
Why people stay broke?

1. They normalize debt

Ramsey's core belief: **debt is not a tool — it's a trap.**

Credit cards, car loans, HELOCs, "0% financing," student loans — people treat these as normal parts of life.

Ramsey would say:

"If you're borrowing to live, you're enslaving your future."

When debt payments eat your income, you lose margin. No margin = no wealth building.

2. They don't live on a written budget

Ramsey teaches **zero-based budgeting** every month.

Most people:

- Guess
- Swipe
- Hope
- React

Without a plan, money leaks everywhere.

He'd say:

"You can't win if you don't track the score."

3. They chase lifestyle instead of stability

Bigger house.

Newer car.

Vacations on credit.

Upgrading before earning it.

Ramsey calls this **“keeping up with the Joneses.”**

And the Joneses are broke.

Wealth is built quietly. Broke is loud.

4. They lack an emergency fund

Most Americans can't cover a \$1,000 emergency without debt.

Without:

- Starter emergency fund
- 3–6 months fully funded

Every flat tire becomes a crisis. Crisis keeps you in debt. Debt keeps you broke.

5. They mistake income for wealth

High income \neq wealth.

You've seen this as a financial coach — plenty of six-figure earners drowning in payments.

Ramsey teaches:

- **Wealth = what you own free and clear.**
- Wealth grows through investing consistently over decades.

6. They don't delay gratification

Ramsey is big on this:

"Live like no one else now so later you can live like no one else."

People want:

- The car now
- The house now
- The trip now

Wealth requires doing uncomfortable things for a long time.

7. They don't change behavior

Ramsey's core thesis:

Personal finance is 80% behavior, 20% head knowledge.

Most people know what to do:

- Spend less
- Save
- Invest
- Avoid debt

They just don't consistently do it.

8. They don't surround themselves with the right voices

If your circle:

- Leases cars
- Upgrades constantly
- Uses credit for everything

It's hard to swim upstream.

Ramsey emphasizes community, accountability, and shared values.

Hard Truth

Most people stay broke because they:

- Refuse to say no.
- Refuse to be uncomfortable.
- Refuse to take responsibility.

It's not the economy.

It's not "the system."

It's usually daily decisions compounded over years.