

## MB FOUNDATION MONEY MOTIVATION QUIZ

### Directions

For each of the fourteen questions below, circle the letter that best describes your response.

1. **Money is important because it allows me to . . .**
  - a. Do what I want to do.
  - b. Feel secure.
  - c. Get ahead in life.
  - d. Buy things for others.
2. **I feel that money. . .**
  - a. Frees up my time.
  - b. Can solve my problems.
  - c. Is a means to an end.
  - d. Helps make relationships smoother.
3. **When it comes to saving money, I . . .**
  - a. Don't have a plan and rarely save.
  - b. Have a plan and stick to it.
  - c. Don't have a plan but manage to save anyway.
  - d. Don't make enough money to save.
4. **If someone asks about my personal finances, I . . .**
  - a. Feel defensive.
  - b. Realize I need more education and information.
  - c. Feel comfortable and competent.
  - d. Would rather talk about something else.
5. **When I make a major purchase, I . . .**
  - a. Go with what my intuition tells me.
  - b. Research a great deal before buying.
  - c. Feel I'm in charge – it's my/our money
  - d. Ask friends/family first.
6. **If I have money left over at the end of the month, I . . .**
  - a. Go out and have a good time.
  - b. Put the money into savings.
  - c. Look for a good investment.
  - d. Buy a gift for someone.
7. **If I discover I paid more for something than a friend did I . . .**
  - a. Couldn't care less.
  - b. Feel it's okay because I also find bargains at times.
  - c. Assume they spent more time shopping, and time is money.
  - d. Feel upset and angry at myself.
8. **When paying bills, I . . .**
  - a. Put it off and sometimes forget.
  - b. Pay them when due, but no sooner.
  - c. Pay when I get to it, but don't want to be hassled.
  - d. Worry that my credit will suffer if I miss a payment.
9. **When it comes to borrowing money I . . .**
  - a. Simply won't/don't like to feel indebted.
  - b. Only borrow as a last resort.
  - c. Tend to borrow from banks or other business sources.
  - d. Ask friends and family because they know I'll pay.
10. **When eating out with friends I prefer to . . .**
  - a. Divide the bill proportionately.
  - b. Ask for separate checks.
  - c. Charge the bill to my bankcard and have others pay me.
  - d. Pay the entire bill because I like to treat my friends.
11. **When it comes to tipping I . . .**
  - a. Sometimes do and sometimes don't.
  - b. Just call me scrooge.
  - c. Resent it, but always tip the right amount.
  - d. Tip generously because I like to be well thought of.
12. **If I suddenly came into a lot of money, I . . .**
  - a. Wouldn't have to work.
  - b. Wouldn't have to worry about the future.
  - c. Could really build up my business.
  - d. Would spend a lot on family and friends an enjoy time with them more.
13. **When indecisive about a purchase I often tell myself . . .**
  - a. It's only money.
  - b. It's a bargain.
  - c. It's a good investment.
  - d. He/she will love it.
14. **In our family . . .**
  - a. I do/will handle all the money and pay all the bills.
  - b. My partner does/will take care of the finances.
  - c. I do/will pay my bills and my partner will do the same.
  - d. We do/will sit down together to pay bills.
15. **Bonus question:** Describe how money was handled in your family of origin? Who managed the family budget? Was that person a spender or a saver? Which are you?

**Score:** Tally your answers to questions one through fourteen by the letter of your answer

a. \_\_\_\_\_ c. \_\_\_\_\_  
b. \_\_\_\_\_ d. \_\_\_\_\_

To understand your results, see the explanation on the back of this page.

## **Understanding the Results of Your Money Motivation Quiz**

Money means different things to different people based on a variety of factors such as temperament and life experiences. Often the meaning of money and the way it motivates us is subtle and something we are not always aware of.

This simple quiz is designed to give you an indication of how strongly you are influenced by the following money motivations: Freedom, Security, Power, and Love. None are inherently good or bad, although each certainly has its dark side.

The key to your money motivation is reflected in the relative number of a, b, c, or d answers.

“A” answers indicate that money relates to **Freedom**. To you money means having the freedom to do what you like.

“B” answers indicate that money relates to **Security**. You need to feel safe and secure and you desire the stability and protection that money supposedly provides.

“C” answers indicate that money relates to **Power**. Personal success and control are important to you, and you appreciate the power money sometimes provides.

“D” answers indicate that money relates to **Love**. You like to use money to express love and build relationships.

One of the keys to managing money wisely is to understand our relationship to it. We hope this exercise gives you some helpful insights. You may wish to share your scores with your spouse or a friend and discuss whether their perceptions of your money motivations are consistent with your scores.