrested for your debt

Notes:

Your financial problems don't define you!

- **You have defined yourself with the choices you've made over a period of time and you can choose to re-define yourself with new choices.**
- **You need to be comfortable with yourself in any situation including if you have a lot of money or don't have a lot of money.**
- **Don't do things to impress other people.**
- **If you follow this formula you will ultimately win by becoming a well-balanced successful person.**

Quote:

We are what we think. All that we are arises with our thoughts. We make the world. – Buddha

Notes:

Set personal and financial goals!

- **Why is this important**
- **How do you do it without all the hype – I'll show you later in this section.**

Answer these questions:

1) Relationship Goals (spouse, children, family and friends)

2) Physical Goals (lose weight, gain weight, better shape, etc,)

3) Financial Goals (income, promotion, start a business)

4) What do you believe could stop you from realizing your personal goals?

5) What do you believe could stop you from realizing your financial goals?

Notes:

Write down your perfect day of work and play?

Why are you in debt?

1. Why do you believe you're having financial problems?

- You and your spouse, boyfriend, girl-friend spend too much money
- You buy things to feel good about yourself
- You buy things to impress other people
- You buy things because you're bored with your life

List your reasons why you believe you're having financial problems?

Do you have a habit of spending every dollar you earn?

Of all the material items you've purchase how much do you out-right own. List these items below. These are items that you are not paying payments on even if you paid with a credit card.

List your items:

Of those items which ones have appreciative value? Such as real estate.

List those items below:

Do you have an emergency fund of accessible cash? (not including 401K, IRA's, money under the mattress)

Quick Review...

Do you have Term Life Insurance?

- **Why is this important**
- **Type of Life Insurance I recommend**

Concentration = Productivity

Notes:

Mindset Shift – Replacing old habits with new habits NOT SO FAST!!!

Quote:

The problem with most people is that they think with their hopes or fears or wishes rather than their minds. – Walter Duranty

Notes:

Getting your life under control...the worst feeling to have is a feeling on no control of your life.

Quote: (Old African Proverb)

Do not look where you fell, but where you slipped.

Notes:

Bad Thoughts...getting close to the end of the line...losing control of your life is getting worse.

Notes:

Confess your debt:

Notes:

I know how you feel...

- **The threats**
- **Car repo**
- **Testifying to my assets**
- **Judgments and collection accounts**
- **Lose of controlling my life**

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