



CASE STUDY SERIES

VOL. 2 SINGLE INDIVIDUAL

BEHAVIOURAL CASH FLOW PLANNING™
CASE STUDIES

CAN BEHAVIOURAL CASH FLOW PLANNING™ WORK FOR A SINGLE CLIENT?

Yes.

As you can imagine, working with a single income is more challenging, unless the income is quite large. This doesn't mean a Behavioural Cash Flow Plan™ can't work for a single client.

Take a look at Monica's details. Three years after her divorce Monica was still feeling the financial sting. She made good money and had a comfortable lifestyle but there never seemed to be enough left to make the now significant investment contributions she knew she had to make if she were ever going to retire. She needed a Behavioural Cash Flow Plan™.

Behavioural Cash
Flow Planning™
**FINDS BIG
MONEY**
for Single
Clients Too!



THE DETAILS



Monica said she was only spending \$9,400 a month. That's 98% of her monthly income, which isn't good. If you examine the evidence, you can see she's actually spending more than \$9,400 per month—considering that she'd accrued credit card and line of credit debts. She got a healthy settlement in the divorce but it was nothing compared to being part of a two-income household with two professional salaries coming in.

INCOME

\$9,500/mo Net Income

ASSETS

\$250,000 of RRSP

DEBT

\$1,500/mo Condo Mortgage

\$600/mo Car Loan

EXPENSES

\$9,400/mo

\$200/mo Credit Card

\$700/mo Line of Credit

THE TOTALS

While Monica has made a significant down payment on her condo, she's continued to overspend on a regular basis and is beginning to feel trapped.

Review Monica's debt totals:

TOTAL DEBT	TOTAL DEBT WITHOUT MORTGAGE	TOTAL MONTHLY PAYMENT
\$314,000	\$72,000	\$3,000



**UNIFY
HER DEBT.
UNIFICATION
IS KEY**

THE RESULTS



A BEHAVIOURAL CASH FLOW PLAN™ HELPED MONICA REGROUP, HERE ARE THE RESULTS:

Monica's Advisor helped her unify her debt by refinancing her condo and paying off her credit card and line of credit. But she had to change her spending to get any real value from doing this. For the last three years Monica has been consistently on track to have all of her debt paid off in 11 years and could save as much as \$98,000 in interest in the process. Thanks to the change in the structure of her spending, Monica was able to still enjoy her lifestyle while directing \$2,000 a month toward savings and investments.

In summary, Monica's Behavioural Cash Flow Plan got her ahead by over \$280,000 over the next 11 years. That's like finding an extra \$25,000 after tax per year. Monica now feels in control and knows she can manage her single-income. One day if she becomes part of a double-income household again she'll know how to make the most of that too!