

## Playing Cards: A New Tool

by *Holly Devlin, Counsellor*  
Family Services Perth-Huron



*Syble Solomon*

There are times when a speaker comes along and you say to yourself, "She's been there - done that." **Syble Solomon** is one of those speakers; her company, LifeWise, is aptly named. Solomon's goal for us at the Fall Workshop was to help credit counsellors get clients talking about the dreaded "M" word.

Solomon's extensive knowledge and passion for the field in which she moves is evident in all of her mediums. Her guide entitled '*Money Habitudes*' is the epitome of user friendly. Easy to read and organized, it lends a step to step process for all professionals working with money related issues.

She explains that our money habitudes go back to our childhood; the psychology of money, again. This is, and always has been, an unwelcome and complex world for any financial counsellor to tread. Solomon, however, brings light and elements of fun to this normally spooky place with...yes...a deck of cards!

Each person in the audience was supplied with a deck of cards and became the counselled, while Solomon presided as counsellor. The cards proved to be a marvellous catalyst to prod us into the 'inner thinking' of why we have the *attitudes* we have about money and how our money *habits* impact our lives.

...Continued on page 4

## Separation - What do I do?

by *Patty McLean, Counsellor*  
Halton Family Services

**Douglas Welbanks**, kicked off our Fall Workshop with a topic that most, if not all, of those in attendance are familiar with. Everyday we hear that another family has fallen apart and Welbanks provided attendees some additional tools and knowledge to walk them through the steps of recovery.

He walked us through the changes we are seeing to the family landscape from the perspective of those experiencing family breakdown while touching on the following areas.

### Emotional Literacy

This embodies ones confidence, curiosity, intentionality, self-control, relatedness, capacity to communicate, and cooperativeness to remain in control of the situation.

### Financial Literacy

There is clearly a need for better education in schools, at home and for new Canadians.

### Student Loans

Increasing costs of post secondary education has placed families and young people under greater pressure. Vocational schools, colleges and universities are all expensive.

...Continued on page 5

### What's Inside

Executive Director's Desk .....	2
SEDI Youth Partnership.....	4
Consumer Protection & On-line Reporting.....	6
Creditor Relations.....	7
Fall Workshop Highlights.....	8 & 9
Announcements.....	10

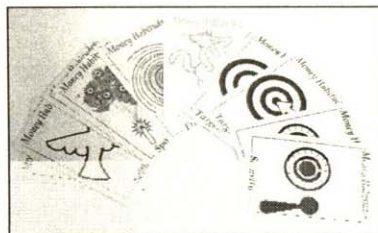
# Counsellor's Toolbox

## Playing Cards

...continued from page 1

The cards were created to use with clients in order to identify their unique 'Money Habitudes'. In her words, Solomon says she wants to make the client think about money in a way that they have never thought before. She could not have been closer to the truth; the room became very quiet as each participant reflected on money in their lives.

The audience then identified, discussed and counselled a few of the sample clients, while in the process discovering some colourful fictional characters and their relationships. All fun and exaggeration aside, Solomon explained the six major 'Money Habitudes' that impact our lives:



- Targeted Goals
- Security
- Spontaneous
- Free Spirit
- Status
- Selfless

She then provided the explanation of what each attitude and habit was based on, its compliments, its pitfalls and how to cope with what we are dealt.

Solomon brought to us a powerful new learning tool (while comically warning about the possibly explosive outcomes when dealing with the "opposite attracts" type couple).

Throughout her presentation she demonstrated the profound need to sometimes dig a little deeper when it comes to the 'Money Habitudes' of our clients to invoke positive changes. Asking a simply 'Why' can be the starting point of magical insight.

Her delightfully, casual presence and story telling left us feeling that she was indeed a friend and colleague. ☺



Participants listen intently to the meaning of their Money Habitudes cards.

### Calculate the Burn Rate!

Mackenzie Financial defines 'Burn Rate' as the rate at which you spend your money. They suggest that slowing your 'Burn Rate' does not necessarily require major changes in lifestyle; what counts is awareness of the choices we all make every day.

Their research uncovered the following facts:

1. The average Canadian burns through \$760 per month of discretionary income, at \$100/4 days.
2. Canadian women are only slightly bigger spenders than men, 59% vs. 55%.
3. 67% of fellow citizens report spending money makes them happy or gives them a "rush," while 12% feel guilty and 5% miserable.
4. Food & entertainment/eating out are the biggest leaks, followed by children and home purchases.
5. 42% will spend money rather than invest it. Under 45 year olds are actually better investors than their elders.
6. 80% of Canadians carry a credit card with 43% carrying a balance.

For more information go to planning tools at: [www.mackenziefinancial.com](http://www.mackenziefinancial.com).