

□□□□□ Money and You ... What's Your Style?

Here are some questions about money that can help you understand how money motivates you. They also will help you understand how other people view money and help you begin to develop a basis for working out differences about money with other people. Don't think too long about each question. Just circle the answer that best fits you.

1. If I won \$1,000 in the lottery, I would...

- a. go on a weekend vacation.
- b. save it for a rainy day.
- c. invest it in hopes of making more money.
- d. buy a gift for someone.

2. If I had more money, I...

- a. could do more of what I want to do.
- b. would have fewer problems.
- c. would drive a more expensive car.
- d. could make the lives of those I care for easier.

3. To save money, I...

- a. do it when it feels right.
- b. pay myself first every month.
- c. look for high risk/high return investments.
- d. plan to save a specific amount each month, but alter my plans if my family needs it.

4. When it comes to discussing my finances, I...

- a. don't.
- b. share information when it's valuable to others.
- like to tell people how well I'm doing financially.
- d. seek the advice of others often.

5. Before I buy an expensive item, I...

- a. make sure I feel good about the purchase.
- b. read consumer magazines.
- c. ask myself, "How will this purchase enrich my life?"
- d. seek the opinions of others, particularly friends and family.

6. If I were to come across an extra \$50 in my old coat pocket, I would...

- a. buy myself something I want.
- b. save the money.
- c. invest the monev.
- d. take a friend to lunch.

7. If I buy a generic brand item, I...

- a. feel I deserve better, but can't afford better.
- b. feel I'm a smarter shopper.
- c. remove the label so others won't know it's generic.
- d. worry it might not taste right, or work right.

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8. Keeping up with bills...

- a. is not a high priority.
- b. and paying them on time is important.
- c. is someone else's job or responsibility.
- d. is important so people aren't upset with me.

9. Borrowing money...

- a. is against my principles.
- b. is okay when needed.
- c. is valuable for investments and business
- d. from friends and family works best for me.

10. When paying for dinner, I...

- a. want people to contribute what they owe without any hassle.
- b. prefer separate checks.
- c. use my credit card and people can pay me.
- d. like to pay for everyone when I can afford it.

11. Tipping at restaurants...

- a. is okay if you get good service.b. hurts but I do it anyway.
- c. should be lavish at fancy restaurants.
- d. is recognition of the hard work that waiters and waitresses provide.

12. If I won the lotto, I...

- a. would quit work and do whatever strikes my fancy.
- b. would continue to work but would enjoy some of the money now.
- c. could expand my business plans tremendously.
- d. would enjoy more time with family and friends.

13. When I can't make up my mind about buying something, I tell myself...

- a. go for it.
- b. it's a great buy.
- c. a good investment will pay off.
- d. my friends will enjoy it.

14. In my situation...

- a. I let someone else handle the bills.
- b. I make sure our budget is working.
- c. I make the big financial decisions and my partner is the bargain saver.
- d. my partner and I take turns with financial recordkeeping.





□ □ □ □ Money and You ... Answer Key

To score: Count all a, b, c, and d answers.	Write totals in blanks below.
a	C
b	d

The letter with the highest number of responses gives clues about your money motivation: (a) freedom, (b) security, (c) power, or (d) kindness.

(a) FREEDOM

If most of your answers were "a," you use money as a source of freedom. You ...

- seek independence.
- use money to provide you with excitement, adventure, new experiences, new things.
- may buy things for others after you've achieved your desires.
- value the ability to travel, do the things you want to do.
- tend to be either very rich or very poor.
- have never thought that balancing a checkbook or sticking to a budget was something worth doing.

(b) SECURITY

If most of your answers were "b," you use money to lay groundwork of security and safety. You ...

- crave safety more than anything else.
- value predictability and try to minimize the unknown.
- want stability and know that insurance is valuable to your financial future.
- stick to well known, blue-chip companies for your investments.
- select low-risk investments.
- stay at the same job for a long time.
- love bargains, coupons, and flea markets.
- balance your checkbook every month.

(c) POWER

If most of your answers were "c," you know that money buys power. You ...

- put your energy wholeheartedly into work.
- drive for success.
- like to be in control and are comfortable managing people and projects.
- strive for the highest position of power possible.
- love competition.
- assign details to others.
- ignore budgets if they don't fit your plan.
- like to have the newest things first.

(d) APPRECIATION

If most of your answers are "d" you use money to support personal relations and the common good.

- spend money to bring pleasure to relationships.
- are thoughtful, kind, caring, and you are always there to help others.
- are your community's best volunteer.
- treat people in special ways and offer them support and nurturing.
- think of money as a way to make life more meaningful to friends and family.
- may sometimes use money to buy love when you're feeling needy.
- may find yourself in conflict between saving money and spending it.

