Awaken Your Financial Genius…

HOW TO GET OUT OF THE RAT RACE
Rules of the Game

The More You Play this Game the Richer You Become
MONEY IS NOT THE MOST IMPORTANT THING IN LIFE
but it does seem to affect everything that is important.

THE QUICK START

1) Select a Banker for the game.
2) Place *Opportunity, The Market and Doodads cards on board.
3) Distribute a Game Card (Income Statement/Balance Sheet) to each Player.
4) Deal out one Profession Card to each Player.
5) Transfer information from Profession Card to Game Card.
6) Meet your Auditor. (Player to your right.)
7) Banker distributes cash (Monthly Cash Flow + Savings) to each Player.  
   Remember to erase savings from your Game Card once you receive it.
8) Choose your playing pieces; Rat, Cheese and Tokens, all of the same color.
9) Choose your “Dream” on the Fast Track by placing your Cheese piece on it.
10) Place your Rat playing piece on “Start Here” arrow on the Rat Race.
11) Roll die to see who goes first.
12) Begin playing CASHFLOW®!

Remember:

- To get out of the Rat Race your Passive Income must be greater than your Total Expenses.
- To build up your Passive Income, buy assets that provide a positive cash flow.
- Read the *Opportunity, The Market and Doodads cards aloud. Every card could affect your financial position.
- Beware of Bankruptcy. Be smart with your investments.
- Adjust your strategy as the market changes.

*Big Deal and Small Deal Cards
CASHFLOW®
Rules of the Game

CASHFLOW® is played in two parts.

Part I - The Rat Race

The “Rat Race” is the inner circle on the game board. (The Rat Race is where most of us are trapped day-in and day-out.)

Your goal is to get out of the Rat Race and onto the Fast Track.
To get out of the Rat Race you must buy investments which give you cash flow (or passive income) so that your Passive Income is greater than your Total Expenses.

Part II - Fast Track

The “Fast Track” is the outer track of the game board. (The Fast Track is where the Rich play the game of money.)

Once you’ve moved from the Rat Race to the Fast Track your goals are to:

1) BUY YOUR DREAM
The Dreams are the pink spaces on the Fast Track
and/or

2) INCREASE YOUR MONTHLY CASH FLOW

HOW TO WIN

You win CASHFLOW® if:

1) You are the first Player to buy your Dream.

   If a Player buys their Dream on the Fast Track then that Player is the winner and the game is over.

   or

2) You are the first Player on the Fast Track to accumulate $50,000 in Fast Track Cash Flow by buying Fast Track businesses (green squares).

HOW TO SET UP THE GAME

1) Elect one Player to act as Banker. The Banker should be someone good with numbers and able to handle cash transactions quickly. If the Banker is also playing the game then they must keep their own game money separate from the money of the Bank.

   The Banker pays & receives all monies to and from players.

2) Shuffle the Opportunity, The Market and Doodads cards. Place them face down on the game board on their marked places.

3) Distribute one Income Statement/Balance Sheet to each Player. This is your “Game Card”. Take a moment to review the Game Card. Get familiar with the form and the words.

   Use the Income Statement/Balance Sheet side of your Game Card for the Rat Race portion of the game. The side of your Game Card labeled “Congratulations!” is used when you enter the Fast Track.
4) Shuffle the Profession cards and randomly deal, face down, one to each Player. Distribute one pencil to each Player. Each Player then turns over their Profession card and enters the information from it, exactly as it is written, onto their Game Card.

*Note: Each Player starts the game with no bank loans, no bank loan payment, and no children.*

5) Meet your Auditor. This is the person on your right. The Auditor’s role is to assist you in making accurate calculations. Each time you make a change to your Game Card your Auditor must check your work.

6) The Banker distributes cash to each Player. The amount of cash each Player receives at the beginning of the game is:

   a) The Player’s Monthly Cash Flow (income minus expenses, on your Game Card). Your Monthly Cash Flow is also your Pay Check.

   PLUS

   b) The Player’s Savings (listed on your Game Card). Your savings is only paid to you at the start of the game. Erase the savings amount from your Game Card once you receive it. Savings is not part of your Pay Check.

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**YOU ARE NOW READY TO PLAY CASHFLOW®!**

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**To Begin**

1) Each Player chooses two same-colored playing pieces; a *Rat* and a *Cheese*. Player also receives a set of same-colored tokens.

2) Place your *Cheese* playing piece on one of the “Dreams” (pink spaces) on the Fast Track. Two Players may choose the same Dream. (Consider the risk/reward ratio of doing this.) Place your *Rat* piece on the arrow marked “Start Here” on the Rat Race.

3) Players roll one die. The Player with the highest number goes first. Play then passes to the Player on the left. (Order of play remains the same whether Players are in the Rat Race or on the Fast Track.)

4) Players in the Rat Race roll one die on their turn. First Player rolls the die and moves in a clockwise direction. Other Players follow.

   *Landing on the same space as another Player has no effect on either Player.*

5) If you land on Opportunity, The Market, or Doodads draw a card and read it out loud.

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**PLEASE REFER TO THE DIAGRAMS ON PAGES 8 - 13**

**FOR HOW TO ADJUST YOUR GAME CARD.**
PAY CHECK

Each time you land on or pass Pay Check you receive the amount of your Monthly Cash Flow from the Bank. If this amount is negative (minus), pay it to the Bank. The period from Pay Check to Pay Check is one month. Cash you receive is added to your supply of cash on hand. (In real life cash shows up on your Balance Sheet. For ease of play you need not record it.)

If you forget to ask for your Pay Check, you lose it!

OPPORTUNITY

The Small Deals and Big Deals cards are your Opportunity cards. They include a variety of investment opportunities that may help you in your quest to get out of the Rat Race.

When you land on an Opportunity space you may choose either a Small Deal or a Big Deal card. The largest Small Deal costs $5,000 to get into. The Big Deals begin at $6,000.

Read the card aloud. Some Deals may allow other Players to buy or sell assets as well.

Assets may only be sold when a card permits or when required by bankruptcy.

Assets may not be sold to other Players. The Opportunity Card you draw may be sold to another Player only if the card says so, and at a price negotiated between the Players. (The Player is selling the “option” to buy the investment listed.) The Player who buys the card must then buy the asset it offers at the price specified on the card at that time.

Opportunities expire when the next Player moves.

Players may only sell assets they own.

Players may not team up with other Players to buy investments.

THE MARKET

The Market cards are where you’ll find buyers for your investments. The Market cards also include economic events which may affect your financial position.

When you land on a Market space draw a Market card. Read the card aloud. Everyone who has the exact asset mentioned on the card may sell at the specified price. If you sell, remember to adjust your Game Card accordingly. When you sell you will receive your monies from the Bank, on behalf of the buyer.

DOODADS

Doodads are the unexpected and often unnecessary items on which you spend your money.

When you land on a Doodads space draw a Doodads card and follow the directions.

Doodads are mandatory, not optional. You may borrow from the Bank (see Bank Loans) to pay Doodad bills.

CHARITY

Charity is optional. Upon landing on Charity, you may choose to give 10% of your Total Income to Charity (pay it to the Bank) in exchange for the use of 2 dice on each of your next 3 turns.
BABY
A new arrival to your family! When you land on Baby do the following:

a) Increase the Number of Children on your Game Card (maximum of 3).
b) Add the “Per Child Expense” on your Game Card to your “Child Expenses” in the Expense column.
c) Add your “Per Child Expense” to your Total Expenses.
d) Reduce your Monthly Cash flow by the “Per Child Expense”.
e) Have your Game Card audited.

There is a limit of 3 children per Player.

DOWNSIZED
Landing on Downsized means you have temporarily lost your job!
Pay the amount of your Total Expenses (to the Bank) and lose 2 turns.
(This also ends the affect of Charity.)

OPTIONS AVAILABLE TO PLAYERS IN THE RAT RACE

BANK LOANS
You may borrow money from the Bank, unless you are declared Bankrupt. Loans must be in multiples of $1,000 at 10% interest per month (per Pay Check). Your monthly interest expense (Bank Loan Payment) is $100 for every $1,000 borrowed.

When taking a bank loan:

a) Receive the amount borrowed from the Bank.
b) Add the bank loan to your Balance Sheet under Liabilities.
c) Add the bank loan payment (10% of what you borrowed) to your Expenses on the Income Statement.
d) Adjust your Total Expenses.
e) Adjust your Monthly Cash Flow.
f) Have your figures audited.

PAYING OFF DEBT
On any turn you may choose to pay off debt to reduce your Total Expenses. You must pay off the entire amount of any debt, except for bank loans.

NOTE: “Taxes”, “Other Expenses” and “Child Expenses” cannot be paid off. These are permanent expenses.

If you pay off debt on your Game Card:

a) Remove or adjust the debt from your Liabilities column.
b) Change the amount of your related Expense on the Income Statement.
c) Adjust the amount of your Total Expenses.
d) Adjust the amount of your Monthly Cash Flow.
e) Have your Auditor check your Game Card.
Bank loans may be paid off in units of $1,000. Each $1,000 unit of bank loan paid off reduces your Bank Loan Payment by $100. If paying off part of your bank loan, remember to adjust your Bank Loan figure on your Balance Sheet as well as the related Expense on the Income Statement.

**BANKRUPTCY**

If your Monthly Cash Flow is negative at any Pay Check, and you do not have the cash on hand to pay the amount due, then you are bankrupt.

If you declare bankruptcy:

a) Sell any number of assets you own for 1/2 the Down Payment, to the bank.

b) Use these funds to pay off debts until your income is greater than your expenses.

   (Monthly Cash Flow is positive.)

c) Lose 3 turns.

If, after selling all your assets, your Monthly Cash Flow is still negative then 1/2 of your car loans, credit cards and retail debt are wiped out along with 1/2 of their payments. Your Home Mortgage and School Loan remain the same.

If your Monthly Cash Flow still remains negative then you are officially out of the game.

**THE FAST TRACK**

You may move from the Rat Race to the Fast Track at the start of any turn on which your Passive Income is greater than your Total Expenses.

1) Turn your Game Card over. This is your Fast Track Game Card. Fill in the following:

   a) Name & Auditor

   b) Calculate Your Buyout, Your Beginning CASHFLOW® Day Income.

      When you move out of the Rat Race you receive 100 times your Passive Income, (Your Buyout). This is Your Beginning CASHFLOW® Day Income; the amount you receive each time you land on or pass CASHFLOW® Day.

      Note: Why do you receive 100 times your Passive Income? *You’ve proven your financial intelligence!* Your Rat Race investments have prospered. You’ve reinvested your returns for outstanding investment success. You’ve successfully increased your Passive Income 100 times!

   c) Calculate Your New CASHFLOW® DAY Income Goal in the “How to WIN” box.

      (You New CASHFLOW® DAY Goal = Your Beginning CASHFLOW® DAY Income +$50,000)

   d) Record Your Beginning CASHFLOW® Day Income in Your CASHFLOW® Day Income Record.

2) To enter the Fast Track place your *Rat* piece on the “Enter Here” arrow.

3) You roll 2 dice on the Fast Track, unless later rules allow more or less.

4) The Opportunity, The Market, and Doodads cards no longer apply to you. Your Income Statement and Balance Sheet figures from the Rat Race are not applicable now that you are on the Fast Track.

5) You may not borrow money from the Bank on the Fast Track.
**CASHFLOW® DAY**

Each time you land on or pass CASHFLOW® Day you receive your CASHFLOW® Day Income from the Bank. You do not have to ask for your CASHFLOW® Day Income to receive it. If you forget it on the turn you land on, or pass it, you may still receive it.

**BUSINESS INVESTMENTS**

These are the green spaces on the Fast Track. You may purchase any business investment you choose by landing on the space and paying the Down Payment listed. Once purchased, that business investment is no longer available to other players.

When you invest in a business be sure to:

a) Place one of your colored tokens on the space you have purchased.

b) Add the Business name, Monthly Cash Flow, and calculate Your New CASHFLOW® Day Income to your Game Card.

c) Have your Auditor check your figures.

*Note: If a business investment space involves rolling a die, that opportunity may be tried by any Player who lands on that space, until a Player succeeds. Once a Player succeeds then that opportunity is no longer available to other Players.*

**DREAMS**

Each time you land on a Dream space you may choose to purchase it if you have the cash available. Place one of your colored tokens on each Dream you purchase.

*If you land on another Player’s chosen Dream:*

Whenever you land on another Player’s Dream, you have just increased the cost of that Dream to that Player by 100% of its original cost. Place your token on their Dream. (You do not own this Dream.)

For example: You land on another Player’s chosen Dream. The Dream originally costs $100,000. When the Player who chose that Dream does land on it they must now pay $100,000 + $100,000, or $200,000, to buy their Dream. If a second Player lands on the same Player’s Dream there would then be two markers and the Player must pay $100,000 + $100,000 + $100,000, or $300,000 to buy their Dream.

**CHARITY**

Charity is optional. If you choose the Charity option, you may roll 1, 2, or 3 dice for the rest of the game. You may select a different number of dice for each turn.

**TAX AUDIT**

Land on tax audit and pay out 1/2 your cash on hand.

**DIVORCE**

Lose all your cash.

**LAWSUIT**

This will cost you 1/2 your cash on hand.

*Have Lots of Fun While Learning!*
**Income Statement**

<table>
<thead>
<tr>
<th>Income</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Salary:</td>
<td>$2500</td>
</tr>
<tr>
<td>Interest:</td>
<td>-0-</td>
</tr>
<tr>
<td>Dividends:</td>
<td>2 BIG</td>
</tr>
<tr>
<td>Real Estate:</td>
<td>140</td>
</tr>
<tr>
<td>Businesses:</td>
<td>1600</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenses</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Taxes:</td>
<td>460</td>
</tr>
<tr>
<td>Home Mortgage:</td>
<td>400</td>
</tr>
<tr>
<td>School Loan Payment:</td>
<td>-0-</td>
</tr>
<tr>
<td>Car Payment:</td>
<td>80</td>
</tr>
<tr>
<td>Credit Card Payment:</td>
<td>-0-</td>
</tr>
<tr>
<td>Retail Payment:</td>
<td>-0-</td>
</tr>
<tr>
<td>Other Expenses:</td>
<td>570</td>
</tr>
<tr>
<td>Child Expenses:</td>
<td>280</td>
</tr>
<tr>
<td>Bank Loan Payment:</td>
<td>700</td>
</tr>
</tbody>
</table>

**Passive Income =**

$2640

(Interest + Dividends + Real Estate + Business Cash Flows)

**Total Income:** $5140

**Number of Children:** 2

**Per Child Expense:** 140

**Total Expenses:** $2490

**Monthly Cash Flow:** $2650

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**Balance Sheet**

<table>
<thead>
<tr>
<th>Assets</th>
<th>Liabilities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Savings:</td>
<td>Home Mortgage: 38,000</td>
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<tr>
<td>Stocks/Mutual's/CD's</td>
<td>School Loans: -0-</td>
</tr>
<tr>
<td>No. of Shares: 1000</td>
<td>Car Loans: 4,000</td>
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<tr>
<td>Cost/Share: 30</td>
<td>Credit Cards: -0-</td>
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<tr>
<td>GRO4US Fund</td>
<td>Retail Debt: -0-</td>
</tr>
<tr>
<td>2 BIG Power Co. 10</td>
<td>RE Mortgage: Condo 36,000</td>
</tr>
<tr>
<td>Real Estate:</td>
<td>4-Plex 80,000</td>
</tr>
<tr>
<td>Condo 4,000</td>
<td>4-Plex 80,000</td>
</tr>
<tr>
<td>4-Plex 20,000</td>
<td>2 BIG Power Co. 10</td>
</tr>
<tr>
<td>Business: Down Pay: 20,000</td>
<td>Home Mortgage: 38,000</td>
</tr>
<tr>
<td>Cost: 100,000</td>
<td>School Loans: -0-</td>
</tr>
<tr>
<td>Video/Pinball:</td>
<td>Car Loans: 4,000</td>
</tr>
<tr>
<td>Down Pay: 20,000</td>
<td>Credit Cards: -0-</td>
</tr>
<tr>
<td>Cost: 100,000</td>
<td>Retail Debt: -0-</td>
</tr>
<tr>
<td></td>
<td>RE Mortgage: 4-Plex 80,000</td>
</tr>
<tr>
<td></td>
<td>Liability: (Business)</td>
</tr>
<tr>
<td></td>
<td>Video/Pinball 80,000</td>
</tr>
<tr>
<td></td>
<td>Bank Loan: 7,000</td>
</tr>
</tbody>
</table>

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**Goal:** To get out of the Rat Race and onto the Fast Track by building up your Passive Income to be greater than your Total Expenses.
## Buying a Real Estate Investment

If you buy a Real Estate Investment, then follow these steps:

1. In the Asset column, under Real Estate, write in:
   - Type of real estate purchased
   - Down Payment you paid
   - Cost of the real estate

2. In the Liabilities column, write in:
   - Type of real estate and the mortgage amount

3. In the Income column, under Real Estate, write in:
   - Type of real estate
   - Amount of Cash Flow

4. On the right hand side of the Game Card, add or subtract:
   - Amount of Cash Flow to your Passive Income
   - Amount of Cash Flow to your Total Income
   - Amount of Cash Flow to your Monthly Cash Flow

**Note:**

1. The only cash you pay to purchase real estate is the Down Payment.
2. The mortgage payment has been calculated into the cash flow on the card. No further mortgage payment is necessary.

## Selling a Real Estate Investment

If you sell a Real Estate Investment, then follow these steps:

1. Calculate your Settlement.
   - Settlement = Sales Price – RE Mortgage
   - Note: Be sure to deduct the amount of your mortgage before receiving your cash.

2. Get your settlement in cash from the Bank. If this figure is negative, pay the amount to the Bank.

3. In the Asset column, under real estate, remove:
   - Type of real estate purchased
   - Down Payment you paid
   - Cost of the real estate

4. In the Liabilities column, remove:
   - Type of real estate and the mortgage amount

5. In the Income column, under Real Estate, remove:
   - Type of real estate
   - Amount of Cash Flow

6. On the right hand side of the Game Card, deduct:
   - Amount of Cash Flow from your Passive Income
   - Amount of Cash Flow from your Total Income
   - Amount of Cash Flow from your Monthly Cash Flow

### Income Statement

<table>
<thead>
<tr>
<th>Income</th>
<th>5 Type of real estate purchased</th>
<th>6 Down Payment you paid</th>
<th>7 Cost of the real estate</th>
</tr>
</thead>
</table>

### Liabilities

<table>
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<tr>
<th>Real Estate</th>
<th>2 Down Pay</th>
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<thead>
<tr>
<th>Real Estate</th>
<th>2 Down Pay</th>
<th>3 Cost</th>
</tr>
</thead>
</table>
### Buying Stocks / Mutual Funds

If you buy Stocks / Mutual Funds then follow these steps:

1. **Symbol of Stock/Mutual Fund**
2. **Number of shares purchased**
3. **Cost per share (today’s price)**

If a dividend is being paid from the stock/mutual fund, in the income column under Dividends, write in:

4. **Symbol of Stock/Mutual Fund and the dividend amount**

On the right hand side of the Game Card add:

5. **Amount of Dividend to your Passive Income**
6. **Amount of Dividend to your Total Income**
7. **Amount of Dividend to your Monthly Cash Flow**

### Selling Stocks / Mutual Funds

If you are selling Stocks / Mutual Funds then follow these steps:

1. **Calculate your Sale Amount.**
   - Sale Amount = Number of Shares x Selling Price
   - Get this amount in cash from the Bank.

In the Asset column, under Stocks/Mutuals/CDs, remove:

2. **Symbol of Stock/Mutual Fund**
3. **Number of shares purchased**
4. **Price per share (today’s price)**

If a dividend is being paid from the stock/mutual fund, in the income column, under Dividends, remove:

5. **Symbol of Stock/Mutual Fund and the dividend amount**

On the right hand side of the Game Card, deduct:

6. **Amount of Dividend from your Passive Income**
7. **Amount of Dividend from your Total Income**
8. **Amount of Dividend from your Monthly Cash Flow**
Bank Loans

If you take out a Bank Loan follow these steps:

1. Receive the amount borrowed from the Bank.
2. Add the bank loan amount to your Liability column.
3. Add the bank loan payment (10% of what you borrowed) to your Expenses.
4. Add the bank loan payment to your Total Expenses.
5. Reduce your Monthly Cash Flow by the bank loan payment.

Big Deal Opportunity Card

**Apartment House for Sale**

12 unit apartment house offered by out-of-state heirs of handyman/owner. Long waiting list for apartments in this building.

Use this yourself or sell to another player.

58% ROI may sell for $300,000 to $480,000

Cost: $350,000
DownPay: $50,000

Mortgage: $300,000
Cash Flow: +$2,400

Return On Investment:
(Your Monthly Cash Flow x 12 months) ÷ Your Down Payment

Total Cost of Property.

Amount you must pay to buy this property

Amount you owe on this property, your liability

Amount of monthly cash flow from this property

(Your Passive Income)
Stock — OK4U Drug Co.

Market strength leads to high share price for this long time maker of medicines.

**Only you may buy as many shares as you want at this price.**

Everyone may sell at this price.

**Symbol OK4U**

**Today's price:** $20

No dividend (Yield or ROI = 0%)

Trading Range: $5 to $30

The amount of cash flow you will get from this stock (Your Passive Income)
### Income Statement

#### Income
- **Salary:** $13,200
- **Interest:** $0
- **Dividends:** $0
- **Real Estate/Business:** $0

Passive Income: $0

Total Income: $13,200

#### Expenses
- **Taxes:** $3,420
- **Mortgage/Rent:** $1,900
- **School Loan Payment:** $750
- **Car Payment:** $380
- **Credit Card Payment:** $270
- **Retail Payment:** $50
- **Other Expenses:** $2,880
- **Child Expenses:** $0

Per Child Expense: $640

Total Expenses: $9,650

Monthly Cash Flow: $3,550

### Balance Sheet

#### Assets
- **Savings:** $400

#### Liabilities
- **Mortgage:** $202,000
- **School Loans:** $150,000
- **Car Loans:** $19,000
- **Credit Cards:** $9,000
- **Retail Debt:** $1,000

Enter the information from your Profession Card onto your Game Card exactly as it is written, excluding the 0’s.
GLOSSARY OF CASHFLOW® TERMS

A ASSET: Something that puts money “in your pocket”, with minimum labor.

AUTOMATED BUSINESS: A business which is run primarily by technology, versus people.

B BALANCE SHEET: A snapshot of your assets & liabilities. Your balance sheet in CASHFLOW® is on the bottom of your Game Card.

C CAPITAL: Cash or something of an agreed-upon value.

CAPITAL GAIN/LOSS: The difference between what you bought an investment for and what you sold it for, less improvements.

CASH FLOW (CF): Cash coming in (as income) and cash going out (as expenses). It is the direction of cash flow that determines whether something is income, expense, asset or liability. Cash flow tells the story.

CASH OFFER VS. FINANCED OFFER: Someone paying all cash versus someone paying a down payment and financing the remainder.

CCR: Cash-on-cash return. (see ROI)

CERTIFICATE OF DEPOSIT: A loan to government & businesses, issued through banks, with specified maturity dates and interest rates.

D DIVIDEND: A distribution of profits of a company to the shareholders.

DOODADS: Expenses, often unnecessary or unexpected, that simply take money out of your pocket.

DOWN PAYMENT: A percentage of the purchase price an investor pays for an investment. The remainder of the price is then financed through other means.

F FORECLOSURE: A bank or individual takes your property for non-payment of the mortgage.

G GOV’T SAVINGS BOND: A loan an individual makes to the government in exchange for payment of interest on that loan.

I INCOME STATEMENT: A form showing your income and expenses over a period of time. Also called a profit & loss statement. (Shown on the left hand-side of your game card.)

INFLATION: An economic situation where consumer prices rise.

IPO: Initial Public Offering. The first time a company offers shares of stock to the general public.

L LIABILITY: Something that takes money “out of your pocket”.

LIMITED PARTNERSHIP: A legal entity set up to hold assets. Allows limited liability for limited partners.

M MORTGAGE: If you are financing your real estate, the property you are financing is used as collateral against the amount of money you are financing, or borrowing. The mortgage is the security instrument.

MUTUAL FUND: A variety of stocks, bonds, or securities, grouped together, managed by a professional investment company and purchased by individual investors through shares. The shares possess no direct ownership value in the various companies.

P PASSIVE INCOME: Income generated from your investments such as interest, dividends, and real estate rentals, with minimal work.

R REIT: Real Estate Investment Trust. Similar to a mutual fund; deals solely in real estate.

ROI: Return On Investment. Return on capital, as a percentage, from an investment. Example: An apartment building costs $500,000. You pay $100,000 as a down payment. You have a monthly cash flow of $2,000. Your ROI is $2,000 x 12, divided by $100,000 or 24%.

S SHARES SPLIT: A corporate action where the number of shares you own increases and the price per share decreases.

STOCK SHARE: A share of stock represents ownership in a corporation. The shareholders (those people owning stock in a company) are the actual owners of the company.

T TAX LIEN (Property): A legal claim on a property for unpaid taxes.

1031 TAX-DEFERRED EXCHANGE: A method of buying & selling real estate that allows you to defer payment of taxes on your capital gains profit. (1031 refers to the U.S.A. Tax Code.)

THE MARKET: Where products are bought and sold.

TRADING RANGE: The average high and low prices of an investment.
Having fun is the second-best way to learn. Teaching a friend or a loved one is the best way. By teaching others, your level of comprehension soars. The main reason CASHFLOW® was designed as a board game, was to allow all Players to be teachers. We each have strengths and weaknesses. The game, CASHFLOW®, allows each Player to also teach as well as learn.

If you are sincere about being financially free in your lifetime, then we recommend the following learning plan.

**Six Steps to Becoming a 3-Hour Millionaire**

1. Find 1 to 5 other friends who are serious about becoming rich.

2. Set aside 3 hours to play the game.

3. Agree to play this game once a month for a year. For example, the 3rd Saturday of every month from 9 a.m. to 12 noon. Repetition is the basis for learning.

4. After the game is over, take a few minutes to discuss what each Player is doing in real life. For example, are they reducing debt or expenses? Are their savings going up? Have they found anything exciting to invest in?

5. NOW PLAY FOR REAL! Once familiar with the game, then have each Player put their real living expenses and income on the Game Cards and play the game again. See if that individual can actually get out of the Rat Race.

6. Start on time, end on time. Agree to show up. Support each other’s learning and life-long development. Have fun as your mind brings out your true financial genius.

In one year your life will be completely different… your future more secure… your mind razor sharp… you’ll see opportunities everywhere… all in just 3 hours.

**F.Y.I.**

**U.S. Fact:**

Today’s average 50 year old has only $2,300 saved toward retirement.

J. Arthur Urcivoli
Sr. V.P. Merrill Lynch

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