

“How To Get Out Of Debt Fast – The UnCanadian Way”



Authored By:

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Preface

Don't let the title of this eBook fool you. **This is NOT an unpatriotic book by any means.**

This report is about to expose the way Canadians (and Americans) have for generations dealt with their debt why YOU should immediately change the way you are doing it.

Keep an open mind as you read along.

I am writing this for you because I want to help you OWN your life instead of wasting all your energy and money RENTING a lifestyle. There's a huge difference! The wealthy know what it is. Now, I want you to know.

If you are like many Canadians (and Americans), you have probably painted yourself into a financial corner with a 25 year mortgage, student loans, car loans, multiple credit cards, and quite possibly a 2nd mortgage.

You are likely living from pay check to pay check and simply "renting" many of the clothes you wear and "toys" you just "have to have." And what's even more discouraging is that you will NEVER get out of this quagmire in time to enjoy life if you ever get out at all. (What I mean by renting is not having paid for your purchases outright but having "purchased" these items on credit).

I understand why and how you got yourself in this situation. I was once there myself! I was miserable. I know how stressful life can be when you're deep in debt. I'm sorry that you're going through this right now and I want so desperately to help you get out of this awful situation.

Please read along as I show you the way to a debt free life, peace of mind, and likely even abundant wealth!

Important Note: At this point I want to clarify what I mean by debt. The debt I am talking about here is "bad" debt – the non tax deductible type of debt. There is another kind of debt which is "good" debt – this is tax deductible debt.

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This occurs when you borrow for investment purposes. The purchase of rental property, a business an investment portfolio, individual securities such as stocks and bonds...

You are likely reading this for a reason. I don't believe in chance anymore.

1. The Tragedy of Debt

95% of Canadians live in debt. Less than 5% of Canadians actually retire financially independent. There is a reason we admire those who are able to live a life free of debt – they have options and can take advantage of life's opportunities to a far greater degree than those who are chained to a vicious credit payment cycle. They are a rare breed. And I am sure that you wish with all your heart that you too could join this elite club.

So, I want to show you a simple, Step-By-Step Process for eliminating your debt – "The UnCanadian Way". Ready?

Step One:

Take out a piece of paper and list all the feelings that debt give you:

Typical items listed here are things like "un-needed stress" and "financial insecurity" or "I have to stay at a job that I hate" or "my wife has to work instead of being home with the kids."

Whatever your 'debt burdens', take a moment and list them all.

My Debt Burdens!

- Living check to check
- 30 more years of this!
- Un-needed stress in my life
- Anxiety
- Loss of my freedom
- Higher chance of divorce

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- Public embarrassment
- Lack of self-confidence
- Little or no savings
- No emergency supply built up
- No investment portfolio
- No retirement security

Facing The Reality Of Your Debt

If you are currently in debt you must be honest with yourself.

Step One was probably a bit of a reality check. Don't worry, there is a light at the end of this tunnel. In fact, it's almost impossible for you to progress through the next steps if you haven't faced the cold hard facts of what debt has really cost you.

What If You Could Start Over?

How would you like to own everything in your life? Your home, your cars, your furniture...everything? How would you like to have no debt payments, no mortgage or rent payment, no car loan or lease payments, no credit card payments, no debt payments of any kind?

And how would you like to be rapidly building your wealth from the first month?

Sound like a dream?

Well it's a dream that could become true for you right now! Ready?!

2. The Reality Of Becoming Debt Free!

A typical \$60,000 annual income household with **\$151,639** in total debt, including their mortgage, **could be completely debt free**, owning their home, two cars, and everything else in their lives **in just 5 years 9 months!**

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Step Two:

Take out another piece of paper and list all the benefits of being completely debt free:

Typical items listed here are things like "un-needed stress" and "financial insecurity" or "I have to stay at a job that I hate" or "my wife has to work instead of being home with the kids." Take a moment and list all the benefits of being out of debt.

The Benefits of Being Debt Free to Me!

- Peace of mind
- More free time
- Better marital relationship
- Better health and lifestyle
- Less dependent on specific career
- Strengthened self confidence
- Own my own home and everything in it
- Emergency supply last longer
- Extra money goes towards savings
- More money for investment
- More time with the kids
- Retirement security

How Is This Possible?

Debt Free in 5 to 7 years? How is this possible?

Here's an example: \$2,000 credit card balance; \$50 min. payment; 18% interest rate.

Simply by applying an additional **\$50** a month to this debt pays it off in **24 months** and you would save **\$1,985** in interest! You would need to get a **49.5%** equivalent rate of return on an investment in order to generate the same **\$1,985 in 24 months with just a \$50 a month investment.**

If you applied \$100 additional to the same debt, it would be

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paid off in 15 months and you would save \$2,268 in interest charges. This is a 67.9% equivalent rate of return!

You Can Probably Be Debt – Free In 5 - 7 Years!

That's right! Using nothing more than the money you already bring home. And you'll actually begin building significant, net-worth-measured wealth from the first month you put these time tested and proven methods to work for yourself.

And the remarkable thing is that consumers all around the globe are in similar positions. They've been sold the lie that living a debt-fueled lifestyle is the best way to "enjoy success." But what they've come to realize, at one point or another in their journey, is that they're being used to make their lenders rich...instead of themselves.

"But You Don't Know My Income...Or My Debts."

The fact is that **it doesn't make much difference** what your income level and debt level are, because the two numbers are proportionate -- meaning that, if you have a large income, you'll be granted enough credit to build up a large debt load. Conversely, if you have a smaller income, you'll only be granted a proportionately smaller total debt load. The good news is that this ratio of your debts to your income means that you will be able to transform your debts into wealth with your income in around **5 to 7 years**.

3. "Exactly What Are My Debts?"

The average Canadian household is in debt over 2 and 1/2 times their annual income!

A typical **\$100,000** annual income household with **\$262,060** in total debt, including their mortgage, could be completely debt-free, owning their home, two cars, and everything else in their lives in just **6 years and 5 months!**

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Step Three:

Take out another piece of paper and list all your debts:

Typical items listed here are things like "mortgage" and "car loans" or "credit cards" and "dept. store credit."

Take a moment and list all the things you have acquired by the use of credit.

Use the following chart as your guide.

What Are My Debts?

Debt Name	Balance
Mortgage	\$162,000
Car #1	\$11,000
Car #2	\$3,000
Credit Card (Visa)	\$5,600
Credit Card (Am Ex)	\$7,900
School Loan	\$22,000
Department Store Credit	\$2,300
Personal Loan	\$1,060
2 nd Mortgage	\$29,000
Time Share	\$7,200
Boat	\$11,000
Total	\$262,060

Important Note: I am including a mortgage in this chart as 9 out of 10 Canadians think that the best way to be debt free is to use an accelerated mortgage pay down method with their mortgage. However, in my experience, it is BECAUSE of this strategy that those same Canadians have mountains of credit card debt and are using lines of credit to fund their lifestyle. Just as a reminder, the debt I am talking about here is "bad" debt – the non tax deductible type of debt. There is another kind of debt which is "good" debt – this is tax deductible debt.

OK...on with the show...

Try It For Yourself!

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Compare your information to see just how fast you can be out of debt!

Do you even know how long it would take for you to get out from under your debt? Or do you feel so overwhelmed that you continue on as always – hoping that a lottery will come your way and put you on “easy street”. Or just like the commercial – a kind and gentle wind will blow away your charge card balances.

(The average family can pay off debts that are 2 1/2 times their annual income in 5-7 years!)

Using Only the Income You Currently Make!

How Does It Work?

Albert Einstein said the most powerful invention he ever saw was “compound interest.” Those that understand it, earn it. Those that don’t, pay it.

Why Are You Doing This?

This strategy has immense value!

However, what I really want is for all those people who are suffering because of their choices of getting into debt to finally take control of their lives and enjoy all the enjoyment that come with living a debt free and prosperous life.

Do you think that paying off your highest interest rate debt first is the fastest way to get out of debt?

It’s not your fault. Pick up any magazine that teases you with “get out of debt fast” on the cover and this is the first “secret” they give you.

If that worked, would 96% of Canadians end up financial failures? Probably not.

Your highest interest debt is probably a credit card. If you make

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minimum monthly payments on a high interest credit card, even with as little as a \$2000 balance, it could take you over 30 years to pay off!

If you have very little extra money every month and you try to pay off that card with a couple extra bucks here and there, you will get discouraged very quickly at how little progress you are making.

Shortly you will find a realistic and workable plan to get completely out of debt, including your mortgage, in under 10 years. No strings attached!

The only element required for success is that you can pay all your debts and bills on time now.

For the purposes of this book, we define "bills" as those items which will never go away, including utilities, internet access, newspaper subscriptions, etc.

"Debts" are those items which can be paid off some day, never to be heard from again, like your student loans, credit cards, auto loans and mortgages.

How To Get Out Of Debt Fast!

The first thing you need to do is get together all the most recent monthly statements from your creditors.

Remember, these are debts only. Your phone bills, cable TV bill, heating bills, tax bills or insurance bills DO NOT get included.

Although these monthly bills may be causing a problem for you, they will always be around. You will never pay them off. You might be able to LOWER them, but in one form or another, you will always have them.

Now, arrange your debts on the chart shown below. Some things to keep in mind...

The TOTAL BALANCE is the amount you would have to pay off if you were going to pay it off TODAY.

In the MONTHLY PAYMENT column you want to put the MINIMUM your creditor wants, and ONLY the minimum. If you WERE putting extra toward that debt, you will stop for now. You'll understand why in just a moment.

If you have a mortgage payment, you want to put only your principal and interest number. You'll always have taxes and insurance, so while it may be included in your monthly payment automatically, it should not be included on this chart. You can get this number from your mortgage statement or by calling your mortgage lender.

Please note: If you routinely pay more than the minimum, some credit cards will make your minimum payment zero in the hopes that you won't pay anything and thus be charged more interest. If your statement is showing a zero minimum payment and you don't know what your "normal" minimum payment is, call the credit card company and ask them. It's usually about 3%. Therefore, a \$2000 balance would mean a \$60 payment.

In the RANKING column you will put a "1" next to the smallest BALANCE. Then a "2" next to the second smallest balance and so on, until all your debts are ranked.

Following is what a sample chart should look like...

Your Get Out of Debt Plan

Name of Debt	Total Balance	Minimum Payment	Ranking
Mortgage	\$90,000	\$599	6
Visa	\$854	\$25	1
MasterCard	\$1200	\$35	2
Car 1	\$8900	\$278	5
Car 2	\$7300	\$379	4
Student Loan	\$2000	\$35	3
TOTALS	\$110,254	\$1351	

The number one reason people get into financial trouble is because of instant gratification! They want what they want NOW!

By focusing on the smallest balance first we will be getting the

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fastest start and hopefully keeping you interested.

Don't worry about interest rates. Most people worry about paying off the high interest rates first and most people end up broke. Focus on your smallest debt first. More on this in a moment.

All right, at this point let's talk about something we'll call our HEADSTART. This is going to be an amount of money we have every month EXTRA to add to our debt elimination program. Don't worry. We'll cover many areas where you can find your HEADSTART shortly.

However, if at this moment you were trying to pay a little bit extra on more than one of your debts, you should STOP that. This amount of money becomes your HEADSTART.

Don't worry at this point if you don't THINK you have a HEADSTART. You will be very pleasantly shocked when you sit down and figure things out.

OK. We have our debts ranked. We have our HEADSTART (hopefully).

We will concentrate on paying EXTRA (the HEADSTART) on only one debt at a time. In this case, whichever debt we have ranked #1 because it has the smallest balance.

Now, while we do this, we continue to make MINIMUM monthly payments on our other debts.

When we have paid off the debt ranked "1" we now take that monthly payment, plus the HEADSTART, and add all of it to the payment of debt ranked "2".

When we have paid off debt ranked "2" we now take that monthly payment, plus the HEADSTART and payment from debt "1", and add all of it to the payment of debt ranked "3".

In essence, we have started a snowball rolling down a hill. As we pay off one debt we roll all the money we were paying on that one into the next debt.

So now, this is what the chart would look like.

Your Get Out of Debt Plan-Fictional Family

Name of Debt (A)	Total Balance (B)	Minimum Payment (C)	Ranking (D)	Headstart (E)	"New" Payment (C + E)
Visa	\$854	\$25	1	\$200	\$225
MasterCard	\$1200	\$35	2	\$225	\$260
Student Loan	\$2000	\$35	3	\$260	\$295
Car 2	\$7300	\$379	4	\$295	\$674
Car 1	\$8900	\$278	5	\$674	\$952
Mortgage	\$90,000	\$599	6	\$952	\$1551
TOTAL MONTHLY PAYMENT					\$1551

You'll notice that the HEADSTART number is equal to the "NEW" PAYMENT number in the previous row. That is because, once you have paid off a debt, you can use that entire amount as your HEADSTART on the next debt.

The "NEW" PAYMENT is simply the MINIMUM PAYMENT + HEADSTART. So how long will it take this "fictional" person to get out of debt? Their TOTAL DEBT = \$110,254.

Their TOTAL MINIMUM PAYMENTS = \$1351.

They have a HEADSTART = \$200.

So their TOTAL MONTHLY PAYMENTS = \$1551

The next step is to divide TOTAL MONTHLY PAYMENTS + HEADSTART by TOTAL DEBT.

So, \$1551 divided by \$110,254 = .014, multiplied by 100 = 1.4

By looking at this chart we see that it will take them 9 years to get out of debt...

1 Year	2 Years	3 Years	4 Years	5 Years	6 Years	7 Years	8 Years	9 Years	10 Years
8.8	4.6	3.2	2.5	2.1	1.8	1.6	1.5	1.4	1.3

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In A Perfect World!

Unfortunately we don't live in a perfect world.

In all likelihood during your own debt elimination program one or two things are going to "pop up" which require you to alter your plan in one way or another.

Stuff happens – it's called LIFE!

You pay off Car 2 and Car 1 dies. The kids need braces. The washing machine goes on the fritz. You can come up with dozens of things that COULD go wrong.

Don't panic.

First, consult your chart. Do you have a nice-sized HEADSTART built up? Look back at the "Fictional Family" chart and pretend these are your numbers.

If you faced a challenge while working on Car 2, you could stop paying \$674 on that car and only pay the minimum REQUIRED of \$379.

You could then use that \$295 HEADSTART. Maybe it takes a month or two of HEADSTART to solve the challenge.

If that doesn't work and you do have to go into debt, OK. Simply do it and then redo your chart. So what if it takes you 2, 3, 5, 7 years or longer?

You'll still be a decade or more ahead of where you NORMALLY would be and decades and decades ahead of where everybody else is going to end up doing things the old fashioned way.

The difference is they are going to STAY where they are and you are NOT!

And who says everything that "pops up" over your debt elimination program has to be BAD?

Could you get a raise? How about a new, better paying job? Maybe a

spouse returns to work after the kids start school?

If you do make more money take that ENTIRE raise and use it as your HEADSTART. You were living without it before. Continue to live without it and put it toward debt reduction.

You get the idea, I hope.

Keep focused on one goal...GETTING DEBT FREE!

How Long Will It Take Me To Get Out Of Debt?

Step 1

Figure the total of all your minimum monthly DEBT payments **(A)**

Step 2

Figure your HEADSTART if any **(B)**

Step 3

Add (A) + (B) **(C)**

Step 4

Figure the TOTAL of all your debts **(D)**

Step 5

Divide (C) by (D) **(E)**

Step 6

Multiply (E) by 100 **(F)**

Step 7

Find the number closest to (F) on the chart below.

Example: If (C) = \$1549 and (D) = \$75,000
\$1549 divided by 75,000

Multiply .020 by 100 = 2>>>>>>>>>>Look for this number
BELOW

1 Year	2 Years	3 Years	4 Years	5 Years	6 Years	7 Years	8 Years	9 Years	10 Years
8.8	4.6	3.2	2.5	2.1	1.8	1.6	1.5	1.4	1.3

We see that 2 comes between 2.1 and 1.8, so it will take us between five and six years to get out of debt using this method. Pretty good, huh?

Your Get Out of Debt Plan

Total Minimum Payment (A)	Headstart (B)	(A + B) (C)	Total All Debts (D)	(C) / (D) (E)	(E) X 100 (F)

What Else Could Go Wrong?

If you don't have any HEADSTART and you are simply paying the minimums on all your debts, you might actually pay off a debt other than the debt ranked #1 on your chart FIRST.

If this is the case, the payment from the debt just paid off becomes your HEADSTART and should be added to the payment of the debt ranked #1.

Why would this happen? As we know credit cards generally have high interest rates. In our example the Visa card has a relatively low balance but even so, it could still take you over 10 years just to pay off that much making minimum monthly payments.

Most car loans are 3-5 years in term so you might pay off an \$8000 car loan before an \$800 credit card loan.

Simply make all extra money “float” to the top of your chart and go toward whatever debt #1 is at that time.

Why Don't We Factor In Interest Rates?

It seems everything you read or hear about paying off debt emphasizes paying off the high interest rates first. EVERYTHING!

Yet, 96% of Canadians still end up broke at retirement.

I'll be the first to admit that if you applied this formula to your debts and focused on paying off the high interest rates first you might get out of debt in the same time frame and you might save more in interest.

However, I ask you, what causes people to go into debt in the first place? It's not MATH...it's psychology or human nature. My motto is: “human nature got you into debt so use human nature to get you out!”

When we start out to do anything new...be it weight loss or a new job or getting out of debt we like to see progress. It's no fun to spend your first week on a diet only to get on the scale and see you've gained weight!

How long will you stick with that diet?

By focusing on our smallest debt first hopefully we'll see progress much sooner (pay off one or two debts) than by focusing on the largest interest rate debt.

Realize the secret to this is getting rid of debts as quickly as possible in order to get our “snowball” rolling down the hill. That means we want to add money to our HEADSTART as fast as possible. We do this by paying off a debt and then taking that payment and rolling it into the next debt on our list.

The debts we can get rid of first aren't always the highest interest rates. We pay debts off so quickly, interest rates become much less of a factor.

BEWARE!!

Now this is really important!

This strategy means that you to make minimum monthly payments on all your debts EXCEPT the smallest one.

Unfortunately, some credit card companies do not like extended periods of receiving minimum payments. To some, that signals you are a potential risk and they may raise your interest rate for no other reason.

There is really nothing we can do other than pay a bit more than the minimum. There is no guaranteed formula to insure they won't raise you rate but here is something you can try...

Look at your credit card statement...you'll see probably see two boxes that tell you how much of the MINIMUM PAYMENT is applied to principal and how much is applied to interest.

Take one of those numbers and add it to the minimum payment.

Other than doing this for any credit cards... all your extra money should be lumped in with your HEADSTART and put on your smallest debt.

Let's speed things up...OK?

Coming up with that HEADSTART seems to be an area that most people WORRY about the most.

Just understand that this program will work very nicely WITHOUT A HEADSTART but you can dramatically speed things up by finding one.

As an example, you may be were putting \$125 per month into savings bonds for the kids.

What do savings bonds pay? Absolutely "nothing" compared to 15-22% charged by credit cards. So stop that and use that \$125 as a

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HEADSTART.

Or course, adjusting your withholding if you get an annual tax refund will free up some money too!

Stop giving the government an interest free loan with your money! Immediately reduce the amount of income tax withholding. You'll have more money in your paycheck every week and you can put that extra towards a HEADSTART.

Get your "Reduce Tax At Source" form here:

<https://www.canada.ca/en/revenue-agency/services/forms-publications/forms/t1213.html>

Talk of the HEADSTART always brings lots of "Should I...?" questions. You should make decisions based on what makes YOU comfortable.

The most important first step in finding HEADSTART is actually figuring out where all your money goes in the first place. A woman recently lamented to me that she had \$4000 coming in each month, her bills and debts totaled \$3000 and she had no idea where that other \$1000 went. Most people are like that. Are you?

Start keeping track of where ALL your money goes. The **"Where Does It All Go"** chart on the next page will help you here.

I just know that once you have completed it you will find your HEADSTART!

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WHERE DOES IT ALL GO??? WORKSHEET

	DAILY	WEEKLY	MONTHLY
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Your Net Income			
<i>(Less)</i>			
Mortgage/Housing			
Utilities			
Phone/Cable TV			
Groceries			
Eating Out			
Clothing			
Personal Care			
Movies/Sports			
Life Insurance			
Home Insurance			
Health Insurance			
Car Insurance			
Car Payments			
Gas/Oil			
Vehicle Maintenance			
Parking/Transit			
Credit Cards			
Loan Payment			
Education			
Child Care			
Gifts/Donations			
Vacation			
Newspapers/Mags			
Cash/Pocket Money			
Miscellaneous			
RRSP Plan			
Savings/Investment			
<u>(Your "Headstart")</u>			

Now, review the following for other ideas on how you can find money to build a HEADSTART. Pick at least three and get started today!

HOW TO FIND YOUR HEADSTART

The rich live much better than most others because they are very aware of where their money goes.

This makes their cash flow stretch farther, freeing up their disposable income to create even more wealth for themselves!

However, if you also want to become wealthy you must re-train your shopping habits to get more value than you've ever received before.

By learning to maximize your consumption dollars, you can increase your household cash flow far more than you can imagine, and apply that extra money to wealth creating methods.

Avoid impulse buying. One statistic I read said the average household spent \$3500 per year on impulse purchases alone. OUCH!

Don't make snap decisions. Wait at least 24 hours before making a purchase. This will give your emotions a chance to cool off so you can evaluate clearly whether you need the item or not.

If you have a tendency toward impulse buying leave your cash, checkbook, credit cards, and ATM cards at home!

Buy holiday gifts on sale throughout the year and store them. Do this until done and there will be no last minute shopping or cramming to wrap presents.

Barter. Can you provide a service to a friend or neighbor in exchange for a service that they can offer you? For instance, you are a great painter and you have a neighbor who is great at wallpapering. You need wallpapering and she needs painting. Look around for more bartering opportunities. Hair cuts, babysitting, cooking, errands, yard work, etc. The possibilities are endless...! Start thinking! Trade services and save money.

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Look for cooperative purchase possibilities with friends and neighbors. Share the expense of a snow blower, lawnmower, ladder, boat, etc. Anything that is not used regularly is a candidate for a cooperative purchase.

Shop out of season. Buy snow blowers in July and air conditioners in January.

Sell in season. Sell your no-longer-needed air conditioner in July and snow blower during a snowstorm! (Well, OK we don't have snow blowers here in Vancouver, but you get the picture, right?)

Read the classifieds. Anything you're looking for can be bought inexpensively from someone who already has it and no longer needs it. If you don't see something advertised that you want, ask friends and relatives if they know anyone who has it. If all else fails, put your own ad in the WANTED section. Look on the internet.

Start a 'side hustle'!

Review your home and other insurance coverage's. Go "on line" to get a sense of the new types of policies, coverage's and premiums available. Some companies will give discounts if you have all your coverage with them.

Never take credit life insurance on any account. Realize when you get this type of insurance, the lender is the beneficiary, NOT your survivors. Get a cheap blanket term life policy to cover your house, credit card and car balances, should you die before they do.

Leasing a car is not a good idea for 95% of the population. Sure, the low payments are nice, but at the end of the lease, you have nothing to show for all your payments, except an empty driveway or more payments. If you are self employed and can deduct and depreciate and have a good accountant, maybe leasing is a good idea but most often it's not.

If you'll be buying a car from a dealer, the end of any month and the end of the year are great times to save a bunch of money. Dealers have quotas and if they haven't met them, they will bargain with you.

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When looking for a car you will need to finance, show up at the dealership with the financing already in place, from your bank or credit union. You are in a much better position to bargain. It's like having cash. You get the deal you want or you walk.

Sell your used car yourself rather than trade it in. You'll ALWAYS get more for it.

Find a good mechanic BEFORE you need one. Friends and relatives will be full of suggestions.

Automate any loan payments you can. It saves time, prevents late fees and trims service charges. Check with your bank about such a service.

Use only your bank's ATM. Cash machines are convenient, but if you use them often at other banks, fees running at least a dollar pile up quickly. Or, take out your weekly cash when you grocery shop. Use your ATM card and ask for cash back. There's usually no charge.

You can save more than \$100 a year in fees by selecting a checking account with a minimum balance requirement that you can AND do meet. The more banks (or credit unions) you have in your area, the better. More competition.

Offered lower credit card rates? Mailbox full of them? Instead of switching all the time, call your current company and say "I'm paying 15% with you but I get offers of 4.9% in the mail, will you lower my rate?" Many will. If not, call back the next day and get another operator, maybe a different answer.

Use savings to pay off credit card debt. If your credit card interest is higher than what you're getting for your savings account, you should draw from your savings account to pay off your credit card debt. Realize that if you pay off a credit card and don't cancel and close the account, you could use that card for emergencies. That's what the savings account was for, right?

Record your credit card purchases in your checkbook as a regular check and you'll know EXACTLY how much money you have spent.

Pay off any balances on special offers (like no interest for 3 months) before they expire. Otherwise, you'll be hit with accrued interest from the date of purchase.

Offer to pay cash in exchange for a discount.

Haggle over the price of anything costing \$300 or more. You'll be surprised at how often you can save up to 20% or more. It never hurts to ask. All they can say is "no".

Save your lunch money. If you are spending \$7 a day to go out to lunch and instead bring a bag lunch that costs you \$2, you'll save \$25 per week. Take that \$25 per week and invest it at 8% and in 30 years you'll have \$100,000!

Stock up on non-perishables when you find a great price, including as toilet paper, diapers, napkins and the like. You'll always need them. Finding a good price is key.

Buy in bulk quantities only if you think that you will use it all, and of course, if you really need it. Can anyone say Costco?

Stop giving the government an interest free loan with your money! Immediately reduce the amount of income tax withholding. You'll have more money in your paycheck every week and you can put that extra towards a HEADSTART.

Get your "Reduce Tax At Source" form here:

<https://www.canada.ca/en/revenue-agency/services/forms-publications/forms/t1213.html>

Make saving a group effort. It's difficult for one person to save while the rest are going wild. Get the whole family focused on saving and debt elimination.

Buy the cheaper brand of everything. Major manufacturers often make other "brands". So you may be paying more for a different name tag

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and a few cosmetic features for an item that's basically the same.

----Here a few examples:

Chrysler makes Jeep, Dodge, Plymouth

Ford makes Lincoln and Mercury

General Motors makes Chevrolet, Cadillac and Buick

Frigidaire also makes Gibson, Kelvinator and Tappan brands

Maytag makes Admiral, Magic Chef and Jenn-Air brands

Buy a floor model appliance or a demonstrator car. Make sure the warranty is still good, but if you're willing to sacrifice on the cosmetics, substantial savings can be had.

Keep your loose change. A couple who are clients of mine saved \$1600 in loose change over two years and went on a cruise with the money. The worst part was wrapping them. Your bank will probably use one of their coin machines to do that for you.

Can you do it? Then do it yourself. Mow your lawn, clean your pool and paint your own house.

A home energy audit can identify ways to save up to hundreds of dollars a year on home heating and air conditioning. Surprisingly, most utilities are very helpful in this area. Many will do the audit for you FREE or a reasonable fee. If not, they can probably refer you to someone who can.

Keep visits to the grocery store short. The more time you spend in the store, the more money you will spend.

Join a buying club. You can make up the difference on one purchase for the cost of the membership.

Get furniture that requires some assembly. It is less expensive and is usually simple to assemble.

Have your own garage sale and make some money. Can't stand sitting around all weekend? Hire kids to do it for a split of the profits.

Shop at consignment shops. If it's been a long time since you've been

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to one of these, you will be amazed at the change.

Today's consignment shops act as trendy boutiques. They will not accept junk, and some even specialize in designer clothing. They want high-quality merchandise. You may be surprised with whom you may be "rubbing elbows" with.

Use those same consignment shops to sell stuff that is gathering dust in your house right now. It's found money and you don't have to go through the hassle of selling it yourself.

This is by no means an exhaustive list, however there should be enough here to get you going.

My Fellow Canadian (and American) - Don't Miss Out on Your Fortune

If you have read this far – I congratulate you!

Remember, it's all about you!

We sincerely hope that you have found his book to be of value to you and wish you well.

Furthermore, we trust that the ideas presented – when acted upon - will make your trip towards your financial success a rich and rewarding one.

All the very best to you as you embark on your exciting journey to begin living a debt free life!

Enjoy the ride and Best of Success!

A handwritten signature in blue ink that reads "Mark Huber". The signature is written in a cursive style and is set against a light yellow rectangular background.

Mark Huber, retired CFP

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