Welcome!

Today’s Host: Anna Lovejoy
Today’s Conversation

Building Foundations for Economic Mobility 101: Financial Capability

What we will explore today…

• Background on financial capability services
• Why economic mobility is important for Head Start and Early Head Start
• Strategies to integrate financial capability topics into your work
Head Start’s history promoting family well-being

In the Improving Head Start for School Readiness Act of 2007, the definition of “family literacy services” was amended to include “financial literacy.”

Head Start Performance Standards and Goal Setting

Head Start Program Performance Standards, Subpart E, §1302.50 (a), (b). (a) Purpose. A program must integrate parent and family engagement strategies into all systems and program services to support family well-being and promote children’s learning and development...

(b) Family engagement approach. A program must:

(3) Collaborate with families in a family partnership process that identifies needs, interests, strengths, goals, and services and resources that support family well-being, including family safety, health, and economic stability;
Building Foundations for Economic Mobility

Building Foundations for Economic Mobility Webinar Series

- Highlights research and exemplary practices in support of Head Start’s and Early Head Start’s two-generation mission
- Explores a core aspect of Family Well-Being

Language walk: The journey to financial

Financial literacy

Financial capability

Financial security

Financial well-being
Financial security includes:

<table>
<thead>
<tr>
<th>Present</th>
<th>Future</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Security</strong></td>
<td><strong>Capacity to absorb a financial shock</strong></td>
</tr>
<tr>
<td>Control over your day-to-day, month-to-month finances</td>
<td></td>
</tr>
</tbody>
</table>

Source: Consumer Financial Protection Bureau
Building Foundations for Economic Mobility
BFEM 101: Financial Capability

Financial well-being includes:

<table>
<thead>
<tr>
<th>Present</th>
<th>Future</th>
</tr>
</thead>
<tbody>
<tr>
<td>Security</td>
<td>Capacity to absorb a financial shock</td>
</tr>
<tr>
<td>Financial freedom to make choices to enjoy life</td>
<td>On track to meet your financial goals</td>
</tr>
</tbody>
</table>

Source: Consumer Financial Protection Bureau

Examples of Financial Capability Services

Money Management
- Financial Education
- Financial Counselling
- Financial Coaching
- Asset Ownership Programs

Income Supports
- Free Tax Preparation Assistance
- Access to Federal and State Benefits

Credit and Debt
- Credit Counselling
- Credit Building

Financial Product & Services
- Access to Safe and Affordable Financial Products
- Incentivized Savings Programs
- Credit Building

Savings & Investments
- Incentivized Savings Programs
- Asset Ownership Programs

Consumer Protection & Insurance
- Access to Safe and Affordable Financial Products
Ways to provide these services

Our Presenter

Catherine Dhongade
Strategic Growth Lead
MyPath: Financial Capability for Working

Our Vision: Every working youth has the chance to make their paycheck not just about income, but about lasting economic mobility.

Why?
- 20 million youth ages 16-24 in the workforce
- Income alone is not enough to disrupt poverty
- Many working youth live in financial deserts
- Many barriers to youth banking
- Research demonstrates the power of starting early
MyPath Approach

ACCESS + KNOWLEDGE + PRACTICE = CAPABILITY

MyPath Models

MyPath partners with youth-serving organizations and financial institutions to bring banking, savings, and credit-building to youth

1. MyPath Savings
2. MyPath Savings2Credit
3. Customized Models
MyPath Savings: Partners & Roles

MyPath helps YSOs:
- Learn & facilitate curriculum
- Integrate products

MyPath helps FIs:
- Develop products and processes
- Support youth education

MyPath Savings: Curriculum

- Facilitator-led but interactive
- A blend of in-person & online activities
- Adaptive to different program settings & workflows
- Youth-designed, tested, and vetted
MyPath Savings: Products

MyPath promotes safe, affordable accounts as well as youth-friendly enrollment processes and account education. We promote the following features:
- Youth-owned accounts
- Low-to-no fees for basic account access
- No ability to overdraft
- Acceptance of alternative IDs and forms of address verification

Cities: Atlanta (GA), San Antonio (TX), Newark (NJ), New York (NY), Boston (MA), Las Vegas (NV), Reno (NV), Seattle (WA), St. Louis (MO), Los Angeles (CA), Oakland (CA), San Francisco (CA), San Jose (CA), Stockton (CA), Lake County (IL), Louisville (KY), San Diego (CA)

Credit Union Partners

75+
Youth Employment Program Partners

6,500
Working youth now banking, saving and building credit
Over $3.4 million saved!
Financial Goal Setting

- Work with families to develop STAR goals
  - Specific
  - Timebound
  - Action-oriented
  - Realistic
- Connect it to a money / savings goal
- Establish a savings contract
- Track progress
- Celebrate successes & encourage persistence

Banking Basics

- Create space to explore early money memories and feelings about money
- Discuss the role of financial institutions in money management
  - Where do you or people you know save their money?
  - What are some risks of saving here?
  - What are some benefits of saving here?
  - Can you think of the benefits to saving your money in a financial institution?
  - What about risks with saving in a financial institution?
Bank On – Account Features

**BANK ON NATIONAL ACCOUNT STANDARDS (2019–2020)**

<table>
<thead>
<tr>
<th>TERMS</th>
<th>STANDARDS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Core Features</td>
<td>Checking account (including checkless checking); bank- or credit union-offered prepaid</td>
</tr>
<tr>
<td>Point of Sale (POS) Capability</td>
<td>Debit card/prepaid card</td>
</tr>
<tr>
<td>Minimum Opening Deposit and/or Account Balance</td>
<td>$5 or less</td>
</tr>
<tr>
<td>If not variable: $5 or less</td>
<td></td>
</tr>
<tr>
<td>Monthly Maintenance Fee</td>
<td>If available: $10 or less; offer at least two options to waive fee (e.g., with a single transaction (e.g., direct deposit with no minimum deposit, online bill pay, or debit card purchase)</td>
</tr>
<tr>
<td>Overdraft or Non-Sufficient Funds (NSF) fees</td>
<td>None, structurally not possible (e.g., via checkless checking)</td>
</tr>
<tr>
<td>Dormancy/Inactivity Fees</td>
<td>None</td>
</tr>
<tr>
<td>Customer Service</td>
<td>Free and unrestricted</td>
</tr>
<tr>
<td>Bank Access</td>
<td>Free and unrestricted (including live customer support)</td>
</tr>
<tr>
<td>Telephone Banking</td>
<td>Free and unrestricted</td>
</tr>
<tr>
<td>Use of In-Network ATM</td>
<td>Free and unrestricted</td>
</tr>
<tr>
<td>Use of Out-of-Network ATM</td>
<td>$4.50 or less (not including local ATM fee)</td>
</tr>
</tbody>
</table>

Bank On – Account Features

**Functionality**

- **Deposit Capability**: Free cash and checks in branch and at ATM, and direct deposit
- **Bill Pay by Customer**: Free
- **Bill Pay by Financial Institution**: Fee if available, otherwise at least four free money orders and/or cashier checks per month
- **Check Cashing for Checks Issued by that Institution**: Fee
- **Online and Mobile Banking**: Free
- **Banking Alerts**: Free
- **Monthly Statements**: Free electronic; $2 or less for mailed paper
- **Insured Deposits**: Insured by FDIC or NCUA

**Strongly Recommended Features**

- **Account Screening (e.g., ChexSystems, Early Warning Services)**: Only deny new customers for past incidences of actual fraud
- **Alternative IDs (Municipal, Creditor, etc.)**: Accept alternative IDs
- **Remote Account Opening**: Accounts can be opened remotely
- **Linked Savings Accounts**: Free savings accounts and account transfers
- **Mobile Deposits**: Available, free
- **Funds Availability**: Immediate availability for known customers; cashing government, payroll, or checks from that financial institution
- **Money Orders**: $1.50 or less (based on U.S. Postal Service rates)
- **Remittances (International Wire)**: Competitively priced ($5.00 – $20.00, depending on country)
- **Credit-Building Product Offerings**: Secured credit card or secured personal loan, e.g.
Bank On – Certified Accounts

Certified Accounts

The CFI's Bank On National Account Standards (my-score) provide benchmarking with a list of certified local programs and credit unions, and include all at-risk and recommended features. Accounts certified as meeting Bank On National Account Standards are listed below; they are available at all branches of these institutions.

- Axiom Bank Axiom360 Account
- Citizens Bank Revolution Account
- Cathay Bank Community Checking Account
- CDC Bank USA EasyPath Access Account
- Citrus Bank Spark Banking Account
- Credit Aces of America Credit Union Checking Account
- First Commonwealth Bank SmartPay Card
- First Security Bank First Steps Checking Account
- Florida Community Bank Budget Checking Account
- Independent Bank IntroChecking Account
- Mecosta Bank Bank On Account
- Old National Bank EZ Access Checking Account
- Simmons Bank Affordable Advantage Checking Account
- Synergy Bank Green Checking Account
- S&L Bank Easy Banking Account
- U.S. Bank Safe Debit Account
- Bank of America Safe Balance Banking Account
- Capital One Bank Easy Banking Account
- Chase Secure Banking Account
- CIT Access Account
- Dart Bank BankOn Checking Account
- East West Bank Overdraft Checking Account
- First National Bank Access Debit Account
- Flagstar Bank SimplyOne Account
- IBEW/ABNB Ability Banking Account
- KeyBank Isaías Vega Account
- Northwest Bank Compass Digital Account
- Self Help Federal Credit Union Access Checking Account
- Southern Bancorp Opportunity Card
- State Bank & Trust Company Vision Account
- TheScore, A National Ranking Association First 401 Checking Account
- Wells Fargo EasyPay Card
Our Presenter

Yuliya Rzad  
Your Money, Your Goals Program Specialist  
Office of Community Affairs

Behind on bills? Start with one step.  
A Your Money, Your Goals booklet
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The CFPB’s mission and vision

MISSION

To regulate the offering and provision of consumer financial products or services under the Federal consumer financial laws and to educate and empower consumers to make better informed financial decisions.

VISION

Free, innovative, competitive, and transparent consumer finance markets where the rights of all parties are protected by the rule of law and where consumers are free to choose the products and services that best fit their individual needs.
Office of Community Affairs

- Part of the Bureau’s Division of Consumer Education and Engagement
- Serves populations who may lack full, affordable access to financial services
  - Low- to moderate-incomes
  - Low wealth
  - Otherwise financially underserved or vulnerable

Using Behind on bills?

Use this booklet to start a conversation about money and help someone:
- Create an action plan
- Track and manage income and spending
- Prioritize bills and expenses
- Understand rights and responsibilities when contacted by debt collectors
Table of contents

Eight tools if you are behind on bills

**Blue-Green** – can be used to help people build a clear picture of their income and spending

**Yellow** – can be used to think about goals and identify ways to increase income and other resources and cut expenses

**Red** – can be used for immediate challenges and needs

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**Tool structure**

*Unfold…*  
*Worksheet*  
*…refold and turn page*

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*Tool description*  
*Worksheet*  
*A step further*
Goal setting

- **Identify** the things that really matter to you
- **Work** toward a future that includes those things
- **Track** your progress
- **Take pride** in making life better for you and your family

<table>
<thead>
<tr>
<th>One thing I’m proud of:</th>
<th>One promise to myself:</th>
<th>One thing I’d like to change:</th>
<th>One dream I have for myself:</th>
</tr>
</thead>
<tbody>
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<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Who can help me?</td>
<td>Date to complete:</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

This tool will help you:
- Identify the things that really matter to you
- Work toward a future that includes those things
- Track your progress
- Take pride in making life better for you and your family

What to do:
1. Pick a statement that interests you
2. Write down your goal
3. Share your goal with someone who will hold you to it

Start with one question:
How have you helped someone else reach a goal?
Goal setting

- Get a total picture of your monthly bills
- Identify the weeks when you have the most money due
- Plan how to pay your bills on time and avoid late fees
- Remember when your bills are coming up

Bill calendar

A step further

Create an action plan. Think about how long it will realistically take you to reach your goal. Then, make an action plan and stick to it. Don’t forget to list any resources that might help you. For example, you might seek out information, tools and equipment, professional assistance, a loan, or find transportation.

<table>
<thead>
<tr>
<th>Step</th>
<th>Resources needed</th>
<th>Date to complete</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

This tool will help you:
- Get a total picture of your monthly bills
- Identify the weeks when you have the most money due
- Plan how to pay your bills on time and avoid late fees
- Remember when your bills are coming up

What you’ll need:
- All your bill statements from a single month
- Statements of any bills that are online
- Some examples of bills: utilities, rent or mortgage, phone, membership, cable, credit cards, car payments, student loans, child support, insurance

Start with one question:
When you pay your bills on time, how do you feel?
Use this **bill calendar** to see all your bills and when they’re due.

<table>
<thead>
<tr>
<th>Month of: ____________________________</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bills:</td>
</tr>
<tr>
<td>Sunday</td>
</tr>
<tr>
<td></td>
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<td></td>
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</tbody>
</table>

1. Label the calendar with the dates of the month you want to plan for.
2. Make a list of all your bills.
3. For each bill, mark the payment date: 7 days before the due date for mail, 2 days before the due date for online.
4. Enter when you receive income into the calendar.

**A step further:**
- **Bill categories:** Enter your weekly income into the calendar to compare with your weekly bill totals.
- **Other expenses:** Don’t forget things like birthday, holiday, and school expenses, or bills that are due every few months or once a year.
- **Tip:** Use this calendar as a daily reminder – pin it up where you’ll see it!

**One thing I’m going to try next month:**

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**Bill calendar**

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Consumer Financial Protection Bureau

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Building Foundations for Economic Mobility

BFEM 101: Financial Capability

May 9, 2019

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Early Childhood National Centers

Parent, Family and Community Engagement
Spending tracker

- Track your spending for a month
- Analyze your spending by category
- Identify areas you might cut back on
- Set a goal to keep you on track

Use this spending tracker to consider what is important to you.

This month's spending:

<table>
<thead>
<tr>
<th>Category</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phone</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Debt payment</td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Eating out</td>
<td></td>
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<td></td>
<td></td>
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<tr>
<td>Education + childcare</td>
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<td></td>
<td></td>
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<tr>
<td>Entertainment</td>
<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Groceries + other supplies</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Health expenses</td>
<td></td>
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<td></td>
<td></td>
<td></td>
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<tr>
<td>Helping others</td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Housing + utilities</td>
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<tr>
<td>Pets</td>
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<tr>
<td>Transport</td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td></td>
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</tr>
</tbody>
</table>

Category totals:

Total spending for this month:

Get an envelope to collect your receipts.
Use the table to sort your spending into the categories below. Don’t forget about bills you share with others.
At month's end, total up each category.
Spending tracker

A step further
Are you spending money on items you don’t need?
Needs are things you can’t live without, like shelter, utilities, food, clothing, and transportation. Needs may also include obligations: things you have to pay, like debts, child support, alimony, and student loans. Wants, however, are things you can choose to live without.

<table>
<thead>
<tr>
<th>Needs</th>
<th>Wants</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

One want I will cut back on next week.

¿Atrasado en los pagos?

¿Atrasado en los pagos? Dé el primer paso.
Other booklets

Money as You Grow: for Parents and Caregivers

Make it easier to put children on the path to financial well-being in adulthood:

- Activities and conversation starters
- Based on research on children’s financial development
- With blog posts, social media, and e-mail

consumerfinance.gov/MoneyAsYouGrow
Join our email list!

consumerfinance.gov/YourMoneyYourGoals

Closing

- Visit http://www.consumerfinance.gov/your-money-your-goals to
  - Order and download Behind on bills? and the accompanying training outline
  - Sign up to receive Your Money, Your Goals email updates.
- Let us know what you think!
  - Let us know how you use Behind on bills? with economically vulnerable people that you serve.
  - News of your successes and constructive feedback helps the Bureau to develop new resources and enhance existing resources.
- Email YourMoneyYourGoals@consumerfinance.gov.
Financial Capabilities and Head Start

Assessing Head Start & Early Head Start Families’ Financial Capability

- This brief outlines strategies and tools Head Start/Early Head Start (HS/EHS) can use to gain a deeper understanding of how HS/EHS families are managing their finances to decide which services might help them build financial capability.

Financial Coaching in Head Start Programs

- This brief discusses financial coaching in Head Start settings and presents methods for providing financial coaching as well as training resources for programs interested in building staff capacity to become financial coaches.

Download the briefs here:
https://www.acf.hhs.gov/ocs/resource/financialcapabilityandheadstart

Financial Capabilities Resources

- Visit CFPB’s Your Money, Your Goals website to find resources like Behind on Bills and more.
  - http://www.consumerfinance.gov/your-money-your-goals

- Visit the Federal Deposit Insurance Corporation’s (FDIC) Money Smart financial education program to learn more about financial skills and positive banking relationships
Financial Capabilities Resources

- Learn about integrating financial capability services into existing programs in *Building Financial Capability: A Planning Guide for Integrated Services*

- Visit Practical *Money Skills* to find additional free downloadable financial literacy materials
  - [https://www.practicalmoneyskills.com/resources/free_materials](https://www.practicalmoneyskills.com/resources/free_materials)
Upcoming Event!

BFEM 101: Adult Education, Training and Career Planning

Topics for the webinar include:

- Importance of training, education, and career planning for families
- How to integrate training, education, and career planning topics into your work
- Tips from programs that have included training, education, and career planning in their work

Join Now!

Economic Mobility Learning Community

2. Wait for MangoApps email message (2-3 days)
3. Click the Login Link & create user profile
4. Find the EM learning community and click “Join” on the landing page
Check out past BFEM webinars on ECLKC!


THANK YOU!

You will receive an e-mail with a survey link shortly after the end of the webinar!
OPEN CHAT

NETWORKING

PFCE@eclkc.info or call (toll-free) 1-866-763-6481
http://eclkc.ohs.acf.hhs.gov/hslc/tta-system/family