

WELCOME!



Thanks for joining me here! You'll get monthly updates about financial tips, saving strategies, retirement planning, business and stories.

INTRODUCTION

Hello, my name is Mary Ann Morales. I am passionate about helping people save money so they can have choices in their retirement years and live the life that they want.





MARY ANN MORALES

INSURANCE ADVISOR

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ABOUT MARY ANN

My story started when I migrated to Canada in 2009. My children were very small when I left them in the Philippines to start a better life for them. Like any new immigrants, I worked different jobs to survive in this country. In spite of my credentials and many years of professional experience as an Engineer and a nurse, I had to start from the very bottom. I managed to finish my nursing profession by working hard on days and studying at night. I was hired right away as a Registered Nurse in a long-term care facility. While working as a nurse, reality struck me. While most of our residents have worked for many years in their lives, many of them outlive their retirement savings. Their children who are also retirees were facing financial difficulties because of their parent's care needs. In 2017, my father had a stroke and my mother started to develop dementia. My parents didn't save for retirement because they were not informed. Who would have thought that this would happen to them? None of my siblings knew. Although all of us contributed to the care needs of our parents, it was still a financial struggle as we also had our own families to look after.

In the year 2019, I want to start a business in education. My friend opened the door for me to own a business in the financial industry. Long story short, I became licensed as an Insurance Advisor and ran my own financial services business.

My mission is to educate people about readiness for the future by being financially informed and how they can build a strong financial foundation in Canada.

Mary Ann Morales
Insurance Advisor,

OUR SERVICES



- RETIREMENT SAVING STRATEGIES FOR YOU
 - RRSP / TFSA
 - Cash value life insurance
- COMPLETE AND ASSESS YOUR FINANCIAL NEEDS AND RISKS



- HELP YOU FIND A LIFE INSURANCE PLAN THAT WORKS FOR YOU
- HELP YOU GET HEALTH INSURANCE AND TRAVEL PROTECTION FOR YOU AND YOUR FAMILY.

How to prepare for year 2023 to become financially healthy

Time flies so fast and I can't imagine that the year 2022 has ended. I know that these past years, most of us have had our fair share of ups and downs, but regardless of what it is, these experiences have shaped us to who we are today and in the future.

As we are starting the year 2023, it's a good time to review your financial decisions from last year. Doing so will help you understand your own financial habits and re-assess your current financial situation, which is essential to financial planning.

5 Steps to become financially healthy

1. Check your money mindset
2. Determine what's your financial goals and why
3. Educate yourself about finances
4. Create a plan to achieve your financial goals
5. Protect your health

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Saving Strategies that helped me which can help you too

We all know that traditional saving alone is not enough to grow your money. You need a strategy so that you can save more and make your money work for you.

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Check your money mindset

Your beliefs around money is very important in achieving your financial goals. Whatever is your belief about money will affect your behavior and actions which can limit or empower you.

Examples of Limiting money beliefs: Money is use for spending, money can't buy happiness, money is not that important are among the few.

Examples of Empowering money beliefs : My net worth is a reflection of my hard work, I am great with money, I'm destined to be rich, The more money I have, the more I can help poor people.

If you correct your money mindset, only then you can achieve your financial goals.

Determine what's your financial goals and why

Without clarity, it is like no direction to where you want to go. And without a strong WHY, it is like doing something without a purpose. Define your goals (be clear), followed by strong reasons will push and motivate you to achieve your financial goals.

Educate yourself about finances

Learn the basics of finances and how money works. You don't need to study accounting in order to be good at money. Just the basic and that's it. There are many books and online videos you can learn from.

As an insurance advisor, I do some financial education for free. It's part of my mission to help educate more families and new immigrants so they are financially informed and can make better decisions with their money.

Create a plan to achieve your financial goals

It is easier to make a plan if you are crystal clear about your financial goals and why you want them. Let's say you want to save \$25,000 in one year on your house down payment because you are tired of renting and moving to different places.

First, determine how much you need to save each month. Then, find ways you can save. Do you need to cut back on some expenses? Do you have to do a side hustle to add to your savings? If you have a partner/spouse, discuss with him/her and make a plan together. Saving money with a partner is much faster than by yourself.

Keep in mind that saving money requires discipline and good habits. In the beginning, it will be hard, but as you become better at doing it, it becomes a habit.

Protect your health

Your health is your biggest asset and you need to protect it. After all, you cannot make money if you are sick.

- Choose healthy foods
- Keep your mind and body active
- Regular check up
- Manage stress

Saving Strategies that help me

1. Create a worksheet to keep track of your monthly expenses so you will know where your money is going
2. Pay yourself first
3. Focus on saving to make more (invest)
4. Take advantage of compound interest(invest)
5. Value your time
6. Be Committed
7. Be Disciplined
8. Get a side hustle