

**Does Your Business Or Your Client Need Cash To Expand Sales?**

• Unlock the power of your company's earned but not realized accounts receivable assets.  
• When capital resources are inadequate, you can still maximize your company's potential and meet market needs without sacrificing hard earned equity.  
Timberlane Financial provides growing businesses with full recourse accounts receivable finance and offers highly competitive rates and extremely flexible terms.

For more information and prompt, professional service please call:  
**Gary Susel at (800) 653-6113**

**TIMBERLANE FINANCIAL INCORPORATED**  
The Financing Alternative For Today's Business Demands.

**FINDING TAX SEASON FINANCIALLY TAXING?**

Let your credit union help!

- Tax deductible home equity lines and mortgages
- Free electronic tax filing
- Low interest loans to pay what you owe
- Tax Deferred IRAs

**CALL (410) 584-8176**

"People Helping People"

**ATLANTIC FINANCIAL**  
FEDERAL CREDIT UNION

## Key Federal Gives Small Business Lots Of Credit.

Need credit? See Key Federal. As an SBA Preferred Lender, we do more than just talk about small business loans. We make them.

Call Aaron Dock,  
Commercial Loan Officer  
**(410)922-3333**



KEY • FEDERAL • SAVINGS • BANK  
Small Business's Source For Financing

Member FDIC

## Get Involved- VOLUNTEER!

Call  
**396-7777**

**NEIGHBORS  
UNITED**

What's best about Baltimore is you.  
Kurt L. Schmoke, Mayor Baltimore: The City That Reads

## CONTRIBUTOR

## INVESTING

## Giving a Gift That Lasts: Teach Your Children Financial Literacy

**G**iving to our children comes naturally. As with any other family practice, our spending habits serve as a role model for our children. The conflict here generally comes with wanting to demonstrate our love through spending and at the same time teach appreciation, respect and responsibility in financial matters.

The teaching and understanding of financial responsibilities starts at home. How comfortable is your household in discussing money matters? Many children have little exposure, experience or training with budgets, checkbook reconciliation, debt management and investments. Thus, they grow up not understanding their financial responsibilities.

newspaper together. Explain the stock pages, graphs and advertisements. You may learn a little also.

**6. Children ages 12 to 14 should be starting to understand the financial "constraints" of a family, the value of working by earning a living and choices about occupation.** It's important to lay the ground work about the financial realities of job choice. Not everything is about money. Free time, enjoying one's endeavors and personal happiness are also important. Start discussing the "abstract" qualities of working as well as the financial. Encourage your child to be interested in working and earning a living.

**7. Children ages 14 to 16 can start to prepare their own tax returns.** Even if not required,

have them do a 1040EZ. If they are earning from working, open up their first IRA. This will demonstrate how to lower taxes and save at the same time. Explain your insurance policies and the concept of financial risk if there is a catastrophe. Construct a listing of all assets and debts and explain each item and the concept of net worth.

Perhaps they could accompany you as a "reporter" on your next visit with your financial adviser, CPA, insurance agent or attorney. Have them take notes and discuss the meeting afterward. Also, help children at this age develop a few personal goals and then a financial strategy to obtain the goal. Are their goals realistic?

**8. Children ages 16 to 18 should already be financial wizards if you've followed steps 1-7.**

At this point, continued reinforcement should be given. Let your children feel a little pain as mistakes are made. If they have overspent their budget, they may have to forgo the movies. Teaching them to live on a budget without personal debt is important. The media works against you in this regard and peer pressure is tough. As with other things in life, financial boundaries are important.

**9. Young adults, especially those in college, should prepare a budget for living at college, home or on their own.** Make the income match the expenses and decide, up front, what income will be an allowance, earnings or loan. Teach your child about debt.

**10. Adults 21 and over need to have a personal financial plan.** Once they have secured their first "real" job, consider buying them an hour or two with your CPA or financial planner. That person can provide an objective view and advice on the payoff of debt, investment options in a 401(k), purchasing a home, insurance needs or need for a will. He or she can then develop a relationship with an adviser for future decisions. Remember, financial planning is an ongoing process throughout a lifetime.

*Debora E. May is a certified public accountant, certified financial planner and partner with May & Barnhard PC in Bethesda, Md. She is also a member of the Maryland Association of CPA Personal Financial Planning Committee.*



By  
**Debora E.  
May**

**Getting started**

What steps can we take to correct that problem?

**1. Start by recognizing your own anxieties about money and investments.** It's okay not to know everything. Purchase reading material, consult an adviser, take a course and combine resources of knowledge with your spouse. This will help your children understand how to get assistance as adults.

**2. Give your children responsibility for some of the financial tasks.** For example, young children (age 5) could count money for small purchases, count and save their allowances, roll coins to form dollar denominations, spend money for a gift, make choices for purchases based on cost and quality or play games involving counting, such as Monopoly Jr.

**3. Have children open savings accounts at a young age (6 and older).** Some schools are making this available at school through cooperation with local banks. Take them to the bank with you to make deposits, withdrawals and other transactions. Discuss the banking process and talk about certificates of deposits, loans, etc.

**4. Have children (8-10) work with a budget and understand that what comes in, goes out and how much things cost.** This will teach several important concepts — relative value, cost of household items, variety of types of expenses, choices and the budgeting process.

**5. Have children (10-12) actually pay bills.** This could be a "chore" for their allowance and will help them understand how to read bills, write checks and record the balance. Also, invest in a stock and read about it together.

Owning a stock mutual fund may be best to start with, because of the ease of investing small dollars and the literature that accompanies the investment is plentiful.

Children can choose to invest money from allowances, gifts or part-time jobs. Understanding that saving is "rewarding" and can be enjoyed later for a large purchase is a great lesson. Perhaps you may provide an incentive by "matching" part of their savings. Choose a variety of investments over time to teach them about the various types. Also, start to read the business section of the

## REISTERSTOWN FEDERAL SAVINGS BANK

**6.90%**      **6.58%**

Annual Percentage Yield

Annual Rate

Continuous Compounding

### TRANSFER / ROLLOVER THAT IRA OR PENSION PLAN TO



REISTERSTOWN FEDERAL  
SAVINGS BANK

LIMITED  
OFFER!!

Call **Kathy Wist**

BALTIMORE - (410) 833-2226

CARROLL - (410) 795-5000

\*Substantial Penalty for Early Withdrawal

- Top Yields • 60 Month Term • \$500 Minimum Deposit
- Guaranteed Fixed Return

11817 Reisterstown Road at Chestnut Hill Lane, Reisterstown  
6415 Ridge Road at Liberty Road, Eldersburg  
24-Hour Interest Rate Line - 833-2227

FDIC Insured