

Talk About Money Worksheet

Directions: Family members should answer these questions separately. Then compare answers. The similarities and differences that turn up can spark a discussion of family attitudes and practices.

1. If you received \$5,000 tax-free, what would you do with it?

2. Rank the following activities, using 1 to indicate what you would enjoy doing most and 6 to indicate what you would enjoy doing least.

- _____ an evening at home with the family
- _____ a night on the town
- _____ a few extra hours on the job
- _____ involvement in physical activity
- _____ spending time with friends
- _____ some quiet time to myself

3. If you had to make a major cut in your current spending, what area would you cut first?

4. Do you agree (A) or disagree (D) with the following statements?

- | | | |
|---|---|--|
| A | D | I'm basically too tight with money. |
| A | D | My spouse is basically too tight with money. |
| A | D | Equality in family decisionmaking is important to me. |
| A | D | I feel good about the way financial decisions are made in my family. |
| A | D | Sometimes I buy things I don't need just because they're on sale. |
| A | D | I believe in enjoying today and letting tomorrow worry about itself. |

5. I'd like to see us spend less money on

and see more dollars go for

6. What money problem is the most frequent cause of argument?

7. What was the most sensible thing you've done with money since marriage?

8. Do you know the dollar figures that go in the following blanks?

- Family take-home income \$ _____
- Rent or mortgage payment \$ _____
- Money spent on food each month \$ _____
- Monthly car payment \$ _____

9. Buying on credit is:



Farm Management

Talking About Money
John Berry,
Agricultural Marketing Agent
Penn State Cooperative
Extension
Lehigh County

Money is a common problem for a family, regardless of income, age and education of family members. Sometimes a lack of income to meet basic needs causes the money hassle. But, more often, inadequate communication about money is the root of financial problems.

While family members have different values and attitudes toward spending and saving money, or when families strive for unrealistic goals, there is a potential for conflict. When family members do not "talk things out," even the best spending plan may not work.

Communication among family members is not always the easiest thing to do, but it is important if you want to get the most satisfaction from financial resources. Generally, the more open the communication about family finances, the better the quality of those decisions.

Communication Guidelines
Preventing and overcoming money problems takes honest and candid communication. It also takes time and effort. Be willing to arrange a specific time when all family members can talk about money. Meet on a regular basis instead of waiting until problems occur. Choose a location where you will not be interrupted.

Here are some suggestions for increasing the quality of communication about money matters in your family:

- Recognize that whoever earns the money does not also earn the right to dictate how it should be spent. Family members, including children old enough to understand, need to make decisions about money as a team. Allow everyone to have

input in financial decisions. Family members will be more satisfied with decisions if they helped to make them.

- Clearly identify the issue at hand. Do not drag other points into the discussion that do not address the problem, concern, or dissatisfaction. Is the problem one of spending too much money, spending it at the wrong time, or spending it on something you consider unnecessary or unimportant?

- Let each family member freely state his or her wants, needs, and personal feelings. Avoid judging or criticizing others. Encourage communication beginning with "I think" or "I feel." Talk about the present. Avoid phrases such as "you always" and "you never."

- Listen carefully to the other person. Respond to statements by others with some indication that you understand. Or ask questions until you do understand.

- Be willing to compromise and negotiate for a realistic settlement of differences. In many cases, family members must compromise. Making a contract or written agreement may help avoid misunderstandings.

Meet on a regularly scheduled time, and limit to 30-40 minutes.

Values Affect Decisions

Begin communicating about money by identifying personal values. Values represent those qualities, situations, and material things an individual cherishes most.

Values are a product of your past experiences, present situation, and expectations for the future.

Some values and attitudes toward money can be traced to childhood. What were your parents' attitudes toward money, use of credit, or "keeping up with the Joneses?" Was money a constant point of conflict — or

(Turn to Page A28)

MARTIN'S TIRE & ALIGNMENT



We're Your Firestone Farm Tire Dealer!
Count on us year-round for:

- A complete line of Firestone farm tires
- In the field emergency repair service
- Implement and light truck tires in stock too!

Many Other Tires In Stock - Call For Prices

FARM TIRES

Traction Field & Road		Firestone All Traction 23°		Firestone Radial 23°	
13.6 x 28	6 ply \$190.00	18.4R34	1 ★ \$540.00	18.4R34	1 ★ \$500.00
18.4 x 30	6 ply \$340.00	20.8R38	1 ★ \$725.00	18.4R38	1 ★ \$505.00
18.4 x 38	6 ply \$350.00	20.8R38	2 ★ \$875.00	20.8R38	1 ★ \$650.00
20.8 x 38	8 ply \$490.00	20.8R42	2 ★ \$880.00	18.4R42	2 ★ \$645.00

Visit or call us today!
MARTIN'S TIRE & ALIGNMENT
Located in Churchtown
119 Water St., Narvon, PA 17555
717-445-4993



DURABED

COW MATTRESS

The Only One Of Its Kind

80 oz. Waterproof



- The Heaviest
 - The Driest
 - The Most Effective
 - The Strongest
 - The BEST
- Why Buy Anything Else?

DuraBrisket

Easy to install 8 ft. sections

\$12.00 per stall

Ask about...

HDPE POLYBOARD

Milk houses, manger liners,

MUDGUARD

non woven geotextile

Get out of the mud!



Martin's Farm Supply
Greencastle
717-597-4283

Martin Construction Co.
Kutztown
610-683-6120

Ammon Fisher
Ronks
717-687-0349

Farmer Boy Ag Systems
Myerstown
800-845-3374

North Brook Farms
Toll Free: 877-624-2638

