

# 77 Money Leaks And How to Fix Them

If you're struggling with money, chances are you're allowing it to leak out of your budget without even realizing it. Most people do — at least before they have the information and support they need to do something different. It's ok if this makes you nervous — that just makes you human. And we'll do this together, so don't worry.

You have two budgets: a money budget and a time budget. To get a handle on your money for real, we need to take a look at both. First, your money budget is about dollars you're spending and why you're spending them. Your time budget, especially as an entrepreneur, is your most valuable resource. And it's a thing that you cannot get back. Once you spend time, it's gone.

**If you can find just six ways to save \$10 every month, at the end of the year you've got an extra \$720 in the bank every year.**

**This is not about shaming you**, or making you feel bad. This is about opening your eyes to what could change to make your life better. If you can reclaim even a portion of your money leaks, you'll be happier and have an easier time with money without doing anything else different!

So here's a list of the most common money leaks and what I've seen them cost my clients.

## Dollars

Write down on the line the dollars that you think you're losing per year. If you don't know you can just use the suggested number next to each item which is based on my experience with my clients for over 10 years.

- \$ \_\_\_\_\_ Taxes overdue (average \$8,500)
- \$ \_\_\_\_\_ Tax penalties per year (\$1,572)
- \$ \_\_\_\_\_ Credit card interest monthly (\$240 a month/ \$2,880/year)
- \$ \_\_\_\_\_ Carry a balance on your credit cards (\$1,680/year at 5.6% interest)
- \$ \_\_\_\_\_ Credit card late fees (\$75 each or \$900/year per card)
- \$ \_\_\_\_\_ Not bundling services or policies (\$400/year)
- \$ \_\_\_\_\_ Hoarding credit card rewards (\$205/year)
- \$ \_\_\_\_\_ Reimbursements for client expenses not submitted or known (\$1,200/year)
- \$ \_\_\_\_\_ Unknown cost of creating your product or service before you start (\$10,000 each)
- \$ \_\_\_\_\_ Rates with clients not accurate — not enough information (\$52,800/year minimum)
- \$ \_\_\_\_\_ Losing money on client projects because low rates (\$42,000 — at least)
  
- \$ \_\_\_\_\_ TOTAL dollars leaked this page**

- \$ \_\_\_\_\_ Inability to pay people/contractors on time (\$500 a month plus reputation)
- \$ \_\_\_\_\_ Can't take advantage of sales because of lack of cash flow (\$1550/year)
- \$ \_\_\_\_\_ Have subscriptions that you're not using (\$120 a month/\$1440/year)
- \$ \_\_\_\_\_ Not investing in yourself (\$150,000/year)
- \$ \_\_\_\_\_ Don't know net worth and so can't make debt decisions (\$1500 a month)
- \$ \_\_\_\_\_ No retirement so losing potential interest on investments (\$1200/year)
- \$ \_\_\_\_\_ No savings so need to use cred for rainy days or emergencies (\$2500 each)
- \$ \_\_\_\_\_ Credit score low and so can't get a car loan. (\$6000 for a 5 year loan)
- \$ \_\_\_\_\_ Credit score low and can't get a mortgage (\$36,000 for a 30 year home loan)
- \$ \_\_\_\_\_ Maxed or nearly maxed credit affecting rates (\$5500/year)
- \$ \_\_\_\_\_ Bills not paid on time (\$30 each or about \$300/year)
- \$ \_\_\_\_\_ Overpaying for your wireless plan (\$336/year)
- \$ \_\_\_\_\_ Hidden charges on monthly bills (\$350/year)
- \$ \_\_\_\_\_ Overdraft fees (\$35 apiece)
- \$ \_\_\_\_\_ Not getting interest on savings (\$250/year)
- \$ \_\_\_\_\_ Wrong amount of insurance — paying too much monthly (\$50 a month)
- \$ \_\_\_\_\_ Not enough insurance coverage in an emergency (\$17,500)
- \$ \_\_\_\_\_ Expenses not reviewed regularly so overpaying on bills (\$273 a month)
- \$ \_\_\_\_\_ Groceries going to waste (\$430 a month) about 1/3rd of groceries go in the trash
- \$ \_\_\_\_\_ Eating out unexpectedly due to lack of planning (\$300 a month)
- \$ \_\_\_\_\_ Payroll loans or advances and their interest (\$700)
- \$ \_\_\_\_\_ Bank fees (\$35 each)
- \$ \_\_\_\_\_ Buying classes and products but not doing them (\$2000/year)
- \$ \_\_\_\_\_ Not using your gym membership (\$80 a month/\$960/year)
- \$ \_\_\_\_\_ Cancellation and reinstatement fees for cable (\$75-150 each)
- \$ \_\_\_\_\_ Late on DMV registration (\$60-300/year)
- \$ \_\_\_\_\_ Late parking tickets (\$160 each)
- \$ \_\_\_\_\_ Can't fix car so problem escalates (\$2300 per repair)
- \$ \_\_\_\_\_ Buying things at the last minute like plane tickets (double the cost)
- \$ \_\_\_\_\_ Don't return things to the store (\$350/year)

\$ \_\_\_\_\_ **Total dollars leaked this page**  
 +  
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 \$ \_\_\_\_\_ **Total dollars leaked this section**

**You did it!**

Stop for a minute and take a breath! For many people that's the first time they've looked at money in this way and it's a bit intense. So give yourself a moment before you plunge into the next section — it gets easier!

These are dollars that are leaking out of your life and that you can NOW reclaim. I know this might feel painful right now. Looking at the issue right in the face has that effect. But that pain is temporary! If you can keep going and keep taking steps, you can make change about this. It can get better — starting now. It couldn't get better before because you didn't have enough information, but it can now.

## Time and Energy Leaks

Not working on your money stuff in a consistent way causes: avoidance, time-wasting, ineffectiveness, and paralysis in a clear and consistent way. It shows up in a variety of ways and we've listed them below.

In the blanks below put your time leaks in **hours**. We calculate that, **minimally**, entrepreneurial time is worth \$60-180 per hour. 15 minutes a week can easily turn into 10 hours/year, even with 12 weeks of vacation! And that's \$400-1200 lost! As you go through this, just put in the numbers in hours, and we'll count the money at the end.

**I encourage you to notice your feelings but refrain from judgement and blame, this is a learning and clarifying exercise and judgement and blame will get in the way of you seeing that truth of what's going on and addressing it.**

### Minutes

- \_\_\_\_\_ Anxiety instead of taking action (6-10 hours/month)
- \_\_\_\_\_ Money avoidance — looking at bills over and over and not paying them (12 hours/month)
- \_\_\_\_\_ Can't be with kids as much as I want causes worry and distraction (20 hours/month)
- \_\_\_\_\_ Financial chaos (late fees, can't make decisions, etc.) (8-20 hours/week)
- \_\_\_\_\_ Receipts everywhere, can't find what you need (6 hours/month)
- \_\_\_\_\_ Exhausted, can't work or be effective (20 hours/month)
- \_\_\_\_\_ Disorganized (15 hours/month)
- \_\_\_\_\_ Difficulty making financial decisions — indecision (6 hours/month)
- \_\_\_\_\_ Can't go on vacation — increases stress and worry (8 hours/month)
- \_\_\_\_\_ Distracted by money worries (20 hours/month)
- \_\_\_\_\_ Not sure if you can hire an assistant so you keep doing admin work (48 hours/month)
- \_\_\_\_\_ Procrastination (28 hours/month)
- \_\_\_\_\_ Not sure if you can pay bills this month or next (8 hours/month)
- \_\_\_\_\_ Not enough time with family causes worry and anxiety (4 hours/month)
- \_\_\_\_\_ Fear of failure causing ineffective or no action (3 hours/month)
- \_\_\_\_\_ Feeling trapped causing paralysis (4 hours/month)
- \_\_\_\_\_ Dwelling on financial secrets or shame that don't get communicated or cleared (8 hours/month)
- \_\_\_\_\_ Frustrated by financial situation and runaway thoughts (3 hours/month)
- \_\_\_\_\_ Spending time on the internet not for business (12 hours/month)

- \_\_\_\_\_ Not sure there's help out there for you — feeling hopeless and overwhelmed (6 hours/month)
- \_\_\_\_\_ Being overwhelmed by emotions instead of working (15 hours a month)
- \_\_\_\_\_ Calls from creditors (5 hours/month)
- \_\_\_\_\_ Worried the IRS is going to come get you/seize assets (15 hours/month)
- \_\_\_\_\_ Don't know when things are due, constantly redoing your cashflow (13 hours/month)
- \_\_\_\_\_ No financial planning, leading to worry, indecision, and bad decisions (2 hours/month)
- \_\_\_\_\_ No retirement savings, so you have to keep working indefinitely (1 hour/month under age 40, 3 hours/month over 40)
- \_\_\_\_\_ No time for self-care, leading to more stress and illness (12 hours/month)
- \_\_\_\_\_ No breaks, leading to more stress and illness (up to 40 hours/month)
- \_\_\_\_\_ No computer filing system (15 hours/month)
- \_\_\_\_\_ Not focusing on business effectively because of financial worries/distractions (12 hours/month)
- \_\_\_\_\_ Wake up at night worried about money (30 hours/month)
- \_\_\_\_\_ Can't prioritize or act on financial priorities (12 hours/month)
- \_\_\_\_\_ Shiny Object Syndrome — trying to go in all directions at once (24 hours/month)
- \_\_\_\_\_ Constant worry about "I can't do that" or "It costs too much" (4 hours/month)
- \_\_\_\_\_ Can't go visit family for holidays, causing more stress and worry (4 hours/month)
- \_\_\_\_\_ Business stagnation (20 hours/month)

\_\_\_\_\_ Total hours lost per month x \$\_\_\_\_\_ per hour = \$\_\_\_\_\_ lost per month

One more thing, go back and count up how many leaks your have.

\_\_\_\_\_ Total number of money and time leaks.

**Great job! You looked at your money leaks! You've now done the hardest part!**  
**Keep going! You can do this!**  
**The next part is the easiest and will give you the more results!**

# Fixing Your Money and Time Leaks

Now that you've done the hardest bit, let's talk about what these results mean.

They don't mean that you're an idiot or that there's something wrong with you. It might mean that you haven't gotten much — or any — financial education. It might mean you haven't had someone walk you through the parts and pieces of dealing with money, tracking, planning and spending it.

Just don't beat yourself up.

And if that mean girl voice comes up, you know the one that says, "You're a terrible person." or "You don't know anything?" or "Who do you think you are?!" Just kindly, but firmly, tell it to stop that you're in charge now and to please sit over there.

Now grab a pen and paper (or a screen) and let's do some looking at what's happening.

Write these questions and their answers down in your money notebook.

If you don't have a money notebook, grab your journal or just a blank piece of paper and take some notes. (And make a note to make or buy a money notebook.)

1. What are your top 5 most important money leaks?
  - a.
  - b.
  - c.
  - d.
  - e.
  
2. What are you going to do to fix them right now?
  
  
  
  
  
  
  
  
  
  
3. What did you learn from this exercise?
  
  
  
  
  
  
  
  
  
  
4. What do you want to **stop** doing as a result of this exercise?

5. What do you want to **start** doing as a result of this exercise?

6. By when do you want to accomplish these goals?

We would love to hear from you. Please send us what you want to start and stop doing along with any notes to: [info@infinitelypossible.net](mailto:info@infinitelypossible.net)! We will send you back a virtual high five!

I've create an answer key for you about the number of money leaks you have.

## But First: Some Things to know about Money Leaks

Money leaks come in a variety of shapes and sizes. Some money leaks are a Really Big Deal, like staying up at night worrying that the IRS might seize your assets. On the other hand, you might have really easy leaks like you haven't eaten your broccoli consistently so it goes to waste, or the occasional bank or late fee. All money leaks are not created equal.

So if the answer you get doesn't have a solution that you think fits you, take a look at the other solutions and see if you find something that works for you.

If you're dealing with subscriptions, you can turn them off. If it feels daunting, find time to call the company and have them turn it off.

If you're feeling like you're paying too much for something - call them. Often phone companies will lower their rates when you say you're leaving. But be prepared to actually leave.

In each section of the Answer Key for this inventory, there is information on how to fix your money leaks by getting support. Feel free to reach out to us if you have any questions at all about any piece of this. We want you to be in touch so that we can support you on your journey.

## Answer Key

**0 Money Leaks — Wow! Well done!** You're a rockstar! Maybe you should have my job! (I've never had anyone get this score, but I'd love it if you did!) If you get this score, call me! I want to

hear about it!

**1-10 Leaks — You're doing great!** Nearing the very top of your class! Well done! Celebrate! (And then take action! Fix up those last few leaks and you'll be a rockstar! You're well on your way to awesome financial goals! The last few financial leaks are likely the toughies, so get expert, focused support on the areas that you're completing. If you want to talk about them, go here: <http://www.blissyourmoney.com/Breakthrough>

It's likely that you're tracking your money but maybe you haven't looked deeply at profitability so you're still getting bank fees. Or you're losing time to social media that you could spend writing that book! If you are ready to take a deep dive into getting more profitable and making more money, I recommend doing a **Financial Bliss Breakthrough session to get me to personally review your results and help you get crystal clear about your next steps**. You can sign up here: <http://www.blissyourmoney.com/Breakthrough>

**10-20 leaks — You need to deal with what they are costing you.** Get help right away to keep things from getting worse! It's definitely turn around time. You'll benefit from taking a classes about money, reading books, but you're the best candidate for deeper financial coaching to really help end the problems now and increase your cash flow. This is totally fixable. Check out the discount on a Financial Bliss Breakthrough session for first timers here: <http://www.blissyourmoney.com/Breakthrough>

**10-20 Leaks — You need to take action right away.** You can feel it. You get anxious and you need support. Go through statements, start tracking your money in detail, make phone calls to lower bills, get immediate help! Your situation is urgent (as you know). It's likely you struggle with enough cash flow that and doing a DIY class is the way to go. Your best bet is to check out Financial Clarity Now: <http://www.blissyourmoney.com/Financial-Clarity-Now>

**> 20 leaks — Desperate!** You need to take consistent action every day to turn things around. You can do it in 30 minutes a day, but you need to gather your courage and take imperfect action consistently. You can still turn this around! Act now. Do everything you can and make it go! Don't give up when it gets hard! <http://www.blissyourmoney.com/Financial-Clarity-Now>

## Are you ready for more?

If you are ready for more help, we'd love to help you!

If you're ready to get help getting clear about your money and are thinking about Financial Clarity Now, you're a good if you:

- Are new (or newish) to looking at your money stuff

- Want a more DIY approach
- Like a self-paced curriculum with support you have access to any time.
- Haven't fully tracked your money
- Don't have a Profit and Loss report or bookkeeper
- if this has opened up issues that you want to fix yourself check out the Financial Clarity Now! class — it's short, sweet and will get you to the next step in a fairly painless, very supported way:

**GO HERE:** <http://www.BlissYourMoney.com/Financial-Clarity-Now>

### On the other hand...

If you are ready to explore more in depth one to one, personalized support, **either short term or longer term, book a Financial Bliss Breakthrough session. This is good for you if:**

- You need personalized, concrete answers to your questions or money leak results
- Your case is not a one sized fits all question
- You have been doing work around money for a while and have financial reporting and/or a bookkeeper (or know you need a bookkeeper — we have those!)
- You want to talk about money mindset
- You want to understand **exactly** what's happening now that is holding you back
- You want to gain **crystal clarity** about your next steps to get to your dreams and end the financial chaos and overwhelm.
- Have a Profit & Loss (or again know you need a bookkeeper)
- Want to take a deeper look at profitability.

[If you want to get a look at what working with Briana is like, go here:](http://www.blissyourmoney.com/Breakthrough)  
<http://www.blissyourmoney.com/Breakthrough>

Regardless of where you in your money journey, we would love to hear from you. You're welcome to email the ninjas at: [info@infinitelypossible.net](mailto:info@infinitelypossible.net)