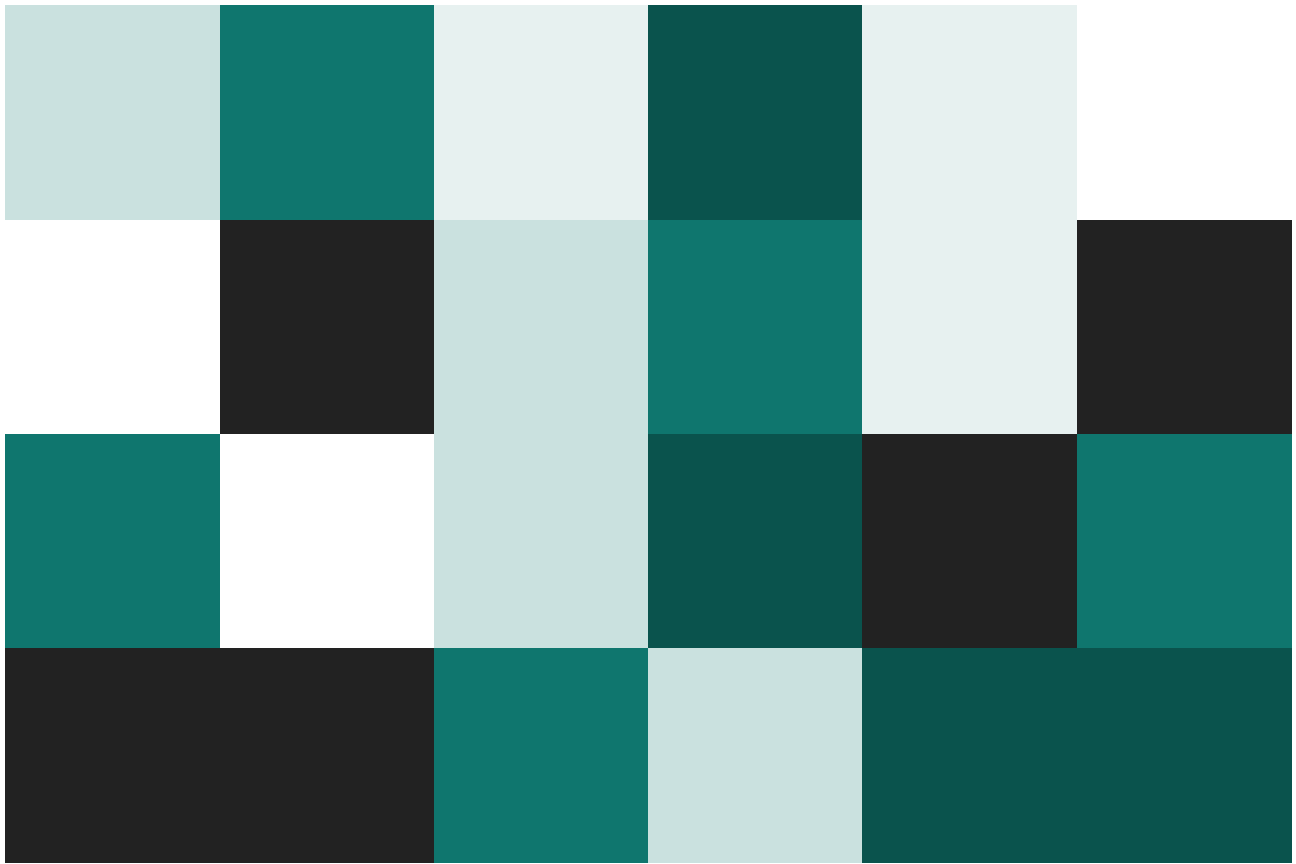




GUIDE • PERSONAL FINANCE

Money Smart

A Practical Personal Finance Guide for Young Indians

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Money Smart

A Practical Personal Finance Guide for Young Indians

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Examples, names, organisations and figures in this book are illustrative and should not be read as statistics.

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HOW TO USE THIS BOOK

This guide is designed to be read in order, but each chapter also stands on its own. Work through the activities with your own numbers — that is where real learning happens.

Figures and examples are illustrative. Rules on tax and financial products change, so check current information or consult a qualified adviser before making decisions.

Inside every chapter

- A short list of what you will learn
- Clear explanations with examples and tables
- “Try this” activities to apply ideas straight away
- Key takeaways and practice questions

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WHY MONEY HABITS MATTER EARLY

The decisions you make about money in your twenties shape your options for decades. Small habits — tracking spending, saving a fixed share of income, avoiding expensive debt — compound quietly over time, just as investments do.

In this chapter you will learn

- How compounding rewards early action
- The difference between income and wealth
- How to set a money goal you will actually follow

Income Is Not Wealth

Many people with good salaries still struggle at the end of each month, while others with modest incomes build steady savings. The difference is rarely luck; it is the gap between what comes in and what goes out, and what is done with that gap.

The Power of Starting Early

Compounding means that returns earn further returns. A small amount invested regularly from age 23 can grow larger than a bigger amount started at 33, simply because it has more years to grow.

The table below uses an assumed return for illustration only. Actual returns vary and are never guaranteed.

Setting Goals That Stick

Vague wishes such as “save more” rarely work. Specific goals with a number and a date — “₹60,000 emergency fund by next December” — are easier to plan for and to track.

- Make it specific: amount and date
- Break it into a monthly figure
- Automate the saving on salary day

Start age	Monthly SIP (₹)	Years invested	Value at 50 (illustrative)
23	3,000	27	₹38.6 lakh
28	3,000	22	₹22.0 lakh
33	3,000	17	₹12.4 lakh

Table 1: Effect of starting age, assuming 10% annual return (illustration only)

Try this

Open your bank statement for last month and write down your total income and total spending. What

was left?

Key Takeaways

- Wealth is what you keep and grow, not what you earn.
- Starting early matters more than starting big.
- Specific, dated goals are easier to achieve.

Practice Questions

1. List three money goals for the next five years with an amount and a date for each.
2. Why does starting early make such a large difference?
3. What is one money habit you would like to change this month?

BUILDING A BUDGET THAT WORKS

A budget is not a punishment; it is a plan that tells your money where to go before it disappears. The best budget is the one simple enough that you will keep using it.

In this chapter you will learn

- The 50-30-20 starting framework
- How to track spending without spreadsheets taking over your life
- How to handle irregular expenses

The 50-30-20 Rule

A useful starting point is to divide take-home income into needs (50%), wants (30%) and savings or debt repayment (20%). In expensive cities, needs may take more; adjust the shares, but keep savings non-negotiable.

Tracking Your Spending

For one month, record every expense in a notebook or an app. Most people are surprised by small daily spends — snacks, rides, subscriptions — that add up to a large monthly figure.

- Use categories: rent, food, transport, bills, fun, savings
- Review weekly, not just at month end
- Look for leaks, not perfection

Planning for Irregular Costs

Annual insurance premiums, festival gifts and device repairs are predictable but irregular. Divide their yearly total by twelve and set that amount aside each month in a separate account.

Category	Share	Example on ₹40,000 take-home
Needs (rent, food, bills)	50%	₹20,000
Wants (eating out, shopping)	30%	₹12,000
Savings and debt repayment	20%	₹8,000

Table 2: A sample 50-30-20 budget

Try this

Create three envelopes or sub-accounts named Needs, Wants and Savings, and move money into them on salary day.

Key Takeaways

- Give every rupee a job at the start of the month.
- Track for one month before you judge your spending.
- Turn irregular costs into a monthly amount.

Practice Questions

4. Divide your take-home pay using 50-30-20. Which category is hardest to fit?
5. List three spending leaks you found when tracking.
6. What irregular costs will you face this year?

YOUR EMERGENCY FUND

An emergency fund is money kept aside for unexpected events — a medical bill, a job loss, an urgent trip home. It is the foundation of every other financial plan, because it stops a crisis from turning into debt.

In this chapter you will learn

- How much to keep in an emergency fund
- Where to keep it
- How to rebuild it after use

How Much Is Enough?

A common guideline is three to six months of essential expenses. If your income is irregular or you support family members, aim for the higher end.

Where to Keep It

The fund should be safe and easy to access within a day or two. A separate savings account or a liquid fund is common; avoid locking it in investments that can fall sharply or carry penalties for early withdrawal.

- Keep it separate from your spending account
- Do not invest it in shares
- Review the amount once a year

Rebuilding After Use

Using the fund is exactly what it is for. Afterwards, pause other goals briefly and redirect savings until the fund is restored.

Try this

Open a separate savings account today and set up an automatic monthly transfer, however small.

Key Takeaways

- Three to six months of essential costs is a good target.
- Safety and access matter more than returns here.
- Rebuild the fund before resuming other goals.

Practice Questions

7. Calculate your monthly essential expenses.
8. What is your emergency fund target?
9. Where will you keep it, and why?

UNDERSTANDING DEBT AND CREDIT

Debt is a tool that can help or harm. A home loan at a reasonable rate can build an asset; credit card balances carried month to month can quickly become very expensive.

In this chapter you will learn

- Good debt versus expensive debt
- How credit scores work in general terms
- How to pay off debt faster

Not All Debt Is Equal

Ask two questions before borrowing: what is the true annual cost, and will this purchase increase my long-term wealth or income? Education and housing loans may pass this test; loans for gadgets and holidays usually do not.

Credit Cards Without the Trap

A credit card is convenient and builds a credit history when used carefully. Pay the full bill on time every month; paying only the minimum leads to very high interest charges.

- Set up auto-pay for the full amount
- Keep usage well below your limit
- Never withdraw cash on a credit card

Paying Down Debt

List all debts with their interest rates. Pay minimums on all and put any extra money toward the costliest debt first (the avalanche method), or the smallest balance first if quick wins keep you motivated (the snowball method).

Type of debt	Typical purpose	Usually worth it?
Home loan	Buying a home	Often, if affordable
Education loan	Degree or skills	Often, if it raises income
Personal loan	Various	Only for genuine needs
Credit card balance	Spending	Rarely — very expensive

Table 4: Types of debt (general guidance)

Try this

Check your latest credit card statement and find the interest rate charged on unpaid balances.

Key Takeaways

- Know the true cost of any loan before you sign.
- Always pay credit card bills in full.
- Attack the most expensive debt first.

Practice Questions

10. List your debts with interest rates.
11. Which method — avalanche or snowball — suits you better and why?
12. What is one purchase you will avoid financing?

SAVING VERSUS INVESTING

Saving keeps money safe for near-term needs. Investing puts money to work for long-term goals, accepting some ups and downs in return for the chance of higher growth.

In this chapter you will learn

- When to save and when to invest
- Risk and return in plain words
- How inflation affects your money

Time Horizon Decides

Money needed within three years belongs in safe options. Money for goals five or more years away can be invested, because there is time to recover from market falls.

Risk and Return

Higher potential returns come with greater short-term ups and downs. Understanding your own comfort with these swings helps you choose investments you can stay with.

The Hidden Cost of Inflation

Prices rise over time, so money kept idle loses buying power. A savings account that earns less than inflation is shrinking in real terms, which is why long-term money needs to grow.

Try this

Write down the price of five things you buy regularly. Check them again in six months.

Key Takeaways

- Match the option to the time horizon.
- Accept some volatility for long-term goals.
- Inflation quietly erodes idle money.

Practice Questions

13. Sort your goals into short, medium and long term.
14. Explain inflation to a friend in one sentence.
15. What is your comfort level with ups and downs?

MUTUAL FUNDS AND SIPS MADE SIMPLE

Mutual funds pool money from many investors and invest it in a basket of assets. A systematic investment plan (SIP) invests a fixed amount every month, building the habit and smoothing out market ups and downs.

In this chapter you will learn

- Types of mutual funds
- How SIPs work
- What to check before choosing a fund

Main Types of Funds

Equity funds invest mainly in shares and suit long-term goals. Debt funds invest in bonds and suit shorter horizons. Hybrid funds mix both. Index funds simply track a market index at low cost.

How a SIP Works

With a SIP you buy more units when prices are low and fewer when they are high. Over time this can lower your average cost, though it does not guarantee profits.

Choosing a Fund

Look at the fund's objective, its costs (expense ratio), its consistency over several years and how it fits your goal. Avoid chasing last year's top performer.

- Read the scheme information document
- Compare expense ratios
- Prefer simplicity over many overlapping funds

Try this

Look up the expense ratio of any two index funds and compare them.

Key Takeaways

- Mutual funds offer diversification in one product.
- SIPs build discipline and smooth market swings.
- Costs and consistency matter more than recent returns.

Practice Questions

16. What is the difference between an equity and a debt fund?
17. Why might a SIP reduce your average cost?
18. List three things to check before choosing a fund.

INSURANCE: PROTECTING WHAT MATTERS

Insurance transfers the cost of rare but expensive events to an insurer in exchange for a premium. The right cover protects your savings and your family; the wrong products can waste money.

In this chapter you will learn

- Health insurance basics
- Term life insurance
- Products to approach with caution

Health Insurance First

A medical emergency can wipe out years of savings. Even if your employer provides cover, consider a personal policy that continues if you change jobs.

Term Life Insurance

If anyone depends on your income, a term plan provides a large cover at a low premium. It pays only if the insured person dies during the term, which keeps it affordable.

Keep Insurance and Investment Separate

Policies that mix insurance with investment often offer low cover and modest returns. Many people are better served by buying term cover and investing separately.

Try this

Find your current health insurance documents and note the sum insured and renewal date.

Key Takeaways

- Health cover protects your savings.
- Buy term cover if others depend on you.
- Do not mix insurance with investing without careful comparison.

Practice Questions

19. Do you have health cover that does not depend on your employer?
20. Who depends on your income?
21. What questions would you ask before buying a policy?

TAXES WITHOUT TENSION

Understanding the basics of income tax helps you plan instead of scrambling at the end of the financial year. Rules change, so always check the current year's provisions or consult a professional.

In this chapter you will learn

- How income tax is calculated in general terms
- Old and new regimes (concept)
- Documents to keep ready

How Tax Is Calculated

Tax is charged on taxable income after allowed deductions, at rates that rise with income slabs. Employers deduct tax at source from salary based on your declarations.

Choosing a Regime

In recent years taxpayers have been able to choose between regimes with different slab rates and deductions. Compare both with your actual numbers each year before deciding.

Stay Organised

Keep salary slips, investment proofs, rent receipts and interest certificates in one folder through the year. Filing on time avoids penalties and speeds up refunds.

- Create a tax folder in April
- Download annual statements
- File before the due date

Try this

Create a digital folder named "Tax 2026-27" and save your first salary slip in it.

Key Takeaways

- Tax depends on taxable income and slabs.
- Compare regimes every year.
- Organised records make filing easy.

Practice Questions

22. Which documents will you need for filing this year?
23. What is the due date for filing returns this year?
24. Who could help you check your return?

INVESTING FOR BIG GOALS

Big goals — higher studies, a home, a business, retirement — need a plan that links today's savings to tomorrow's amount.

In this chapter you will learn

- How to estimate the future cost of a goal
- How to set a monthly investment target
- How to review progress

Estimate the Future Cost

Start with today's cost and adjust for inflation over the years until the goal. A course costing ₹5 lakh today may cost much more in ten years.

Work Backwards

Using an online SIP calculator and a conservative assumed return, find the monthly amount needed. If it is too high, extend the timeline, reduce the target or increase income.

Review Every Year

Review progress annually, increase SIPs with salary hikes and move money to safer options as each goal approaches.

Goal	Years away	Today's cost	Monthly plan (example)
Postgraduate degree	5	₹6,00,000	Calculate with your assumptions
Home down payment	8	₹10,00,000	Calculate with your assumptions
Retirement	30	—	Start early, step up yearly

Table 9: Goal-planning worksheet (fill in your numbers)

Try this

Use any online SIP calculator to find the monthly investment for one goal.

Key Takeaways

- Adjust goal costs for inflation.
- Work backwards to a monthly number.

- Review annually and step up savings.

Practice Questions

25. Pick one big goal and estimate its future cost.
26. What monthly SIP would it need?
27. How will you reduce risk as the goal nears?

AVOIDING SCAMS AND MONEY MISTAKES

Fraudsters target people of every age with convincing messages, calls and offers. A few firm rules protect you from most of them.

In this chapter you will learn

- Common scam patterns
- Warning signs of unrealistic offers
- What to do if something goes wrong

Common Scams

Fake calls claiming to be from a bank, links asking you to “update KYC”, job offers that require a fee and investment schemes promising guaranteed high returns are all common.

Warning Signs

Urgency, secrecy, guaranteed returns and requests for OTPs or remote-access apps are red flags. Genuine institutions never ask for your PIN or OTP.

- Never share OTPs or PINs
- Verify through official numbers
- Pause before paying in a hurry

If It Happens

Act quickly: contact your bank to block cards or accounts, report to the national cyber-crime helpline or portal and keep records of messages and transactions.

Try this

Save your bank’s official customer-care number in your phone today.

Key Takeaways

- If it sounds too good to be true, it is.
- Never share OTPs, PINs or passwords.
- Report quickly if something goes wrong.

Practice Questions

28. Describe one scam message you have received.
29. What are the three biggest warning signs?
30. Who would you call first if money were stolen?

GLOSSARY AND RESOURCES

Glossary

Term	Meaning
Asset	Something you own that has value
Compounding	Earning returns on previous returns
Emergency fund	Savings kept for unexpected events
Expense ratio	Annual fee charged by a mutual fund
Inflation	General rise in prices over time
SIP	Systematic investment plan; a fixed monthly investment
Term insurance	Life cover for a fixed period with no maturity benefit

Further Reading and Resources

- Your bank's official website and app for account information
- The official income tax e-filing portal for current rules
- Investor education pages of the securities market regulator
- Any reputable SIP and goal calculator

About the Author

Write two or three sentences about yourself, your experience and why you wrote this guide.

Your notes

Use this space to write the three ideas from this book you will act on first, and the date you will start.