```
Economic Mobility
                                                             Cainz Noita 194
  + Job Hegatiations
                                                             * MONEY = one of biggest problems in relationship
                                                                                                                          IN CA: Maney
- TOP 10% of nouseholds = 6.9 million avg
                                                                                                                          AFTER getting married
                                                              J DISCUSS expectations I own "want" money
                                                                                                                          = community property
   L) 67% of total household wealth
                                                             I own credit card
                                                                                      I check credit vepons 2x year
                                                                                                                          BEFORE geneng married
                                                                                                                          = SEPAINTHE PROPERTY
- Bottom SOT. OF NOUSENOLDS = $1,000 and
                                                             Happiness
  L> 2.5% of total nousehold wealth
                                                             negative economic growth <u>resouces</u> happiness more than positive growth increases it
- Higher meguality = 1235 income mobility
                                                             HIGH Mame -> / valuation of life x emotional mell-being
- 215% of total tax breaks go to top 1% income
                                                             life satisfaction = eating better, exercising more, smoking 1855
- 64.17 of total tax breaks go to top 20% income
                                                             Estate Planning = way to purish for loved ones from beyond
- US = only high income country that doesn't gravantee
                                                                                        - Direct, clean, tast - INSTANT UPDATE
  health coverage
                                                               By beneficiary
beconomic inequality reconomic & social mobility
                                                                                         - retirement, investment accounts
                                                                                        - lite in surance
- effective progressive taxes
- good, a ccessible public education
                                                                    By vaw
                                                                                      [ Joint tenancy w/ right of survivorship
 affordable health care
collective bargaining
                                                                                         - Private avoids formal probate court
- limit vole of 55 in politics
                                                                    BY Trust
                                                                                         - KUST MUST BE FUNDED
salary negotiation
                                                                                        - expensive to set up
- illegal in some States to ask for salary history
- get full offer in writing
                                                                                         - lengthy public process
                                                                   By Probate
- don't accept I decline during interview
                                                                                         - probate feed
                                                                    (via will)
× uttimatums, avguments, iying
                                                                                       L - real estate in move than I state
   focusing on base over other staff
                                                             Beneficiary forms = decides where money goes (retirement + brokerage)
   company bidding war / "squese" company
                                                                *VERLEY ANNVAWY

√ negatiate wi company you want the most first

Financial Decisions As we age
                                                             BIG 4 LEGIAL DOCUMENTS = employer legal benefit = $10/mo vs 3k on open monet
- before person to make decisions if you're untit
                                                               (1) last will & Testament
- choose financial confidury
                                                                    - property, custodial agreement
- to taditional pension - a consider becerved
                                                                    - needs an executor
                          INCOME AMOUNT
                                                              2 Power of atterney = 18th someone act as it they ve you
Roth 15. Trad Equity comp
                                                                    - special, springing, durable
 ROTH = + UX UP FRONT -> earning) we tax-free
                                                              (3) Health care proxy = designate someone to make medical decisions for you
traditional = tax ATTHE END - carrings are taxed
                                                              @ Advance Directive / living will = what you want some meacally it incapacitated
 peak of earning -> expect to earn less -> choose traditional
                                                             Trusts
 retire in no tax state / tax rates decrease - choose TRAD
                                                              - avoids probate
                                                                                   Grantor= person whose assets being protected
                                                              - reduces takes
                                                                                    Trustee = individual to manage trust
 Income limit ROM RA
X Income limit Rown 401K
                                                              - Drovides Privacy
                                                                                    Beneficiary - recipient of trust money
TYPES OF ACCES
                                                             Financial Advisors
                                       401 (K)
7,000 limit per year
                                                             - advisor should commit to feduciary responsibility - commit in writing
                                23,500 limit per year
 Jan 1 - Apr 15 (toucowing yr)
                                 LANDT including matter
                                                             - ask not commissions (compensation in certain investment
 not linked to employer (anywhere)
                                Tax 1 - Dec BL
                                                             - ask about registration/license
 more witherawal Bestvilly
                                wast pe my emblader
                                can lean against it
 ROWN OR TOLD
                                                                                      & wait until 70 betwe daiming social
                                                              Retirement
 2+ income limit
                                Roth or traditional
                                                                                         security *
                                 NO INCOME ITMITS
                                                               (1) Estimate Spending
        Brokerage
                                      ZOTA IRA
                                                               @ subtract estimated so benefits
 Buy Share for $30
                                Buy Share for $30
                                                               3 Adjust for inflation
 Market price = $130 - Gain=$100
                                Market price = $130 - Gain=$160
                                                                    @ multiply by RMD withdrawal factor
                                $0 taxes - shouldn't touch until 60 yo
 $15 takes - $55 profit
                                                                                required minimum distribution
D open Rom IRA → ② fund Rom IRA → ③ select investments in Rom IRA
                                                                                 La spend no more man 1/12 of annual RMD plus 55
Equity compensation
150 = INCENTIVE STOCK OPTION
NOSO = NON-qualified Stack option | Startups
                                                                    & salary negotiation &
                                                                                     (1) Aspiration point = ideal outcome
KSU = restricted stock unit which rest overtime
 L3 sell RSUs as soon as they vest
                                                                                     (2) Resistance point = lowest / nighest point
DE 104 F 969 (TOTAL SOIL 4.0 both see high inklush
                                               Cost
                                                            Free
                                                                   Free
                                                                         Free
                                                                                         you've willing to go in negotiation
      PROS
                             CONS
                                                Duration
                                                                         Until lifted
                                                            1 year
                                                                   7 years
                                                Can apply for new
/ major punnases
                       x living beyond means
                                                                         No.
                                                            contact
                                                                   contact
                       x risk
                                                                                                            locutity theft
                                                                                         SCOUNT
 "Leverage" for better
                                                How to lift?
                                                                         Online
                                                            Contact
                                                                   Contact
   renorns
                                                            bureau
                                                                                                            @ LOST / STOLEN WALLET
                                                                                         Bunny
I reduce short term shrew
                                                                                         PROBLEM/Prize
                                                                                                           (2) bata bream
                                               Bankruptcy
                                                                                         PNSTME
Getting out of Debt
                                                                      chapter 13
                                                                                                           (3) Phishing
                                                 chapter 7
                                                                                         Pay specific way
                            Shawball
     Avalanche
                                              - Ingin+ mrines)
                                                                     un dividuals
                       & BALANCE
                                              - INDM & below ce shain
MINTEREST RATES
                                                                     no uncome veg . Delot
                                                                                         CNADLEY 7 = (most) assets me sold, debts are
                       - pay off smayest debt
                                                level
- pay off dept w/ highest interest rate first
                                                                     below certain want
                                                                                                        oischarged
                                               nonexempt assets = sold
                                                                     DOW dorst back through
                       - settle debts faster
                                                                                         chapter 13 = keep assets but above by repayment plan
                                              - M-G MAINTE DIRLETA
                                                                     repayment
 pay less interest over time
                                               ID YEURS ON CHARLE PEDONS
                                                                     STOP HUYE CLOSUVE
                                                                                                        to pay vest
                                                                     3-5 year proces
                                              - delay foreclosure
                                                                                          Student wans, taxes, child suppose dents NOT dischargeably
                                                                     7 years on report
```

Taxes FINDING THE EQUILIBRIUM POINT OF TAX BRACKET ARBITRAGE **SWOOMS** - income taxes = wages capital gains 144evest 2 b NOBING tips - payvoll taxes = social security medicane Priority of Saving medicare surtax Max the compa consumption wealth - sales takes - property taxes - excise taxes - est ate + axes tariffs - customis duties progressive: higher income = higher x Brokerage (after-tax) of income in taxes 529 / UGMA / unbo * regressive. lower income = higher 1. Down payment money
 Charitable contribution
 Conduction / cabbation of income in taxes

corporate income tax

excise estate & other tures

7%

With nothing = portion that is deducted from payoneck

Stundard deduction = normal default deduction

credit: reduces what you one dollar for dollar

* Amortization = how loav is paid off in consistent

Deduction: decreases taxable income

* Financial breakeven: ~ 6-10 years

Types of moragages Payments over time

30-year fixed] Same payment each month

marginal tax brackets = taxed at diff rates for diff portions of income

Payroll tax = FICA = Social security + medicare

Marginal rate = highest bracket you reach

10% on first lok

HOME buying

ARM = adjustable rate movingage

12% on income from 10-40K 22% on income from 40-50K



36% Payroll +ax

50% incometax

Returns + Fees

Defined Benefit = traditional

Defined contribution = 401k, 4036

- moral hazard

- Obtimistic discount rate - public/corporate funds are underfunded

wwen you get a job# - immediately sign up for 401k plan - get whole match

- increase savings by half of every raise

Investing

- do NOT ignore fees (> no mutual funds w/ load fees

- prior employer yolk y cash it out ci ti. svanu ti svasi ¢

move to current MOIK & vollover to IRA

- mutual fund loads = one time fee paid when you invest in fund

- Financial planner

* fiduciary = must

* credentials = get CFP professional ytilps \w qis n toon = scittsqus 4

= how are they compensated

low fees > High fees fewer accts > more accts

- INVEST IN MUTURI FUNDS/ETFS - chouse low-cost index funds Hemized deduction = mortgage, chavitable, unreimbursed medical exp

- Mix of Stock + bond funds

BONDS = 110 - your age in equities

ETF = basket of securities that trades intra-day

13 execute while market is open Effective rate = total amt of tax you pay divided taxable income

* fees

move tax efficient under funds Beat the market By sector By type of fund High (typically >0.75%) Low (typically <0.15%) Matches the market, which

Benchmark Cost Underperforms the market, in entirety Data shows outperforms the avg Turnover Very low Money flowing out Money flowing in Flows Origin 1975 (Bogle) High yield savings / ememency fund

15% and age of acct

10% recent inquiries

sure dollar today worth more than sure dollar lyear

10% mix of credit

Accts: checking acct, savings acct, loan acct, investment acct, cc acct

Rule of 72: how long it takes for money to double at xx rate

3-4 months of fixed expenses Bonds = lending money (100) Lapre-determined returns

combonny interest = INterest on your interest

30% Villization = debt burgen (now much of

La can lose 100% of value Stocks = ownership in company credit score = 35% payment history

available credit

YOU USING)

INSUVANCE #Bex or low probability events that would cause a lot of Navdonip Pay SMALL premium to avoid catastrophic 108) Term life insurance = pay small premiers, do not get anything back

if you don't use it Permanent insurance = whole life / universal life Disability insurance

snort term = first 90 days iong term = after 90 days

Health insurance HMO = cheaper & you have Primary care provider La kaiser, united etc

PPO = see specialist who referral - see any doctor in / out of network

high deductible before insurance kicks in

172/x HOHP w/ HSA = more commol overspending

expenses variable Budgets: Income-fixed = LEFTOVER

AUTO INSURANCE

biability coverage = pays for other ppls boolly property losses (property, bodily injury for single person lall parties)

collision coverage = covers damage to own car in crash (regardless of who caused)

comprehensive coverage = NON crash related (theft, vandalism, natural disasters)

uninsured / underinsured = covers you it someone hits you w/ little / no insurance

* SAVE by: choosing high coclision k comprehensive beductible

Lamt you pay first when you file claim & DO NOT admit fault when you're in crash

≥ 117 of drivers are uninsured

> Buy More than minimum liability insurance required

COMPREHENSIVE = BAD LUCK (NOT YOUR EQUIT) collision = you hit something

viability = you how someone else

Leases = complicated, extra tee, charged for tears loents scratches / extra miles

Home ?

* longer you plan to stay in I place -> more sense it makes to buy

HO-3 = special form -> cover home against all risks, belongings

Policy Type	For Whom?	Coverage Type
HO-1	Basic homeowners	Very limited, named perils only
HO-2	Budget-conscious owners	Moderate, named perils
HO-3	Most homeowners	All-risk on home, named on contents
HO-4	Renters	Belongings & liability only
HO-5	High-value homeowners	All-risk on both home & contents
HO-6	Condo owners	Interior, belongings, liability
HO-7	Mobile home owners	Like HO-3 but for mobile homes
но-8	Owners of older homes	Modified coverage, cost-based

RENTOR INSURANCE = 1055 of possessions, liability, living expenses it unlivable Standard policies -> do NOT cover floods + earmquakes

HEALTH INSUMINCE

Attordable care act: expanded employer based insurance

expanded medicaid

Healthicare marketplace where ppl can't be denied insurance

GET MULTIPLE QUOTES

preceived provider organization

PPO = more expensive, more choice than HMO

neuth maintenance organizations

HMO = heath care at corner costs, less choice

neally savings account

HSA = pre-tax savings acct for medical expenses save money it heathny, cost more of high medical expenses

+ W/ HDHP (high reductible nearth plan)

Investina

PFOF = payment for order Flow = send trade to 3rd parry market maker