

WEEK 1, DAY 3

Money is taboo, but not today

ACTION PLAN

Let's face it: talking about money is hard!

But we know from experience that talking to the right person about our money concerns can be a good way to work towards a solution.

The hardest part is often knowing how to start a difficult money conversation.

So today we want to give you a simple and effective tool for approaching a challenging conversation that helps to raise the issue without casting blame, with the aim of working together to find a solution.

This approach - **I notice, I imagine, I feel** - was created by Petrea King from her book **Your Life Matters – The Power of Living Now**.

1. Who do you find it easy to talk to about money? Who do you find it difficult to talk to?

2. Is there a difficult conversation you:

- a) Want to have YES / NO
- b) Need to have YES / NO
- c) Are avoiding YES / NO

If you answered 'yes', try using the three points 'I notice', 'I imagine', 'I feel' to write a plan for approaching this conversation. We've got an example to help.

Of course you could use this technique for other tricky conversations you want/need to have in your life!

EXAMPLE CONVERSATION: WITH MY ACCOUNTANT

I notice... that the bill for my tax return is quite high, and has gone up significantly from last year. Also, there is often a delay in your response to my questions and it has taken a long time for my work to be completed.

I imagine... there is work involved in getting my tax return completed, and that your firm has many costs that would increase all the time. And I'm sure you are busy at this time of year with everybody wanting to get their tax refunds.

I feel... that I am not getting value for money and that I'm not being treated fairly. I'd like to arrange a time to discuss a plan for my tax affairs moving forward.

Be the Boss

GET ON TOP OF YOUR MONEY
FOR GOOD

**YOU'RE
THE BOSS**

Now it's your turn!

My conversation:

I notice...

I imagine...

I feel...

 Reflect	Were you able to identify a challenging conversation that you think is important? What did you find helpful in working through the 3-step model?
 Respond	Jump onto our Facebook group (Be The Boss Online Course) and share about the crucial conversation you've had or are going to have. And/or check in with a friend or colleague that's going through this program with you. What conversation about money are they hoping to have (maybe it's one with you!)?
 Remember	You are not the only one who finds money a tricky topic! A recent Australian survey found 42% of those surveyed find personal finances the most difficult thing to talk about, even more than religion (40%), sex (38%) and politics (23%).
 Go deeper	Have a look at how other people feel about talking about money. You are not alone! finder.com.au/press-release-talking-about-money

Read this report from The Salvation Army, **I wish I'd known sooner**. It's based on a survey of over 200 people, and shows the overwhelming benefits of reaching out to a financial counsellor for help.

researchbank.swinburne.edu.au/file/d9786ab2-4879-4344-9533-e7f04932a438/1/PDF%20%28Published%20version%29.pdf

Visit salvationarmy.org.au to find your local Moneycare service.

PH: 1800 007 007