Moderator: Display this slide at 6:55 PM EST.

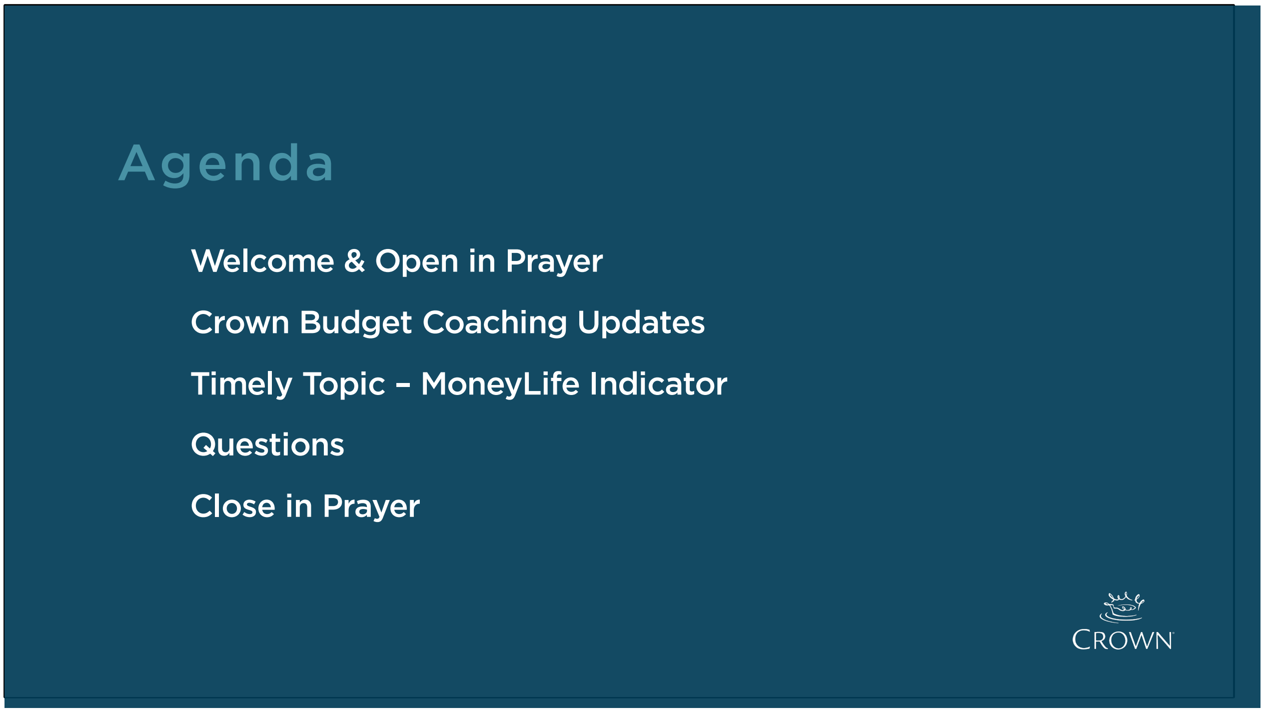
Need a hymn that reflects the topic.

Moderator:

Welcome to our Crown Budget Coaches. Thank you for investing your time into the lives of others. You honor God through your commitment to serve as a Crown Budget Coach and have an eternal impact on your clients.

Our Leadership Team will join us this evening. They are Steve Brooks, Marilyn Butler, Sue Derr, Priscilla Douglas, Ross Hodges, Richard Miller, Randy Rowekamp, and Alet Strydom.

Steve Brooks will now open in prayer.



Moderator: Thank you, Steve. This evening we feature Crown Budget Coaching Updates, followed by the featured "Timely Topic," The MoneyLife Indicator, and a time of Questions & Answer.

Please use the chat feature to ask questions or make comments.

Moderator: We will now hear from Priscilla Douglas who will provide us with a Client update followed by Richard Miller who will give us a Coach update.

Clients Update

(Since the switch to Edvance360) (as of 02/01/2021)

389 Clients Served Since February 2021

77 Clients Certificates Sent Since February 2021

5 Clients Waiting for a Coach

- *Please consider taking a new client*

CROWN

Priscilla:

Moderator: When Priscilla concludes her comments, Richard will begin with his.

Advance slide…

Coaches Update

(Since the switch to Edvance360) (as of 09/22/2022)

134 Coaches Trained

86 Coaches Currently Active

5 Coaches in Training

CROWN

Richard:

Moderator: When Richard concludes his comments, thank Priscilla and Richard for their updates.

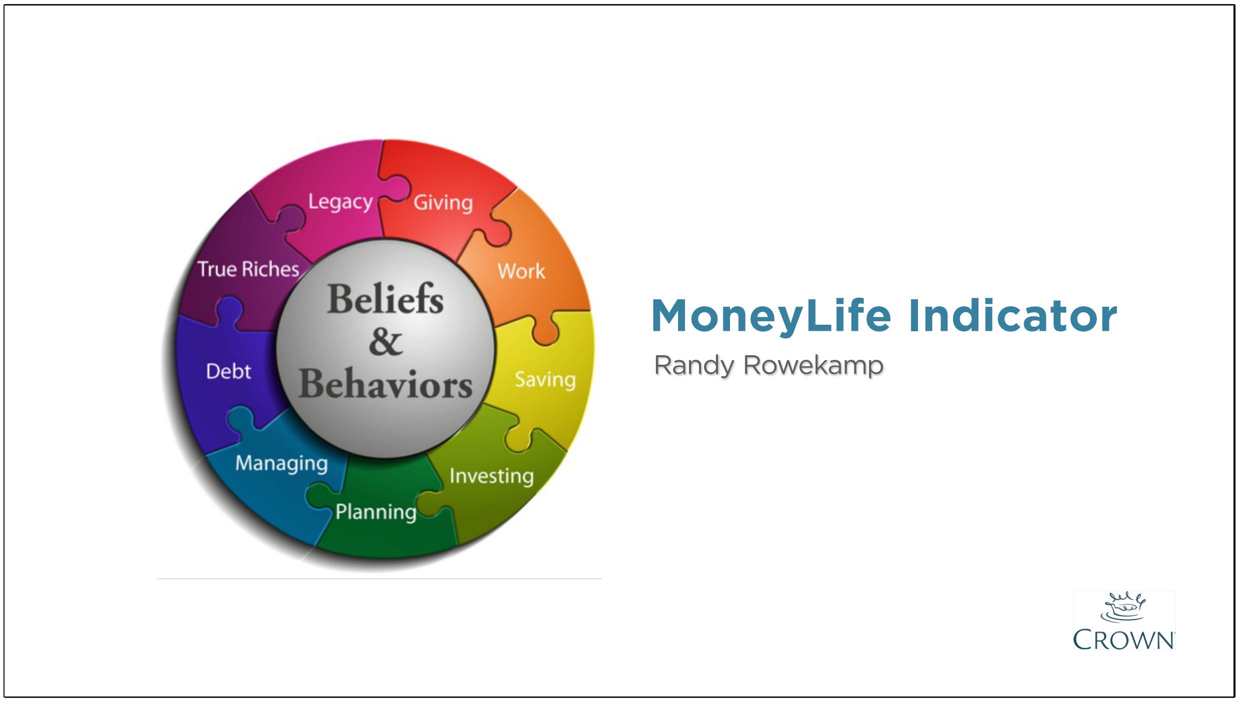
Advance slide…

Moderator: We will now hear from Alet Strydom, Director of Coaching and Assessments, regarding the Crown Budget Coaching Program.

- **Electronic signatures for Commitment to Coaching form**
- **Introduce Ross and Richard as new trainers**
- **A training on the new Financial Forms for Budget Coaches – Save Date for December 8th at 7pm**
- **Videos in Repository**

Moderator: When Alet concludes her comments…

Advance slide…



Moderator: At our last All Coach Meeting, we focused on the Personality ID.

We will now hear from Randy Rowekamp about the MoneyLife Indicator.

Randy: Speak about the MLI logo…

"On the next slide…"

Randy: Thank you "Moderator." My goal tonight is to provide insights into the MoneyLife Indicator so that it will enhance your coaching skills.

But first, let's listen to Chuck Bentley, the <u>creator</u> of the MoneyLife Indicator, "On the next slide…"

Moderator: Please advance to the next slide and start the recording.

R: I want to thank Chuck for his faithful support and involvement in the Crown Budget Program. And I also want to thank him for the great points he brought to our attention in this video!

I would like to remind you of Chuck's MLI video in your C*oach Training*, Getting Started, and ask you to review it.

Moderator: "On the next slide…"

Client Case Study: Married Couple

- I'll discuss some characteristics of their MLI scores.
- Richard Miller, the budget coach of this couple, will discuss their Personality IDs, MLI scores, and other factors that he discerned to obtain an understanding of his client's financial situation.
- Then I'll discuss how to practically apply the MLI in your coaching practice.
- Please submit any questions you may have in "chat." We will address them during Q&A.

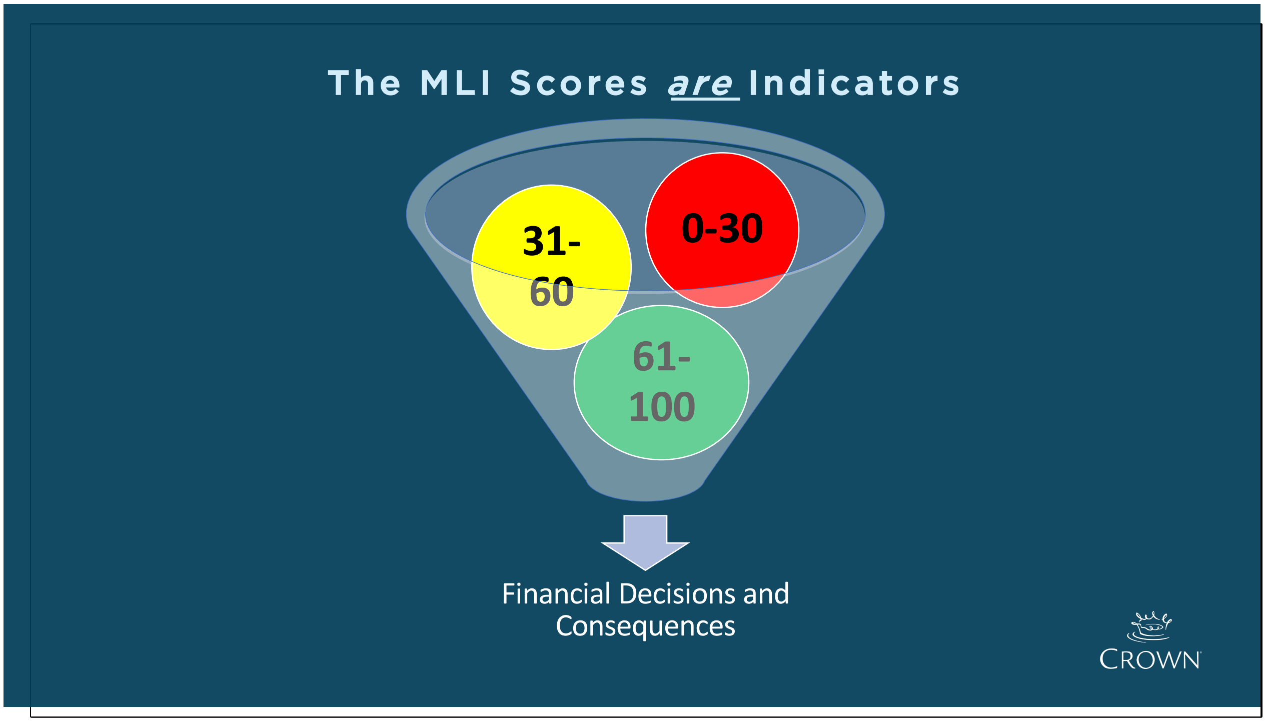
CROWN

Randy: We will now look at an actual case study.

I'll lead with a discussion of the client's MLI scores.

Then, Richard Miller, who actually coached this client, will share their PIDs and other factors that were incorporated with the MLI scores.

Moderator: “On the next slide…”



The scores reveal your "heart" … Scripture tells us in Proverbs 4:23, "Keep your *heart* with all diligence, for out of it *spring* the issues of life."

You may recall that the scores in the MLI report are color-coded on the numeric value that was achieved. Let's take a look at those colors.

The scores in the 0-to-30 range are colored RED. This indicates that significant changes to beliefs and/or behaviors are necessary to bring your client's financial life in line with God's economy. Immediate actions on the underlying issues may help them avoid or minimize negative consequences (financial and/or relational).

The scores in the 30-to-60 range are colored YELLOW. This indicates a certain level of understanding about God's economy, as it relates to beliefs and behaviors in His way of handling finances. However, there may be some level of uncertainty causing your clients to hesitate on behaviors that align with God's principles.

The scores in the 60-to-100 range are colored GREEN. This indicates that your clients <u>are moving in the right direction to consistently live in God's economy. They are also focused on fulfilling His call to wisely manage their time, talent and treasure for His glory</u>.

Husband:		
PID -> Analyzer		
MLI Overall Score: 65		
MLI Area	Belief Score	Behavior Score
UTR	50 - 3	33 - 3
Giving	30 - 1	32 - 2
Working	73	65
Saving	93	90
Investing	45 - 2	53
Planning	90	83
Debt	87	74
Legacy	64	26 - 1
Managing	55	63

Wife:		
PID -> Strategic Thinker		
MLI Overall Score: 48		
MLI Area	Belief Score	Behavior Score
UTR	48	37
Giving	37 - 2	40
Working	47	45
Saving	47	40
Investing	25 - 1	20 - 1
Planning	55	43
Debt	67	40
Legacy	84	25 - 2
Managing	44 - 3	31 - 3

Client Case Study

Married Couple

Client MLI and PID Information

CROWN

Randy – Let's take a look at our client through the lens of their color coded MLI scores:

- **I'd suggest using this form in the Coach Training Course, Getting Started, Section 2, to collect this data. Just add the PID for the individual or for the husband/wife.**
- **Remember, indicators are not predictors, so just try to hypothesize from the information on this form:**
    - **Look at the color of the overall score…**
    - **What is the dominant color of the beliefs?**
    - **What is the dominant color of the behaviors?**
    - **Are there color differences for the beliefs/behaviors of a particular area(s)?**
    - **What may this information be telling you about the cause(s) and consequence(s) of the individual's or couple's financial decision making process?**
    - **What kind of initial suggestions might you make to your client?**

Richard – will now tell us about his experiences with this client, their MLI **scores, their relationship and their story, and what he**

Case Study - Background

- Married with a 3-year-old child
- Husband not a Christian
- Wife came to Christ about 2 years ago
- Asked for help managing their debts
- Husband was an analyzer and controlled the money
- Husband did not want to pay wife's debts – kept finances separate

CROWN

Richard – (about 2:15)

- The scores you just saw were from a married couple who had one 3 year-old son and the wife stayed home with the exception of a few odd jobs like Uber Eats
- The husband was not a Christian. He grew up in a Hindu family, but became mostly secular. He was initially resistant to participating in the Bible Study, but I noticed that he started listening and participating in the Bible Study discussion more as the weeks went on. From his childhood, he was always taught to spend no more than you make. He was very analytical, and was the one who kept the budget. So even though their Managing scores were not high, they didn't have a big over spending problem.
- The wife had just came to Christ about 2 years before we started. After her heart changed, she felt convicted to pay her past debts.
- So, when they came to me, they said they needed help deciding what to do about their debts. The biggest debt was the wife's $22,000 student loan. But the wife also had about $19,000 in medical debts from before their marriage, and the husband had not been aware of these until recently. A few of these old debts had probably been written off since they had not heard from the creditors in several years.
- The husband did not agree with paying these old debts, and told his wife she would have to use her income to pay off those debts, while he would focus on paying off their car loan and mortgage from his income.
- In the end, they ended up with a balanced budget and each had a debt snowball plan and were happy with the Budget Coaching program.
- On the next slide we'll take a look at some of their MLI scores related to the current spending plan they submitted

	Husband Belief	Husband Behavior	Wife Belief	Wife Behavior
UTR	50	33	48	37
Giving	30	32	37	40
Working	73	65	47	45
Saving	93	90	47	40
Investing	45	53	25	20
Planning	90	83	55	43
Debt	87	74	67	40
Legacy	64	26	84	25
Managing	55	63	44	31

Current Spending Plan Indicators

Giving: Zero – Not a surprise!

Income: Husband main bread-winner. Wife working part-time to pay off old debts.

Savings: 8% of NSI, driven by husband

Investing: Way over guideline. 9% to 401k. $100/mo to college fund. Wife didn't understand investing.

Debt: Above guideline due to wife's student loan. Wife wants to pay off her debt, but not earning enough.

CROWN

Richard – (about 2:10 if no questions)

- This slide shows their MLI scores on the left and on the right are some things I saw in their Current Spending Plan.
- No surprise from the MLI that they were not **Giving** anything, since neither understood True Riches and didn't believe much in Giving.
- When looking at **Income**, I noticed that the husband's work scores were fairly high. It was clear from the sheet that he was the main bread-winner. And even though the 3 year-old was in preschool, the wife was not earning much.
- They were continuing to **save** a lot, even though they had 3 months living expenses already in savings.
- Even though the husband's **investing** scores were not high, he obviously felt comfortable with planning and saving. So, he contributed quite a bit to his 401k plus another hundred a month to a college savings fund. I had to try to re-direct saving and investing toward debt payoff. **Investing** was one of the wife's lowest scoring areas. She didn't understand investing, and her husband didn't bother to involve her in determining contributions to his 401k.
- Their monthly **debt** payments were over the guideline, mainly due to the wife's large student loan payment. They had just paid off one of their cars and the husband didn't have many debts he felt responsible for, so he scored much higher on debt behaviors than the wife. The wife felt kinda guilty that she wasn't able to make much progress in paying off that old medical debt.
- OK, that's about all I had to say about their MLI scores and how they related to their Current Spending Plan. If you have any questions, please put them in the chat. If not, I'll hand it back over to Randy.

Randy:

UTR is a spiritual indicator of the Lordship of Jesus Christ over a person's money and possessions, and therefore spiritual.

Planning is a tactical practice, and therefore temporal.

Managing is a lifetime practice, and also temporal.

The scores for all nine areas are a reflection on how well we steward what God has provided, and therefore have an eternal impact: "Well Done…"

Moderator: "On the next slide…"

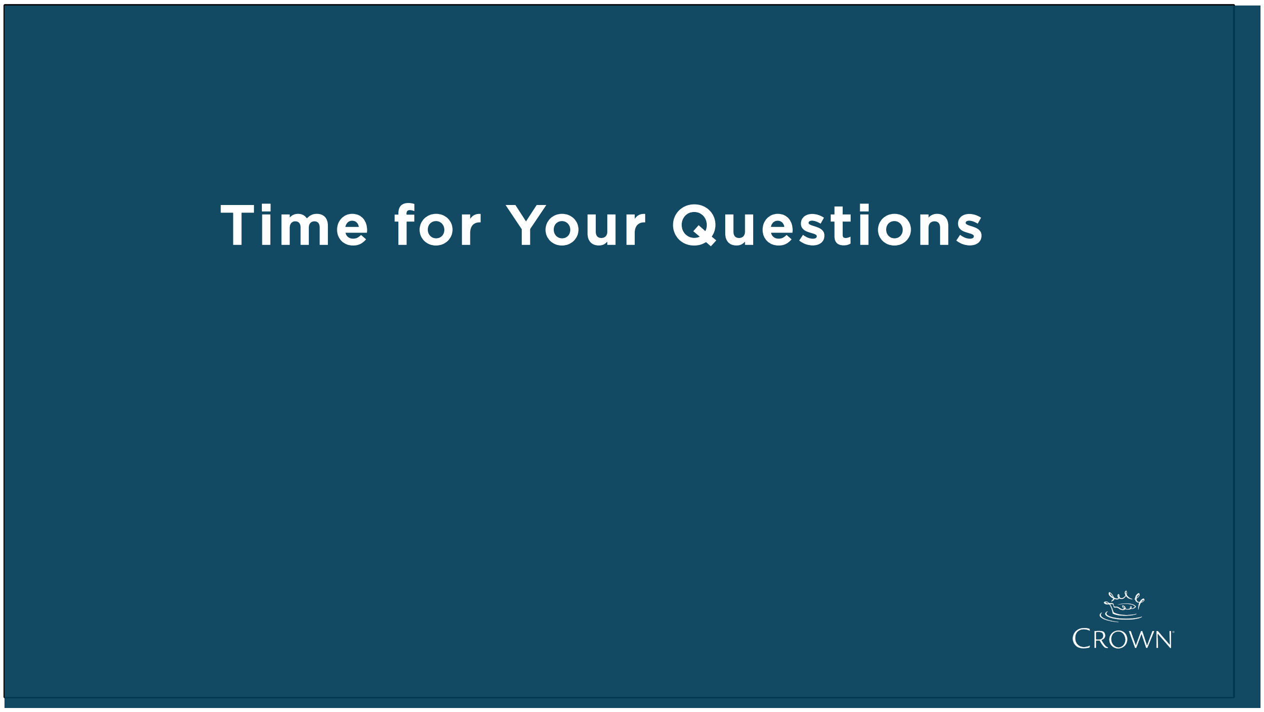
How can MLI scores and PID(s) benefit your coaching practice?

- Present your analysis of all nine areas, and especially the three areas of improvement.
- Present their Personality ID report.
- Discuss their reactions/thoughts about the results of those two tools; ask them to share if that information reflects in how they make financial decisions.
- Ask if they can make some preliminary suggestions on how they can use that information to set some goals for themselves.
- At the conclusion of your coaching, compare their Post-MLI scores to their Pre-MLI scores; ask them to comment on any changes in their scores.

CROWN

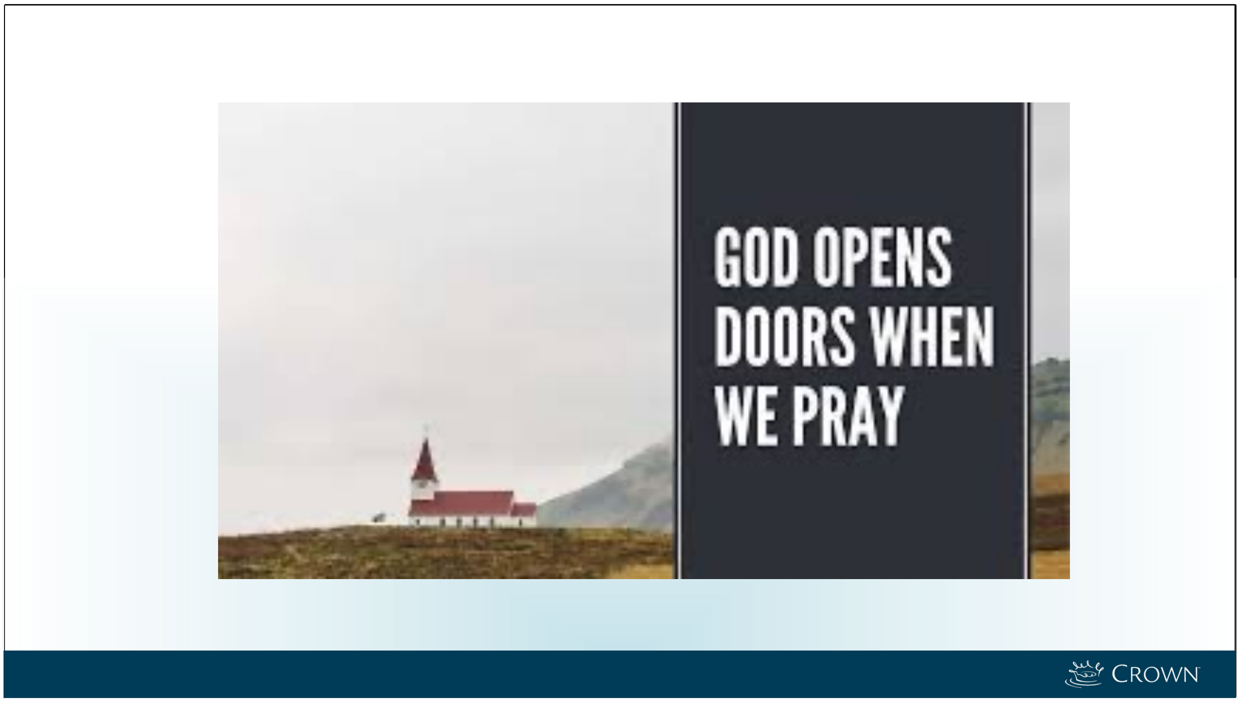
Randy: Moderator, I’m finished for now, and I’ll turn it back to you!

Moderator: "Thank you, Randy for your teaching and Richard for sharing an actual Case Study with us.



Moderator and Priscilla: Direct any questions to Randy, Richard and/or Priscilla.

Moderator and Sue: Direct any questions to Randy, Richard and/or Priscilla.



Moderator: Please ask Ross to close us in prayer. (8:00 PM EST)

Moderator and Sue: Open the floor to more questions. (Until 8:15 PM EST)