**Financial Planning in 2 Simple Steps**

**(Note the word “simple” rather than “easy”)**

**Step 1: How to build wealth:**

* Spend less than you earn and invest the savings wisely.
* Keep repeating step 1 until it’s time for step 2.

**Step 2: How to have enough to retire:**

* Spend less than your investment income and invest the savings wisely.

**If that’s all there is to it, then why do 64% of Americans feel unprepared for retirement?**

***(Yahoo Finance Article by Sean Dennison dated September 23, 2019)***

**The Obstacles**

**Procrastination** Easy to put off until tomorrow – until you run out of tomorrows.

***(mental block)***

**Lack of Discipline** Doing what you should do, when it needs done, even if it hurts.

***(mental block)***

**Short-Term View** Delaying your gratification (like 20-30 years) is hard but necessary if you

***(mental block)*** really want to be financially independent.

**No Perspective** Simply not paying attention to the fact that what you spend today you

***(mental block)*** will not have tomorrow.

**Ignorance** Just don’t know any better.

***(mental block)***

**Can’t Invest Wisely** Notice this is the only “skill” on this list of obstacles to financial security.

***(skill)*** Fortunately there are simple solutions and help is available.

So, if the majority of Americans retire without “financial security” and most of the problem is simply mental blocks to getting started and sticking with it – then why doesn’t everybody just start following these two simple steps?

Okay, blame the financial services industry. You need a “process” and we sell you a “product”.

**The truth is, no one can make you do this. It is your choice. Which will it be?**

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