

# Why Smart People Make Dumb Mistakes With Their Money



**Kerry Johnson, MBA, Ph.D.**

# Why Smart People Make Dumb Mistakes With Their Money

**John Peers, Gordon Bennett**



## **Why Smart People Make Dumb Mistakes With Their Money:**

**Why Smart People Make Dumb Mistakes with Their Money** Kerry Johnson, 2019-10-22 Why do investors constantly chase returns Why do they buy mediocre investments that underperform the indexes Why do they leave their money in investments that lose money yet are unwilling to sell until they increase in value If you can understand your own behavior with money you will become a much better investor and earn returns that will last your whole life Now Kerry Johnson explains why investors possibly your clients make such poor decisions with their money You will learn How overconfidence bias creates poor investment decisions How the endowment effect stops you from selling bad investments How sunk cost fallacy causes you to own investments until they are worthless How status quo bias makes change more difficult How framing and anchoring motivates you to spend more The seven steps in picking an outstanding financial advisor The five critical concepts in creating a successful portfolio Kerry L Johnson MBA Ph D America's Business Psychologist is a bestselling author and internationally sought after speaker with an upbeat entertaining style much like his writing He travels 8 000 miles each week speaking around the world and also heads a personal coaching company Peak Performance Coaching [The Referral Mindset](#) Kerry Johnson, MBA, Ph.D., 2021-07-22 Referrals are the most effective way of getting business you will ever use In fact referrals are 35% more likely to do business with you and will give you 25% more money But referrals also are among the most difficult to get Asking for referrals is a mix of skills confidence and mindset Most referral generation techniques don't work Now Kerry Johnson MBA Ph D will show you the ones that do Learn How to develop a results focused mindset Proven techniques in gaining 5 to 10 referrals every week How to segment your client base The steps to incumbent advisor relationship How to get mass referrals from centers of influence **12 Stupid Mistakes People Make with Their Money**

Dan Benson, 2002 Financial advisor Dan Benson exposes the twelve biggest mistakes people make with their money and clearly demonstrates how readers can move from financial insecurity to financial freedom Proven practical help for negotiating the financial minefields of life 1 Misuse of credit 2 Letting greed take control 3 Thinking of today and not tomorrow 4 Motor toys the biggest cash drain 5 Failure to handle the set aside 6 Not knowing what to do with the 7 Not caring for the temple 8 Either too much or too little insurance 9 Following fads vs staying the course 10 Lackadaisical giving 11 Letting Junior eat away your nest egg 12 Not taking advantage of tax breaks **The Seven Dumbest Relationship**

**Mistakes Smart People Make** Carolyn Nordin Bushong, 1997 A psychotherapist with over twenty years experience Carolyn Bushong is the host of the popular Denver radio show Passion Phones as well as a frequent guest expert on such television programs as Oprah Sally Jesse Raphael and Ricki In her many years of practice and media experience Carolyn found that women were facing the same seven problems in their relationships over and over again They look for approval in all the wrong places get stuck in communications purgatory tango with ghosts from the past develop relationship gridlock and forget about the real power of passion Illustrated with case histories of couples who have had these troubles and then solved

them or didn't The Seven Dumbest Relationship Mistakes Smart People Make is a book that will ring true to men and women all over the country and help them to develop healthier more lasting relationships

**Investment Mistakes Even Smart Investors Make and How to Avoid Them** Larry Swedroe, RC Balaban, 2011-12-09 CBS MoneyWatch columnist Larry Swedroe's bedrock principles for investing success *Investment Mistakes Even Smart Investors Make and How to Avoid Them* helps anyone from the novice investor to the professional money manager become a more informed investor and ignore the kind of pervasive conventional wisdom that so often leads to financial loss Swedroe describes how behavioral mistakes and overconfidence can lead you to stray from proven investment principles and he explains how to reverse these temptations and make the right investing decisions when it counts most Larry Swedroe is Principal and Director of Research at Buckingham Asset Management He writes the popular blog *Wise Investing* at CBS MoneyWatch.com

**Why Smart People Make Big Money Mistakes--and how to Correct Them** Gary Belsky, Thomas Gilovich, 2000 This revealing look at the mental blind spots that lead to financial blunders offers sensible on target solutions from an award winning financial journalist and a pioneer in the new science of behavioral economics

**Kiplinger's Personal Finance**, 2009

*Outsmarting the Smart Money* Lawrence A. Cunningham, 2002 This handbook outlines where most investors go wrong and explains how to approach the markets with intelligence and calm Filled with hard hitting insights and useful lessons it shows how to use market proven techniques and strategies to overcome biases myths and mistakes

**Kiplinger's Personal Finance Magazine**, 2009

**Bottom Line Business**, 1998

**Across the Board**, 2006

Strategy for Personal Finance Larry R. Lang, 1993 Lang's revision is designed for students of personal finance personal financial planning or consumer economics and is suitable for short courses The fifth edition includes a new design and general updating of topics including the change in the US housing market US income tax changes whether to lease buy or rent when making a major purchase and how to use the computer for personal financial planning There are new end of chapter appendices on using calculators to compute personal finances and additional and updated investments coverage includes how to hire a broker and what type of investments are best for you

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your money Drawing on personal stories and a hefty dose of humor Schlesinger argues that even the brightest people can behave like financial dumb asses because of emotional blind spots So if you ve saved for college for your kids before saving for retirement or you ve avoided drafting a will this is the book for you By following Schlesinger s rules about retirement college financing insurance real estate and more you can save money and avoid countless sleepless nights It could be the smartest investment you make all year Praise for *The Dumb Things Smart People Do with Their Money* Common sense is not always common especially when it comes to managing your money Consider Jill Schlesinger s book your guide to all the things you should know about money but were never taught After reading it you ll be smarter wiser and maybe even wealthier Chris Guillebeau author of *Side Hustle* and *The 100 Startup* A must read whether you re digging yourself out of a financial hole or stacking up savings for the future *The Dumb Things Smart People Do with Their Money* is a personal finance gold mine loaded with smart financial nuggets delivered in Schlesinger s straight talking judgment free style Beth Kobliner author of *Make Your Kid a Money Genius Even If You re Not* and *Get a Financial Life* *How to Think Straight about Psychology* Keith E. Stanovich, 2007 Keith Stanovich s widely used and highly acclaimed book helps instructors teach critical thinking skills within the rich context of psychology It can be used as a stand alone text or as a supplement in introductory psychology critical thinking as well as research methods and statistics courses It is the premier text of its kind Stanovich helps students become more discriminating consumers of psychological information by helping them recognize pseudoscience and be able to distinguish it from true psychological research Psychological topics such as falsifiability operationalism experimental control converging evidence correlational vs experimental studies and statistics are presented as tools for critical evaluation giving students a set of practical consumer skills to independently evaluate psychological claims Students also are given a set of consumer rules for dealing with psychology in the media *How to Think Straight About Psychology* says what many instructors would like to say about the discipline of psychology but haven t found a way to That is one reason adopters have called it an instructor s dream text and often comment I wish I had written it It tells my students just what I want them to hear about psychology New to the eighth edition are expanded discussions of reliability and validity meta analysis and the differences between random sampling versus random assignment *International Journal of Sustainable Development*, 2001 **1,001 Logical Laws, Accurate Axioms, Profound Principles, Trusty Truisms, Homey Homilies, Colorful Corollaries, Quotable Quotes, and Rambunctious Ruminations for All Walks of Life** John Peers, Gordon Bennett, 1979 A collection of humorous maxims proverbs and aphorisms concerning many common life situations **Contact**, 1996 *Marshall Loeb's ... Money Guide*, 1985 **Applied Behavior Analysis in the Classroom** Patrick J. Schloss, Maureen A. Smith, 1998 Written for professionals in both general and special education this book is a complete description if applied behavior analysis and how it can be used with students displaying a range of excessive and deficit behaviors In addition to traditional topics covered in other applied behavior books this reference devotes substantial

attention to preventing problems through anecdotal control social skill development and emotional learning Topics include increasing appropriate behavior through related personal characteristics increasing appropriate behavior through consequence control positive approaches to decreasing inappropriate behavior punishment graphing and more Behavior analysts teachers of any level      **Parents' Magazine & Better Homemaking** ,1929 America s 1 family magazine

This book delves into Why Smart People Make Dumb Mistakes With Their Money. Why Smart People Make Dumb Mistakes With Their Money is a vital topic that must be grasped by everyone, ranging from students and scholars to the general public. The book will furnish comprehensive and in-depth insights into Why Smart People Make Dumb Mistakes With Their Money, encompassing both the fundamentals and more intricate discussions.

1. This book is structured into several chapters, namely:
    - Chapter 1: Introduction to Why Smart People Make Dumb Mistakes With Their Money
    - Chapter 2: Essential Elements of Why Smart People Make Dumb Mistakes With Their Money
    - Chapter 3: Why Smart People Make Dumb Mistakes With Their Money in Everyday Life
    - Chapter 4: Why Smart People Make Dumb Mistakes With Their Money in Specific Contexts
    - Chapter 5: Conclusion
  2. In chapter 1, this book will provide an overview of Why Smart People Make Dumb Mistakes With Their Money. The first chapter will explore what Why Smart People Make Dumb Mistakes With Their Money is, why Why Smart People Make Dumb Mistakes With Their Money is vital, and how to effectively learn about Why Smart People Make Dumb Mistakes With Their Money.
  3. In chapter 2, the author will delve into the foundational concepts of Why Smart People Make Dumb Mistakes With Their Money. The second chapter will elucidate the essential principles that need to be understood to grasp Why Smart People Make Dumb Mistakes With Their Money in its entirety.
  4. In chapter 3, this book will examine the practical applications of Why Smart People Make Dumb Mistakes With Their Money in daily life. This chapter will showcase real-world examples of how Why Smart People Make Dumb Mistakes With Their Money can be effectively utilized in everyday scenarios.
  5. In chapter 4, this book will scrutinize the relevance of Why Smart People Make Dumb Mistakes With Their Money in specific contexts. The fourth chapter will explore how Why Smart People Make Dumb Mistakes With Their Money is applied in specialized fields, such as education, business, and technology.
  6. In chapter 5, the author will draw a conclusion about Why Smart People Make Dumb Mistakes With Their Money. This chapter will summarize the key points that have been discussed throughout the book.
- The book is crafted in an easy-to-understand language and is complemented by engaging illustrations. This book is highly recommended for anyone seeking to gain a comprehensive understanding of Why Smart People Make Dumb Mistakes With Their Money.

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