



## Five-Step Guide to Saving More Money

Hello, I'm Michelle Hung, your Sassy Investor! I'm so excited to help you start saving more money so you can be well on your way to building your freedom.

More importantly, I want to help you become a Sassy Investor, too!





In a world where we are bombarded with so many things to spend our money on, more than ever before, it can be quite difficult to save for that rainy day.

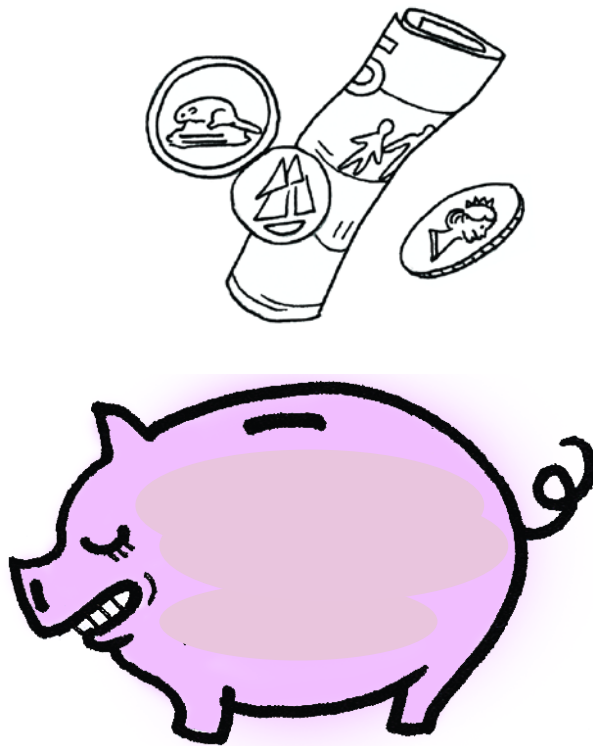
Couple that with easy access to credit, ease of purchasing online, and a high cost of living – no wonder household debts are so high, and savings are dismal.

What if I told you that saving is **very innate** to us, and that we are all natural born-savers?

Remember when we got our first shiny coin from grandma, maybe we were 3-years old?

Our goal after that was to **collect as many shiny coins** as possible, without regard to the monetary value of it because we simply didn't understand it.





From then on, we just hoarded and collected, until one day, we understood that we could trade those coins in for something else (a purchase).

Whether it was candy or a toy – whatever it was, we took so much joy in making that purchase because we worked so hard to earn it.

Therefore, we valued it so much more.

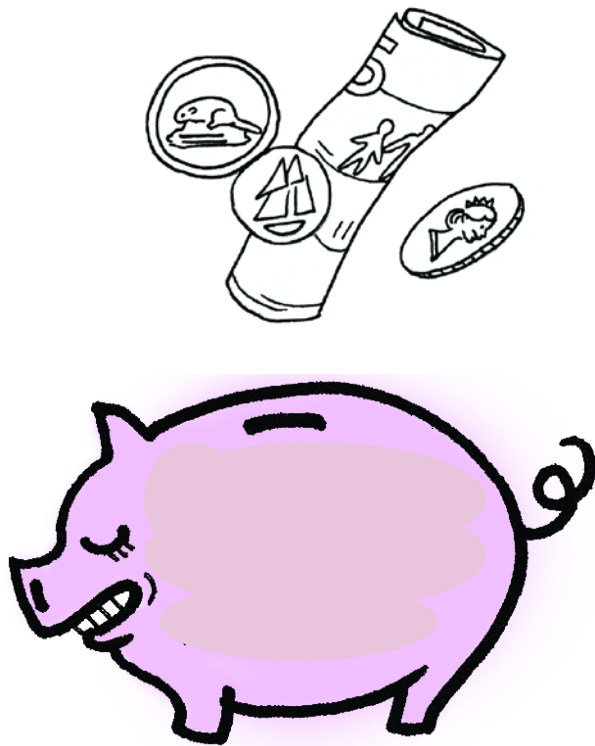
When we were teenagers, we never consumed the daylights out of everything – we were perfectly content with very little and we still valued all the things we purchased because it was **so many** hours of babysitting or working retail!





It's time to get back to basics and start asking yourself, what it is that you really value?

Stop using shopping as an outlet (yes, it's called retail therapy for a reason, but studies have shown that the instant gratification you feel from that purchase, is just that – **instant**. And then the novelty wears off, pretty quickly.



If you want to start saving more while living a more fulfilling life without the material madness that consumes our world today, start with these five steps:



**Pay Yourself First.** Which means, stop paying for everything else first!

You matter too, so pay yourself like the queen/king that you are! Treat your savings/investment like it is your mortgage, and then factor in variable spending like food, gas, entertainment, and other lifestyle expenses.

Set up an automatic savings program so that once you get paid, you can funnel that money into your savings or investment account.

**Avoid Material Things.** Even for kids, especially during Christmas and birthdays.

Spend it on an experience instead- take them to see a play or do an activity with them.

Go on Groupon and find deals! People tend to enjoy experiences more than “stuff”.





Stop using the excuse that I don't make enough to save.

I've seen high income earners drowning in debt and low-income earners with more savings than anything. It's not how much money you make, but how much you save.

Check-in to see what you need and don't need. You are going to have to make some sacrifices to rid your debt or be able to save more – and this “sacrifice” is usually time.

Perhaps you can't afford that car and you'll need to take public transit.

By the way, a car is a HUGE expense. Whether or not you're driving a shitbox car or a BMW, it's a big expense. The money people spend on car payments, gas, maintenance, insurance, all of that could be put towards their savings and investments.

I've seen my clients that don't own cars save *so much* money. If you need a car, which is totally understandable, perhaps trading in your car or purchasing one that has a lower gas consumption and lower maintenance costs.

According to [www.yourmechanic.com](http://www.yourmechanic.com), Toyota cars and other Asian imports are the least expensive cars to maintain.





Find hobbies that don't require a lot of capital. Whether it's drawing, gardening, or cooking (yes, go curate low-cost ingredients, it may take a bit of effort and work, but it's out there), you'll find that you don't need much money to be entertained and be happy.

*"Don't be defined by your poverty, instead, conquer it."*

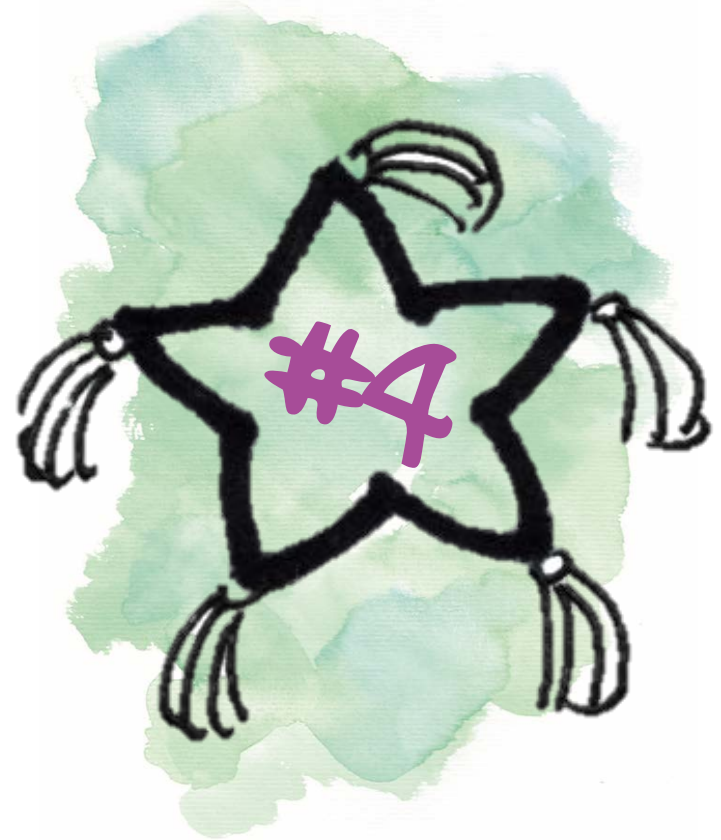
*- Claudia Hammond*

If you are buying a product at the store, and they give you a choice of three, don't let the expensive one influence you into buying the middle one.

Market research and advertisers have done tremendous research on product pricing and influencing consumer purchasing decisions.

Don't get duped by this! Whatever it is that you are about to buy, just picture it in your home (or wherever it will be placed). Worst-case scenario, return it and get the more expensive one if you are unsatisfied.

It will be more difficult to exchange a more expensive product for a cheaper product afterwards, especially if you've fallen in love with it already!





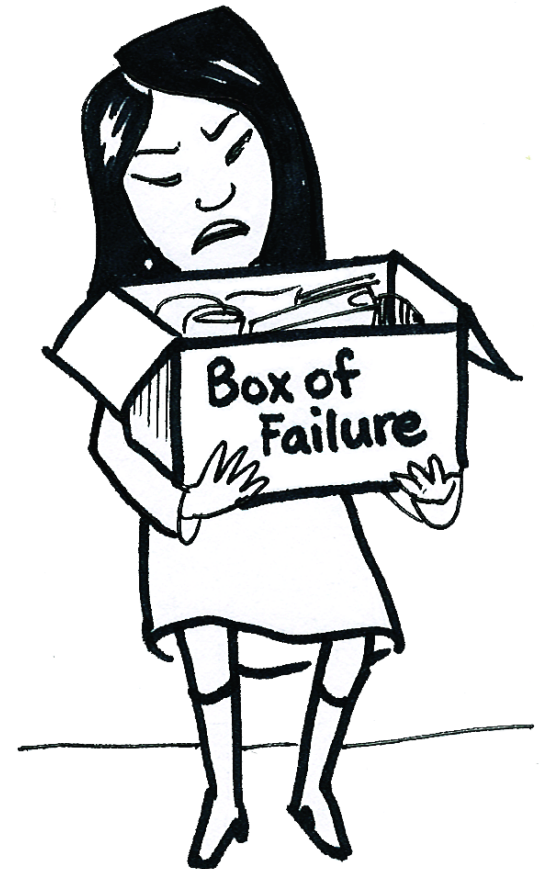
Understand what drives you to want to save more. I know this may sound rhetorical but hear me out. Everyone wants to save more – that's why you're reading this. But why do you really feel the need to?

If you feel no sense of urgency or you're not giving yourself a compelling enough reason, you're just not going to do it.

You'll go about your life, live pay cheque-to-pay cheque. As long as your bills are paid and you're not starving, what could go wrong?

And that's the thing – what if something *does* happen? This isn't just about saving for your golden years, this is about saving for that time when life happens.

If disaster strikes (e.g. job loss, disability, medical reason, divorce), how prepared are you?





After being unemployed the first time around, I vowed to never feel this broke again. So when I landed my first job, I made it a priority to save and invest my money, which really helped the second time around when I was unemployed *again*, because now I had options.

At 31 years old, I found myself *unemployed, single, and living at home with my parents again*. Yep, I was *that* statistic.

I had just lost my full-time job of almost six years, my 12-year relationship ended, so I had to move back home with my parents.

To top it off, my 9-year old dog fell really sick so I had to eventually put him down. All of this happened within a span of six months.

My life was upside down!

While I wasn't emotionally prepared for any of that stuff (I don't think anyone is ever), at least I was *financially prepared*.

Because at that time, I was sitting on a **\$140,000 investment portfolio** that I could have converted into cash in a matter of days. I had options.

I wasn't in a rush to get a job I didn't want, I took the time to travel and find myself again, and more importantly, I was able to spend the last month with my ill-dog before I had to say goodbye to him forever.

I had the *freedom* and *options* to hit the reset button and re-build my life **on my own terms** and on **my own timeline**.





While I may have not been sitting on a million bucks, my investment portfolio that I built was enough for me to do the things I wanted to do, including starting my own business.

I'd like for you to take the time and reflect on this and think about what it is that you want and really value. And if you want, [check out these courses](#) that will take you to the next step in building your freedom. I will see you later!