

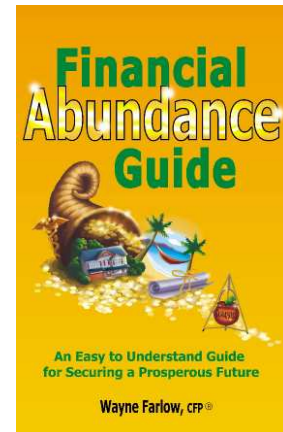
# Financial Abundance Guide gives instruction on saving

By Pam Martin

**February 15, 2008 --**

WESTMINSTER - Coaches teach athletes how to achieve a competitive advantage on the field, and Wayne Farlow argues we need to take a similar approach to personal finances.

The Westminster-based author of "The Financial Abundance Guide" is a self-styled financial "coach." His passion is evident, and he teaches from his own mistakes.



In the past, his fears of financial scarcity blinded him to the financial abundance he then enjoyed. He learned that by taking control of certain behaviors - like spending and saving habits - his fears of an uncertain financial future diminished, and he could appreciate his existing prosperity far more.

A certified financial planner, or CFP, for 24 years, Farlow is the founder of Financial Abundance LLC, which provides fee-only financial planning services to individuals and privately held businesses.

The book took him a year to write and is aimed at providing strategies for what he considers the three tenets of financial abundance: reducing taxes, protecting wealth and preparing for retirement.

Published in January 2007, the book provocatively suggests we ought to spend less than we earn. This simple yet powerful formula forms the basis for the remainder of a healthy financial plan. Farlow recommends and provides examples of a budget and makes practical suggestions like taking out a home equity line of credit to pay down credit card debt. The funds typically come at a lower interest rate, and the equity interest can be tax deductible. That's where the advice ends for the net-income challenged.

From the second chapter onward Farlow is more actively engaged in the higher-income brackets. His advice is focused on tax-savings strategies and then retirement planning.

The advice is thorough, and he provides more than 60 case studies that include fat, round numbers and the encouraging promise of an 8 percent return. Julie, for example, a single mother and engineer, invests \$10,000 per annum in an FSA (flexible savings account).

The FSA realizes an additional \$3,765 of her annual salary that would otherwise have gone to pay taxes. The moral of the story: Take advantage of your company's FSA.

Similarly, Raul and Janet leave their \$1 million apartment building to their local homeless shelter in a CRT (charitable remainder trust). The CRT then provides income to the couple in the form of an annuity to the tune of \$64,200 per year. The homeless shelter's balance sheet receives a substantial asset, and Raul and Janet save capital gains taxes, receive a charitable tax deduction on their income taxes and greater passive income over a typical commercial annuity. The moral here: Hire an attorney to set up a CRT as the "calculations are complicated," according to Farlow.

Farlow chose to self-publish his book so he could customize versions of the book in quantities of 250 or more. Buyers like Johnson Kightlinger Graham & Co., the Boulder-based accounting and consulting firm who ordered the first such print run, can get the book with its logo on the front cover and include a message from the chief executive to replace the forward.

The strategy allows Farlow the ability to update certain information in the book through his Web site, [www.finabguide.com](http://www.finabguide.com). Visitors can find free financial advice - including a personal finance "Abundance Blog" - and financial planning spreadsheets offered as supplements to the book's content.

When necessary changes are dramatic, as in changes to the tax code or other legislative changes, Farlow can reissue an updated version of the book.

Given the state of the economy the book is particularly timely.

"Since we have no control over the economy or the stock market, fear of our financial future will naturally increase when economic conditions decline," Farlow said. "When fear increases people realize that they must pay more attention to their personal finances. My book provides strategies to allow the reader to take control over their finances.

Controlling our financial lives helps to lessen the fear of a slowing economy."

The book has earned accolades from professionals in the field. Glenn Ruffenach, columnist and author of "The Wall Street Journal Complete Retirement Guidebook," said, "If the opportunity arises to name several books published in 2007 that (The Wall Street Journal) thinks are worth purchasing I certainly would consider adding 'Financial Abundance Guide' to the list."

### **Where to find it**

"Financial Abundance Guide" can be purchased at the Web site [www.finabguide.com](http://www.finabguide.com) for \$19.95 or as an e-book for \$9.95.