



## FINANCIAL PLANNERS & INVESTMENT ADVISORS

# MONEY QUIZ

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# HOW TO BECOME A WOMAN OF SUBSTANCE

Much has been written about the psychology of money- try this and see how you rate!

If money passes through your fingers like water, you are a spendthrift – you have to be forced to save.

If you don't enjoy your money and hate spending it, you are a squirrel – you need to learn how to take risks.

If you don't spend much of your time thinking about money, you may be a millionaire in the making. All spendthrifts and squirrels need to call me; see contact details!

Ask yourself the following 15 questions. What would you do in these circumstances? Don't give it too much thought; you are trying to find out who you are, NOT what you would like to be. Score the answers with the key at the end.

1. Your uncle gives you \$20,000.00 DO you:
  - a. Buy a new car?
  - b. Buy a bigger house?
  - c. Invest in unit trusts?
  
2. A friend asks you to invest \$40,000.00 in her apparently booming business. DO you:
  - a. Say no, because it may sour your friendship?
  - b. Ask an accountant to look at the books before deciding?
  - c. Give her the money?
  
3. Your hobby is collecting 20<sup>th</sup> century first editions. Do you:
  - a. Actively buy and sell?
  - b. Find it difficult to part with a book?
  - c. Never pass a second-hand bookshop without buying something?
  
4. You inherit some shares from an aunt. The company has just been taken over, and you have made \$100,000.00. Do you:
  - a. Borrow another \$50,000.00 and buy a yacht?
  - b. Take a round-the-world trip?
  - c. Shop around for the highest interest rate?
  
5. You have a good idea for a business. Do you:
  - a. Decide it's all too much like hard work?
  - b. Run it in your spare time?
  - c. Take the plunge and leave your job?

6. You get into trouble with your credit cards. Do you:
  - a. Persuade your bank manager to give you an overdraft and pay off the cards?
  - b. Negotiate repayment terms with the credit card companies?
  - c. Wait until they send them away?
  
7. You are advised to save for your retirement. Do you:
  - a. Decide to rely on the government pension?
  - b. Start putting at least 15 percent of your income into a superannuation plan?
  - c. Decide to think about it when you reach 50?
  
8. You are travelling first class to Los Angeles and you are sitting next to a glamorous and obviously rich man. Do you:
  - a. Find out his line of business?
  - b. Chat him up and get his phone number?
  - c. Carry on reading your book?
  
9. A share dealer you once used, and who you know to be reliable, rings up with a red-hot share tip. Do you:
  - a. Buy \$400.00 worth of shares?
  - b. Put the phone down?
  - c. Ask for the accounts?
  
10. Some shares you bought have double in value. Do you:
  - a. Hang on to them?
  - b. Sell them and buy two other shares, which you think look undervalued?
  - c. Sell them and go on a spending spree?
  
11. Did you think the last person you saw was:
  - a. Better off than you?
  - b. Worse off than you?
  - c. Didn't give it a thought?
  
12. Your accountant comes up with a complicated scheme for saving tax. Do you:
  - a. Jump at it?
  - b. Say no, because you can't understand it?
  - c. Say no, it looks like tax evasion?
  
13. Someone at work suggests setting up an investment club with the aim of doubling your money in two years. Do you:
  - a. Commit \$100.00 a month and then forget about it?
  - b. Pour cold water on the idea?
  - c. Say what a good idea and get involved with running it?

14. Your child's school needs a new science building. Do you:

- a. Tap the big corporations for money?
- b. Give \$100.00?
- c. Organise a sponsored walk?

Your employer promised you a rise of \$10,000.00 a year. She now says she can't afford it. Instead she offers you a rise of \$5,000.00 or increased responsibility and a new job title. Do you:

- a. Take the money?
- b. Take the new job?
- c. Resign?

#### HOW TO SCORE

Give yourself one, two three points, according to your answer, and add up the total.

- |    |                      |     |                      |     |                      |
|----|----------------------|-----|----------------------|-----|----------------------|
| 1. | a. 1<br>b. 2<br>c. 3 | 6.  | a. 3<br>b. 2<br>c. 1 | 11. | a. 3<br>b. 2<br>c. 1 |
| 2. | a. 2<br>b. 3<br>c. 1 | 7.  | a. 3<br>b. 2<br>c. 1 | 12. | a. 3<br>b. 1<br>c. 2 |
| 3. | a. 3<br>b. 2<br>c. 1 | 8.  | a. 3<br>b. 1<br>c. 2 | 13. | a. 1<br>b. 2<br>c. 3 |
| 4. | a. 3<br>b. 1<br>c. 2 | 9.  | a. 1<br>b. 2<br>c. 3 | 14. | a. 3<br>b. 1<br>c. 2 |
| 5. | a. 1<br>b. 2<br>c. 3 | 10. | a. 2<br>b. 3<br>c. 1 | 15. | a. 2<br>b. 3<br>c. 1 |

If you score between **15 and 25 points** you are a **spendthrift**.

You are a bundle of laughs, you are. You have an attractive, happy-go-lucky attitude to life. Money is not your main motivation. But be careful, not everyone has your carefree and generous nature. You could end up with no one to bail you out. You think money is only for spending or gambling. You just can't take the stuff seriously. One minute you are drinking champagne, the next its mugs of instant coffee.

If you hit a sticky patch, you tend to ignore the problem and hope it will go away. You always expect something to turn up tomorrow. And sometimes it does, because with your good nature you do have more than your share of good luck. You are the type who never opens bank statements, and letters from the Inland Revenue go straight into the bin. You have plenty of flair and bright ideas, but no will to put them into practice. It's a pity – you may be wasting your talents. Try exchanging some of that jollity for a little application and you might surprise yourself, and have fun making money.

If you have between **25 and 35 points** you are a **squirrel**.

You have a well-balanced view of money and it's place in your life. You are careful in everything you do, and you are unlikely to end up in the poor house. If you have a fault it's your **inability to take a risk**. You stick to the tried and tested way of building wealth – buying a house and investing your spare cash in a building society. You don't have much money confidence and feel ill equipped to challenge what the experts tell you. Instead you choose not to listen to what they have to say.

There is a lot of the squirrel in you. You hoard things. If you do take a risk and buy, say, stamps, pictures or shares, you find it impossible to sell, event if you see a better investment. If you make a bad investment, you find it difficult to cut your losses. You tend to hang on, hoping the investment will come right eventually. You are a worthy person. You work hard both yourself and others. But you have tendency to make extra work for yourself and not always very productively. You have a slightly downtrodden view of yourself. You should try and have more fun and take a bit more risk.

If you have score between **36 and 45 points** you have the **makings of a millionaire**.

There is no doubt about it – you have what it takes. You are a millionaire in the making. You have the necessary obsessions with money. In fact you hardly ever think of anything else. You have natural talent – your love of wheeling and dealing. You were the kind of child who made a profit out of the school tuck shop, or played the stock market with the proceeds of your paper round. But you also know how to use your talent intelligently. You keep a close watch on the financial scene and you get people working for you, feeding you with new ideas, company accounts and market reports.

But you also recognise the value of hard work. Your approach to making money is never half-hearted. If you hit a problem, you always try and turn it to your advantage. You have a lot of confidence. You know that money attract money. Buying a yacht is a good investment, but you also meet a lot of rich people who might further your ambition. Your one weak spot is the taxman – you will go to almost any length not to pay him. It could get you into trouble.