



**Eastern**  
Credit Union  
LEADING THE WAY®



# THE STEPS TO SUCCESS

S E R I E S

ISSUE #1

# Dear Member,

2018 is now upon us, and as we step into this year of unlimited possibilities, remember that success can be achieved through 'Proper Planning and Commitment', and at Eastern Credit Union, we're here to show you how.

We are here to hold your hand, through the exciting opportunities and changes of your life. This new year ushers in the question of "How can we succeed in this challenging economic time?" The old adage: 'tough times calls for tough measures,' answers this question.

Gloomy? Of course not, it's actually quite exciting. Take a positive approach to finding a solution to surviving these challenging times and succeed in circumstances that could otherwise scream failure.

"What does success look like for you today ... in 2018?"

*'We're here  
to hold your  
hand ...'*



# Our Recommendations

For us here at Eastern Credit Union, we recommend some measures that will set you on the path to financial stability, realizing those seemingly 'hard to reach' goals for 2018:



Making  
resolutions  
is always a  
# 1 seller.

## › List Your Goals

Identify those 'big ticket' items you want to achieve by the end of 2018. It may be completing some educational programme, saving a certain sum of money, purchasing your own home, purchasing a vehicle, getting married or simply taking a much needed vacation. With 'Proper Planning and Commitment' all these goals and more can be your reality.

## › Prioritizing These Goals

An action tip that works is: Dedicate a notebook or diary for your 'to do' list items. Number your tasks according to priority. Then add in projected completion dates to generate focus. Remember what gets measured gets done. Share and celebrate your little successes as you work towards each goal. We've come to realize that little victories usually spur us on, so we are more confident in taking on bigger challenges.

# Prepare Your Monthly Budget



## › List Your Income

This should include salary, dividends, payments, bonuses, backpay, sou sou, - remember this is any income that would come into your hands for 2018.

## › List Your Expenses

This would help you keep track of monies to be spent throughout the period. You can be creative here, include everything from your daily newspaper to your daily pack of peanuts. Remember it all adds up.

## › Calculate

Offset your expenses against your income, and see if you come up with a Surplus or a Deficit.




## Surplus?

... then you're already on your way, check out the extent of your surplus and decide how much of your available surplus, you can commit to savings.

## Deficit?

Don't despair, this just means that your journey would not be smooth sailing and would require a bit more focus as you would need to do some cutbacks on your expenses. Start by re-organizing your budget into needs vs. wants, and trim the edges accordingly. Remember wants are nice to have... but if it hinders you from having financial control, then it is deemed unnecessary. So as Granny used to say, "it's better to eat little and live long", you decide.



So until next time,  
remember the 5 P's for Success  
**'Proper Planning Prevents  
Poor Performance'.**

*Together,  
let's plan for  
success!*

For further details contact call center at  
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