

The Prosperity Success Institute™

6832 S. King's Ranch Road, Suite #2, PMB 51 Gold Canyon, Arizona 85118

A Unique Style of 21st Century Prosperity Education



The Prosperity Gazette®

An Independently Published Personal Prosperity Educational Newsletter

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Questions, Answers, Opinions, and Feedback From Our Readers

We regularly offer classes, courses, workshops, seminars and one-on-one counseling in each of the following:

- Personal Finance
- Business Entrepreneurism
- Job/Career Success Training
- Real Estate Investing

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Or visit our Website at

www.psi-pdp.net



Female Entrepreneurism—Today's New Business Trend!

A growing trend among entrepreneurs today reveals a startling new statistic! More and more new businesses are being conceived and created by women now than every before.

The reasons are many but it is largely due to the fact that many women recognize the tremendous opportunities available and as a result are quick to identify their talents,



are not afraid of hard work, and

are generally better at financial matters than their male counterparts.

Other reasons include: women tend to be more organized than their male counterparts, are better at handling finances, recognize the need to market their product/service and can often operate their start-up business from home.

In addition, there are many SBA loans targeted for this unique sector of the American population and this is highly important due to the need to capitalize their ven-

ture during the critical first six months to a year of operation.

Finally, the growing trend speaks of another trend in business today — the recognition that women are ready, willing, and able to take the reins of an entrepreneurial business. Instead of climbing the corporate ladder, they instead make the commitments necessary to ensure their business success by adopting their creativity and innovations to a business they can forever call their own!

Try Using These New Benchmarks to Determine if You Are on Track for a Comfortable Retirement

Have you ever wondered if you are saving and investing enough for retirement? If not, what can I do about it?

A useful formula according to *Kiplinger's Personal Finance* in the Feb 2011 issue is that you will need 85% of your pre-retirement income from a combination of savings and Social Security.

This might be lower if you have other income such as a part-time job, pension, 401-k, Roth-IRA, or other sources.

Another very important tip, according to this article was to make sure that your mortgage and vehicles are paid off at the on-set of retirement.

Make every effort to focus on the three factors that you can control during this important period in your life: 1.) *How much you save*

2.) *How long you will work*

3.) *How much money that you will spend in retirement*

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Newsletter

Editorial:



Larry Snow, Editor

Even though the economic news isn't getting worse, it is taking awhile for it to get much better. As of this writing, both the Wall Street markets as well as real estate indicators are slowly recovering, but both are a long way from where they were three years ago.

So what to do? The best advice that I give our participants is to make every effort to eliminate any *bad debt*. This is basically consumer debt such as credit cards, department store cards

debt, and other consumer-related indebtedness. Next, focus on creating a larger amount of discretionary income (defined as the amount of money left over after paying your monthly obligations) that can be used for savings, making investments (the secret is to buy low and sell high and it is a buyers market out there today, folks), or other prosperity-building purposes!

Last, consider creating a useful spending plan or budget (*Ugh!*

don't you just hate that word?!) This will allow you to *pre-spend* using a carefully chosen formula that will keep you from overspending and using up all of your discretionary income.

Sound old-fashioned? Maybe, but it does work, I assure you. *We all need to focus on a little less these days and try to build a long-term prosperity plan that will keep disaster from happening in the future.*

Editor, Larry Snow

Prosperity Education

We have received a lot of phone calls and inquires lately about our unique style of prosperity-building education and lots of questions about what type of education we offer. *Briefly, our prosperity education offers the following:*

- Classes—Specifically designed to provide focused learning

- Courses—Longer term training to give a larger view
- Workshops—Hands-on teaching focusing on how-to-do-it
- Seminars—One or more days of intense instruction
- Counseling—Individual and couples consulting
- Tutoring—Private instruction for those that might be prosperity-challenged

Need more information? Call or email us or check our website at www.psi-pdp.net.

Wonder What to Get a Grad?



If you have run out of ideas for your graduate, how about a gift certificate for one of our personal finance, entrepreneurial, job/career classes or courses? We have them available for both high school and college graduates and it will be a meaningful gift that is sure to bring significant prosperity-building results for years to come in the future!

GRADUATES: Focus on Happiness and Success

Even though graduation is a time to reflect on your recent educational accomplishment, many today are also focusing on wondering where all of the opportunities will be for them in their job/career.

Each of them face an absolutely brutal job market today which will cause many of

them to work harder toward finding the right career path instead of merely finding a job that produces income.

Other challenges today include identifying the exact path that will produce life-long achievements and learning, and one that does not always measure success by

the size of your bank account or investments.

In the end, happiness and success are the ultimate goals of every single graduate and are the things that are most easily identified.

We live in a capital society where it does take a certain

amount of money to live yet money alone should not be placed in front of these larger and *richer* prosperity goals: *Finding true joy and happiness.*



It's Important to Routinely Check Your Credit Score

A number of surveys point out that four out of five credit reports contain a number of errors. That can spell big trouble for consumers if they are considering a loan, mortgage, or other form of credit or borrowing.

To overcome this, consider the following:

1. Get a Copy of All Three Reports—TransUnion, Equifax, and Experian can all differ in their content. You can get a free report by going to annual-creditreport.com.

2. Go Over the Reports Carefully— There is a section of each report that contains any negatives. Look for any obvious mistakes that you find and document them in a letter that you send to the bureaus. Look as well for errors that are not yours and may be a result of input mistakes.

3. Challenge Errors—The website annualcreditreport.com also provides a place to respond to negative or inaccurate data on your report. Make sure to provide the vital information such as Social

Security number and why the information is incorrect.

4. Be Consistent—Mark your calendar for a time each year to check your credit scores and by following each of the above items.



The biggest factors that will improve your overall score involve paying your bills on time, not using too much of your available credit, and the length of time that you've had good credit reports.

It is possible to improve your score but it will take time and patience.

In the February issue of KIPLINGER MAGAZINE there is an article entitled YOU'LL NEED TO SAVE MORE which lists several benchmarks to gauge whether or not you are on track for retirement.

At age 30, according to the article your savings rate should be .3% of your net earnings. At age 40, 2.0%, age 50, 4.5%, age 60, 8.2%

and at age 65, 10.6%.

If your current ratio percentages do not equal these figures, you should consider making some needed changes.

Younger workers, it is acknowledged, have the most to gain from increasing their savings since they have more years to make accumulated

F-Y-I

savings work for them.

Nearly everyone acknowledges that they could, in fact, save more if they applied a little more discipline to their savings planning and preparation. Shouldering a larger responsibility for retirement is an reality that many of us need to admit and, as a result, we must learn to find new ways to contribute to be

able to do it better. Cutting back on some luxuries, saving an extra \$80-\$100 per month, or even delaying retirement or seeking a part-time job after retirement can mean that you can afford to retire with a more comfortable lifestyle.

Retirement planning is quickly becoming the major lifetime personal financial challenge and planning and preparation are each of the key ingredients.

MONEY BLUNDERS THAT CAN BRING BAD LUCK

There is nothing complex or complicated about properly managing your money. Often it is not bad luck, but knowledge that is the key in creating a better long-term personal financial plan.

Some of the common and costly mistakes to avoid include:

1. Waiting to Save—This is usually the chief cause of most personal finance failures.

2. Using too Many Emotions— Buying investments that seem too good to be true.

3. No Emergency Fund— This can set you back

years if you don't have money set aside for unexpected catastrophes.

4. Paying Avoidable or Excessive Fees—If you are not careful, banks, credit card companies, and others can pile on many fees that add up over a period of time.

5. Becoming Overly Conservative in Investing— This can be as damaging as being too reckless with your spending.

6. An Unbalanced Portfolio— You must maintain a mix to achieve your goals.

7. Living Outside Your Means— This is a major problem with many today.



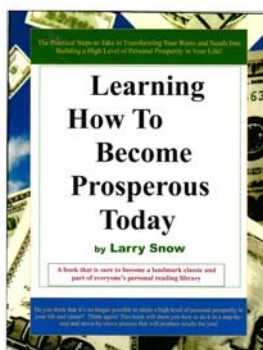
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The solutions to many of your prosperity-building questions are answered in this new book by author Larry Snow

**Available July
2011**

Who We Are... What We Do

The Prosperity Success Institute™ and Personal Development Programs® were founded on the principle that each individual is responsible for their own prosperity achievements and that it can be achieved by applying the same strategies and techniques that is used to improve themselves in other ways — education and training.

It offers highly focused and specialized prosperity education in **Personal Finance, Business Entrepreneurism, Job/Career Success Training, and Real Estate Investing** through classes, courses, workshops, and seminars. It is also available in three levels of learning including **Basic, Intermediate, and Advanced**.

We use custom-created SkillUse® Guidebooks and Workbooks in this education. They provide a practical and common sense approach which include many practical exercises in building individual prosperity with people from every background, occupation, age, gender, and ethnicity.

It is a privately funded organization that relies on no government subsidies or funding and is available to anyone that is serious about improving their level of prosperity in their jobs, careers, and in their relationships and life.

"Prosperity Solutions Through Education"

ReaderSpeak:

Email your questions to sscklo@aol.com

Q: I am going to be graduating from college soon. Any ideas for improving my future?

A.C.—Phoenix, AZ

A: Aha! The age-old question that is often asked this time of year by graduating seniors. The best advice that I can give is to take a real hard look at your "degree" of financial literacy and consider studying or taking a class on how to improve it. Personal finances are the lessons that will sustain your prosperity for the rest of your life.

L.S.

Q: What is considered to be a good credit score. I have a mid-500 score and can't seem to get any new credit. I was recently turned down for a car loan.

B. T.—Chandler, AZ

A: The leading credit bureaus all agree that a credit score of 650-750 should put you in the right area to be considered a good credit risk. Other factors include your payment history, the extent of your credit, the use of your credit, and other factors. Keeping a tab on your personal credit score is important today (see article on page 3 of this newsletter).

L.S.

Q: Is it better to buy or lease a car today. There are lots of deals out there for car leases but it sounds too good to be true?

M. J. — Gold Canyon,, AZ

A: It really depends on what you are using the vehicle for and how many miles you drive each year. For example, if you use it for business and drive under 15,000

miles per year, it could be a viable option. On the other hand, if it is used for back/forth to work, family trips, and shopping and you plan to drive over 15,000 miles annually, it might not be such a good opportunity.

As with all other large purchases it is important to study the facts and the financing and make a choice based on what is best for your needs and not the sellers needs. Often leases are very expensive with lots of fees tacked on at the end, so it is always a good idea to study the lease BEFORE you sign it. Asking the dealer to fax or email a blank lease to you before signing is a good technique.

L.S.

