Ready, Set, Collaborate: Changing Student Lives through Engaging Financial Literacy Instruction

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Florida Literacy Coalition (FLC)

Established in 1985, FLC promotes, supports and advocates for the effective delivery of quality adult and family literacy services in the state of Florida.

FLC provides a range of services to support more than 250 adult education, literacy and family literacy providers throughout Florida

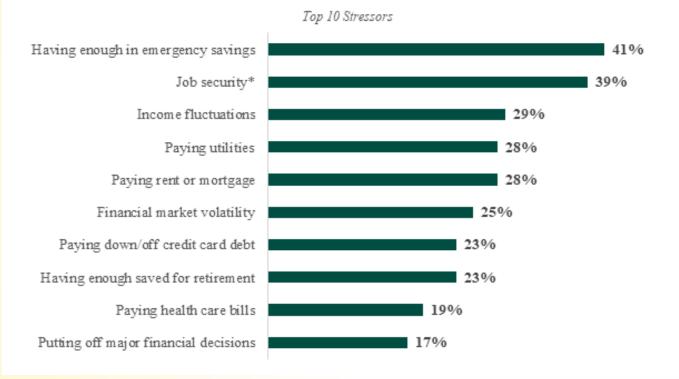
Special emphasis is placed on assisting community based literacy organizations with their training and program development needs.

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How Has COVID-19 Affected Your Organization and Your Adult Learners?

Financial Fallout of COVID

Considering the COVID-19 outbreak, which of the following are among the top five things causing you the most stress?



9-in-10 Americans report feeling financial stress as a result of COVID

COVID highlighted a lack of preparation by both the government and individuals for this type of event.

https://www.nefe.org/news/polls/2020/survey-covid-19-crisisi-causing-financial-stress.aspx



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Florida's Adult and Family Literacy Resource Center

COVID-19 Financial Assistance Resources

Florida Literacy Coalition Resource Page

Aunt Bertha Social Service Referral Service

Covering Florida Health Insurance Navigator Assistance

MoneyWise FL – COVID-19 Financial Health Page

Consumer Financial Protection Bureau



Factors that Influence Health

Social Determinants of Health

Economic Stability	Neighborhood and Physical Environment	Education	Food	Community and Social Context	Health Care System
Employment	Housing	Literacy	Hunger	Social integration	Health coverage
Income	Transportation	Language	Access to healthy	Support	Provider
Expenses	Safety	Early childhood education	options	systems Community	availability Provider
Debt	Parks			engagement	
Medical bills	Playgrounds	Vocational traing		Discrimination	linguistic and cultural competency
Support	Walkability	Higher education		Stress	Quality of care
	Zip code/ geography	education			Gdality of care

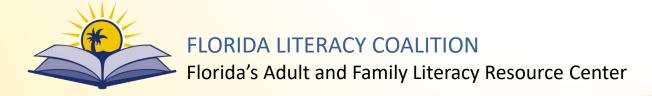
Health Outcomes

Mortality, Morbidity, Life Expectancy, Health Care Expenditures, Health Status. Functional Limitations

Source: Henry J. Kaiser Family Foundation



https://health.gov/healthypeople



Understanding The Need

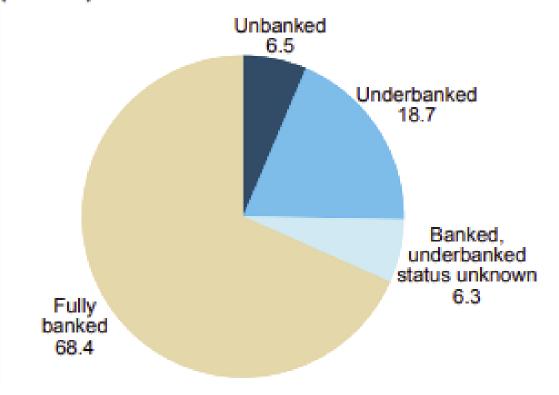
Nearly two-thirds
of Americans
can't pass a basic
financial literacy
test

41% of Americans can't cover an immediate \$400 expense

25% of households are unbanked or underbanked and use alternative financial products.

35% percent of adults with a credit file have debt in collections reported in their credit files.

Figure 3.1 Banking Status of U.S. Households, 2017 (Percent)



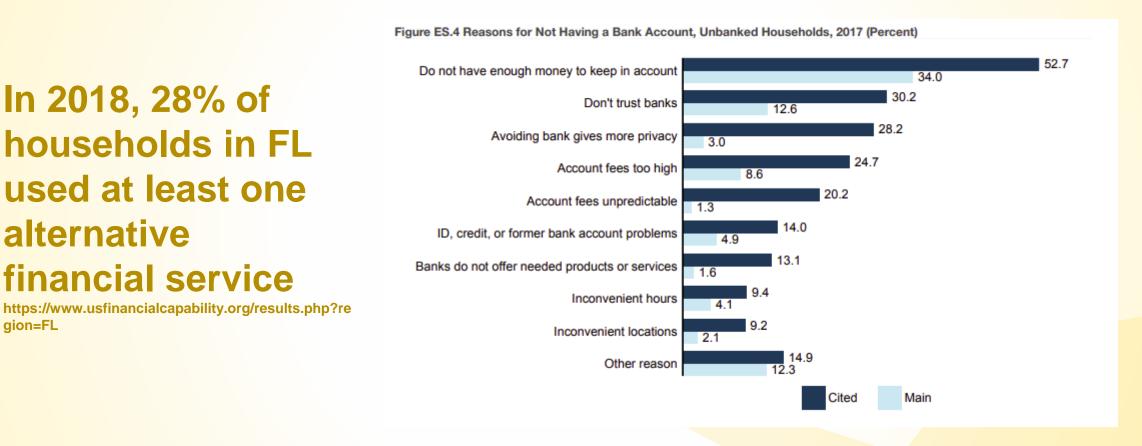
56% of households are either underbanked or unbanked.

Underbanked means that a household has a bank account but still used one or more Alternative Financial Services



Unbanked and Underbanked Households

In 2018, 28% of households in FL used at least one alternative financial service





gion=FL

https://www.fdic.gov/householdsurvey/2017/2017report.pdf

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Alternative Financial Services

Use of alternative financial services are inadequate to meeting basic needs and exacerbate financial problems

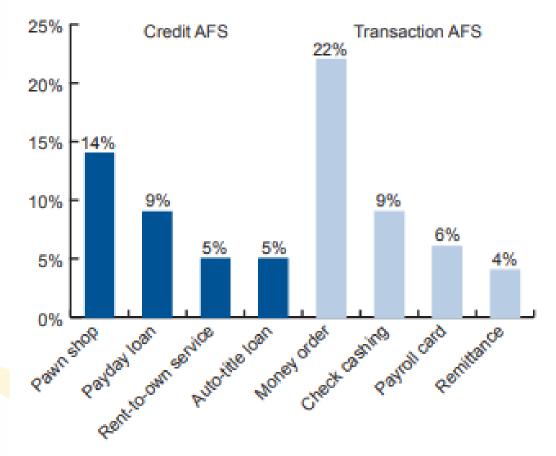
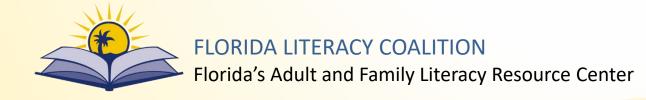


Figure 1. Use of AFSs in the 12 months prior to survey (N = 7,504). AFS = alternative financial service. Data are from the baseline Household Financial Survey.



Alternative Financial Services

Use of Checking Cashing Services can cost upwards of \$40,000 over the course of lifetime use

(average of \$108 per month for every unbanked household).

Alternative Financial Services industry collects about \$89 billion in fees and interest each year.



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Beware: Debt can drown you.









Check-Cashing Stores



Pros: Likely one in your neighborhood. Open on nights and weekends.

3.5 percent to cash a paycheck-that's more than \$11 on a \$318

every two weeks, that's about \$300 a year in fees or a whole paycheck for some.

Payday Lending, Pawnshops, **Title Lending**



Pros: Open when banks aren't-and where banks aren't. Short-term loans. Fast. Little documentation needed

hundreds of percents. Fees at least as much as the loan amount for 96. percent of users. Miss a payment. and your car will be repossessed or your pawned item sold.



Refund Anticipation

Loans and Checks

Pros: "Unbanked"

taxpayers can get a temporary bank

account for direct

deposit of an IRS tax

a check in the mail.

With loans, you can

get money now, then

repay when your tax

refund-no waiting for

Inhouse Financing



Pros: Convenient-finance a purchase where you buy it. May be your only choice if you have bad credit or no cash. Often, low weekly or monthly payments. cometimes, the interest rates are relatively low.

Cons: A used car financed with a "buy here, pay here loan could ultimately cost you a third more than a traditional car loan. Miss a payment, and your car will be repossessed—at least 25 percent are. With rentto-own purchases, you often pay two to three times the retail price of the item. (That's why 75 percent of customers return an item within four months, never reaching the "owning" stage.)





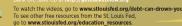
For more info, go to:

Cons: High fees-up to

can have triple-digit

\$50 for one check. Loans



















Pros: An alternative for those who can't get a regular credit or debit card or who don't want to deal with checks or cash.



Cons: Up to 10 different kinds of fees on the average card. Most do not offer online bill pay, free check-loading or other basic features many





Major difference between AFS users and Non-Users



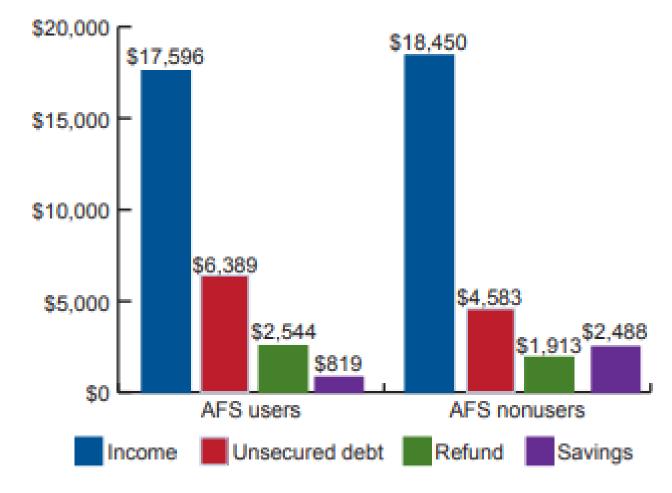




Figure 2. Income, unsecured debt, federal tax refunds, and savings of AFS users and nonusers (N = 7,504; Income n = 7,442). Data are from the baseline Household Financial Survey.

Traditional Banking Services





BANK ON NATIONAL ACCOUNT STANDARDS (2019-2020)

TERMS	STANDARDS		
Core Features			
Transaction Account at Banking Institution	Checking account (including checkless checking); bank- or credit union-offered prepaid		
Point of Sale (POS) Capability	Debit card/prepaid card		
Minimum Opening Deposit and/or Account Balance	\$25 or less		
	If not waivable: \$5 or less		
Monthly Maintenance Fee	If waivable: \$10 or less; offer at least two options to waive fee to free with a single transaction (e.g. direct deposit with no minimum deposit, online bill pay, or debit card purchase)		
Overdraft or Non-Sufficient Funds (NSF) Fees	None, structurally not possible (e.g. via checkless checking)		
Dormancy/Inactivity Fees	None		
Customer Service			
Branch Access	Free and unrestricted		
Telephone Banking	Free and unrestricted (including live customer support)		
Use of In-Network ATM	Free and unrestricted		
Use of Out-of-Network ATM	\$2.50 or less (not including local ATM fee)		
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	Free if available, otherwise at least four free money orders and cashier checks per month		
Check Cashing for Checks Issued by that Institution	Free		
Online and Mobile Banking	Free		
Banking Alerts	Free		
Monthly Statements	Free electronic; \$2 or less for mailed paper		
Insured Deposits	Insured by FDIC or NCUSIF		

https://joinbankon.org/wpcontent/uploads/2018/12/Ba nkOn Standards 2019-2020.pdf



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Florida's Adult and Family Literacy Resource Center

Impact of Low Financial Literacy

- Unstable housing/standard of living
- Increased Food Insecurity (https://www.ncbi.nlm.nih.gov/pmc/articles/PMC4774863/)
- Unprepared for a financial shock such as a medical bill or car repair
- Unable to identify low-quality financial products (such as loans and credit cards) which results in higher payment of fees.
- Unable to plan for future educational, medical or retirement needs

WHO

- Serves students who are receiving basic education/literacy, ESOL or family literacy instruction in Florida. 3,700 students served and counting.
- The purpose is to help adult learners gain the knowledge needed to make informed financial choices.

WHAT

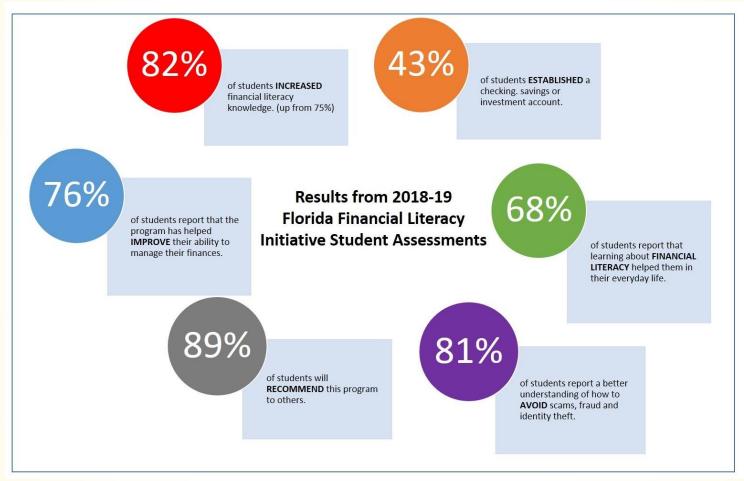
- The Initiative supports the integration of literacy, math and language instruction with financial education.
- Offer a contextualized approach to learning

HOW

- This is the 7th year of the Initiative which is funded annually by Wells Fargo and managed by the Florida Literacy Coalition.
- 8 grants of up to \$5,000 are awarded annually



Florida Financial Literacy Initiative



High Quality Financial Literacy Programs Include

A flexible curriculum that can meet the needs and level of your students.

Meaningful
Community
Collaborations
and
Partnerships

Collaborative
Project-Based
Learning
Activities

Assessing the needs and interests of your students.

Engaging Your Students

What motivates your learners....

We are motivated by things that are: relevant to our lives, engage our curiosity, help us meet our goals and dreams

We are motivated by stories of strength, hard work. Impactful stories activate multiple parts of the brain and help learning occur and engagement occur on multiple levels.

Engaging Your Students

- Personal history and emotions can contribute to financial decisions
- Many of us hold very strong attitudes toward money that affect our spending/saving habits.
- Positive beliefs about self-worth have been found to be positively correlated with financial satisfaction and negatively correlated with overspending and financial worry

Questions to Consider

How was money viewed in your family?

How does your family experience affect

your financial decisions?

Why do I want to buy this item?

How do I make spending decisions?

Does my spending/budgeting approach

help or hurt me?



Learn more about Klonz's Research about Money Scripts

Tips for Developing Financial Literacy Curriculum

- Start with the basics
 - —How to write a budget (2x more likely to be successful at meeting goals)
 - —How to read a paystub
 - —How to write a check/use a debit card
 - Understanding credit cards interest rates
 and account statements



Tips for Improving Financial Literacy

- How to develop an emergency fund
- How to use tax refund (earned income tax credit) to build savings
- Paying yourself first (automatic savings)
- Saving change from each purchase
- Benefits of even small amount savings over time
- Nudging is effective (general suggestions about saving salary or money windfalls)



Tips for Improving Financial Literacy

Help Students to Learn How to Evaluate and Build Credit

- free credit report
 - (https://www.consumer.ftc.gov/articles/0155-free-credit-reports)
- non-profit debt consolidation assistance (https://www.nfcc.org/our-services/credit-debt-counseling/debt-management-plan/)
- using automatic bill pay
- making all minimum payments
- Vantage score provides credit info for renters
- avoiding bank overdrafts

Building Adult Basic Skills at the Grocery Store

Budgeting

Reading charts and graphs

Vocabulary

Basic Math

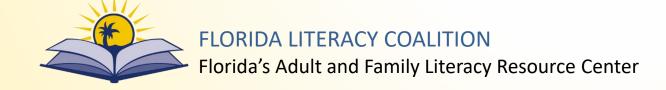
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Calculating Unit Costs

Calculating Percents

Guide to Coupon Lingo

http://www.southernsavers.com/coupon-facts/#coupon-lang



Calculating Unit Cost

	Box 1	Box 2
Serving size	³ / ₄ cup	3/4 cup
Servings per box	10	15
Price	\$2.29	\$3.99
Unit price	\$0.22 per serving	\$0.26 per serving

Frozen green beans \$0.94 12 ounces \$0.94 / 12 \$0.08 Canned green beans \$0.89 14.5 ounces \$0.89 / 14.5 \$0.06 Fresh green beans \$2.16 1 pound (16 ounces) \$2.16 / 16 \$0.13		Price	Package Size	Equation	Price per ounce
	Frozen green beans	\$0.94	12 ounces	\$0.94 / 12	\$0.08
Fresh green heans \$2.1/ 1 pound (16 ounces) \$2.1/ / 16 \$0.12	Canned green beans	\$0.89	14.5 ounces	\$0.89 / 14.5	\$0.06
11con green beans (2.14 1 pound (10 bunces) (2.14 / 10 (0.15)	Fresh green beans	\$2.14	1 pound (16 ounces)	\$2.14 / 16	\$0.13

Calculating Unit Cost

For a free video lesson visit https://connect.extension.iastate.edu/bestdeal/



Calculating Food Costs for Healthy Foods

- Stove Top is \$0.38 per half-cup serving
- Sweet potato is \$0.31 per half-cup serving



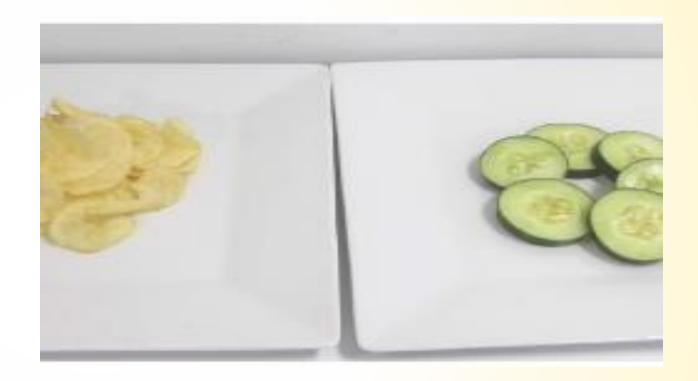
Calculating Food Costs for Healthy Foods

M&Ms \$0.75 per serving Grapes \$0.46 per serving



Calculating Food Costs for Healthy Foods

Potato chip serving \$0.27
Cucumber \$0.14



Numeracy and Financial Literacy

Say you buy \$2,000 of new furniture on an offer for 48 months same as cash

- The APR is 29.99%
- On month 36, you get a little forgetful and send in the payment one day late.
- What is the interest fee on your next payment??











LIVING ROOMS

BEDROOMS

DINING ROOMS

MATTRESS

OFFICE

RUGS/DÉCOR

ISOFA



LEATHER



CONTINUE WITH ONLINE APPLICATION

Please note that online finance offers may be different from advertised credit promotions available in showrooms.

NO INTEREST UNTIL NOVEMBER 2022*

On purchases priced at \$499.99 and up made with your Rooms To Go credit card through 10/1/18. Equal Monthly Payments Required until November 2022.* Monthly payments shown are only applicable with this special financing offer.

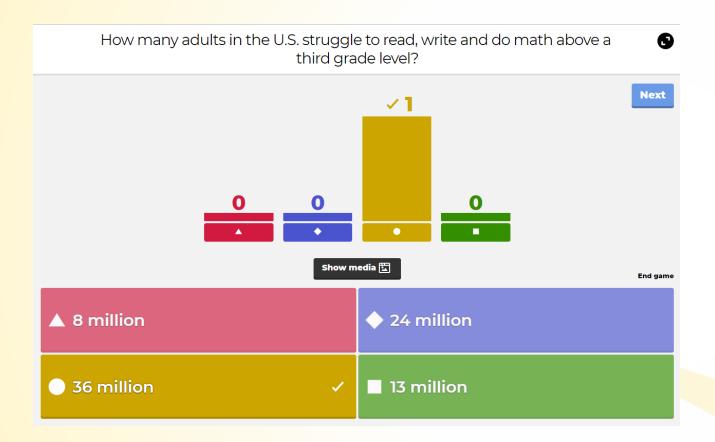
Rooms To Go requires a down payment equal to sales tax and delivery. Click here for details.

Click for Credit Te

Numeracy and Financial Literacy

- Car Loan Project
 https://www.econedlink.org/resources/car-loan-project/
- How expensive are Pay Day Loans Lesson –
 https://www.econedlink.org/resources/how-expensive-are-payday-loans/
- Piggy Bank Challenge or 52 Week Money Challenge
 https://www.lgfcu.org/sites/default/files/docs/52week_challenge.pdf

Make it Fun!



Banking	Spending Plans	Expenses	Personal Finance	Hodge Podge
100	100	100	100	100
200	200	200	200	200
300	300	300	300	300
400	400	400	400	400
500	500	500 Team 1	500	500

Project-based Learning Activity Idea: Have students develop informational games to present to other students or the community.



Project-Based Learning

Project-based Learning

- Collaborative approach to teaching in which learners are placed in realistic situations that
 require students to actively use the skills and information they have gained in the classroom
 to accomplish the project goals.
- This type of learning helps students to acquire a deeper understanding of topic.
- The best projects are those that have an impact outside of the classroom so students feel that their efforts are making a difference for others.

Project-Based Learning

- Improves student confidence
- Provides the opportunity to practice skills, problem-solving, and communication in a safe environment.
- Increases personal and professional success
- Illustrates connection between the classroom and real life. experiences.
- Provides the instructor with feedback on the effectiveness of lesson plans.
- Meets the needs of learners with varying skill levels and learning styles.



"Doing a Project" vs. Project Based Learning

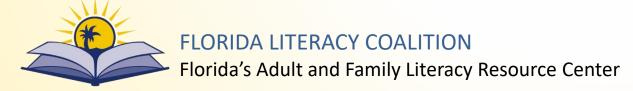






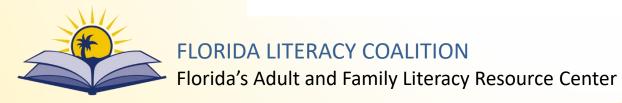


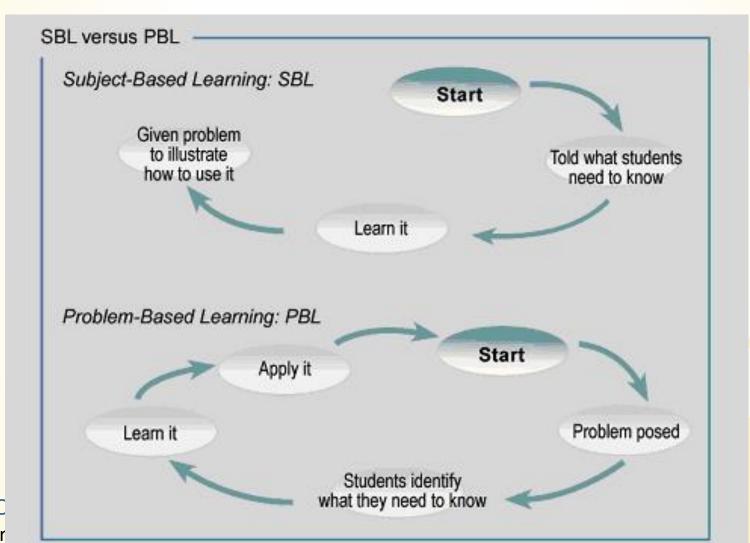




Difference between a dessert and main course project

DESSERT "DOING A PROJECT"	MAIN COURSE PROJECT BASED LEARNING
An add-on to the traditional instruction; at the end (or alongside) of the unit	Instruction integrated into the project (The project is the unit!)
Follows direction of the teacher	Driven by student inquiry
Focused on product	Focused on product and process
Often unrelated to standards and skills	Aligned to academic standards and success skills
Can be completed alone and/or at home	Involves collaboration with students and in-class guidance from teacher
Remains within the school world	Has a real-world context and application
End result of project displayed in the classroom	Results of project shared beyond the classroom with a public audience







Examples of PBL

- Host a Financial Reality Fair
 - Experiential learning activity where students apply the financial literacy information and skills gained in class. Students visit different booths to obtain needed services and budget for what they can afford based on their assigned income.
 - Invite community partners to host information booths that give students the opportunity to sign-up for bank accounts, choose health care policies, apply for a job, find affordable housing and budget for other needs including utilities, groceries, daycare, cell phones, etc.
 - http://www.mcun.coop/wp-content/uploads/2017/02/MCU RealityFair Toolkit.pdf

Innovative Project-Based Learning Activities

Design and Run a Community Store

- Survey student needs
- Develop a framework for how the Boutique will operate
- Collect donations
- Determine how students will get money. Have them set up a financial plan and budget for purchasing items.
- Have coupons or sale items. These coupons offered a % discount, a great way to reinforce numeracy skills.
- Have students stock and operate the store.

https://padlet.com/nicole_laine/villageboutique2017







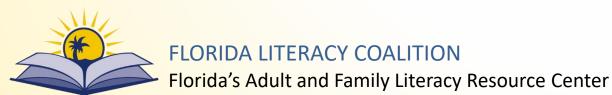
Other Examples of PBL

- Develop strategies to reduce poverty in your community
- Develop a community bank to meet the needs of their specific community. How would it be different from a traditional bank?
- Develop a classroom business. The Peace River Center started a t-shirt business and printed and sold their shirts.



Examples of PBL

- Group Research Projects
 - Assign students a research project on a financial literacy topic and encourage them to create an educational product (poster, handout, brochure, video, website) to educate others.
 - Topic Example: Fraud Prevention
 http://www.myfloridacfo.com/division/consumers/
 PurchasingInsurance/ConsumerAlert.htm
- Develop a podcast, video, presentations, posters, brochures, etc.





Curriculum & Resources





Practitioner Resources

The free and engaging Hands on Banking® program offers non-commercial resources and instructor guides with lessons and activities that will help you teach valuable financial skills.

Banking

The guides below will help you teach your audience about Banking. Use the Glossary to become familiar with all financial terms.



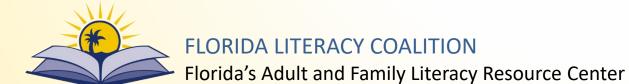
About Financial Institutions



Checking Accounts



Savings Accounts



Curriculum & Resources





www.fdic.gov/moneysmart





www.mymoney.gov

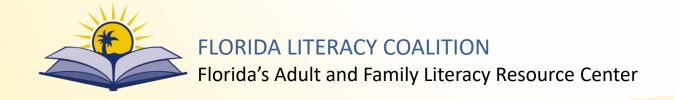




https://www.consumerfinance.gov/practitioner-resources/adult-financial-education/



http://sfyl.ifas.ufl.edu/

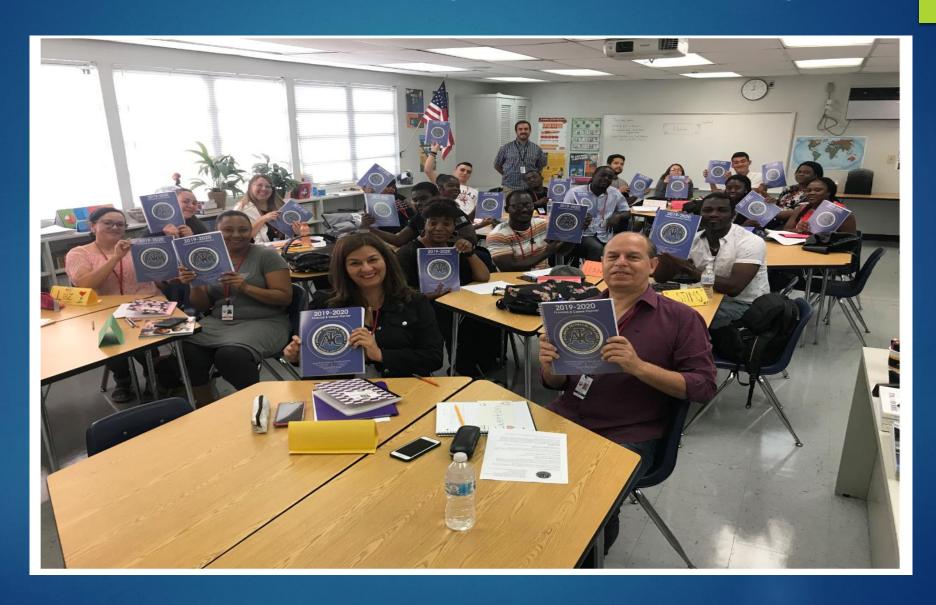




FLC RESOURCES FOR FINANCIAL LITERACY INSTRUCTION



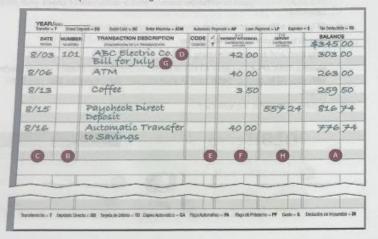
Financial Planners Using Hands on Banking



Basics of Banking Services

How to Use Your Transaction Register Activity

Here is a sample transaction register.



- A. This column is used to calculate the current balance in the account by adding each deposit and subtracting each withdrawal.
- B. This is the number of the check.
- C. This column is used to record the date the check was written, or the transaction was.
- D. This is the name of the payee, that is the person or company who was paid.
- E. Once a month, you'll use this column to check off each transaction that appears on your monthly account statement. This will help you to ensure that your records and the bank's records match.
- F. This is the amount of the check or transaction
- G. Use this line to briefly describe the transaction. This can be a helpful reminder of what you purchased or why you received funds.
- H. This is the amount of your deposit.



Don't forget to record all of your transactions, not just checks. Be sure to include:

- Deposits
- · ATM withdrawals
- Electronic funds transfers
 Interest payments
- Debit card purchases
- Bank fees



A public service provided by



Adults' Version

-

3

1

3

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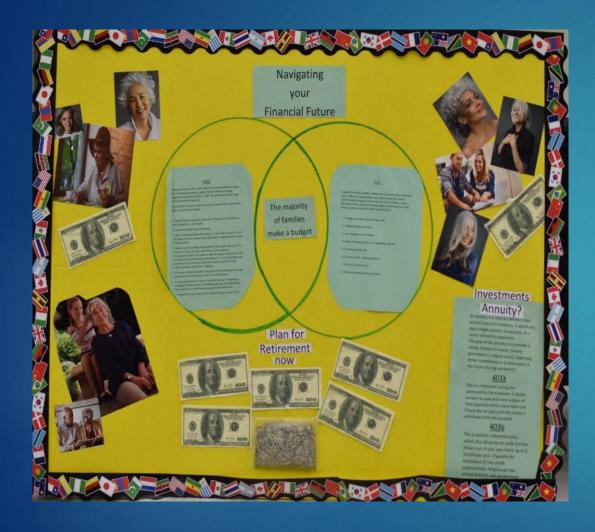
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Protect Yourself Financially

HANDS ON BANKING® - ADULTS - VERSION 5.1

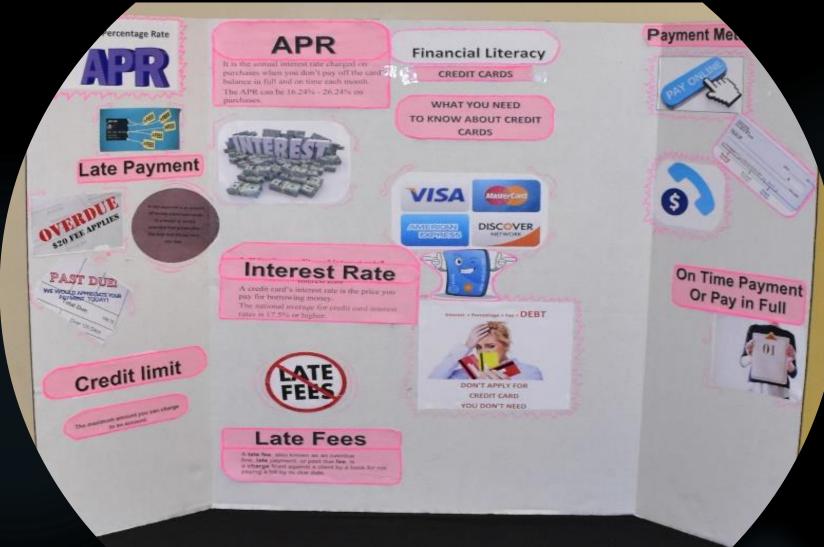
The Hands on Banking® program is a free public service provided by Wells Fargo G2003, 2019 Wells Fargo Bank, N.A. All rights reserved. Member FDIC

Financial Reality Fair – Montana's Credit Unions



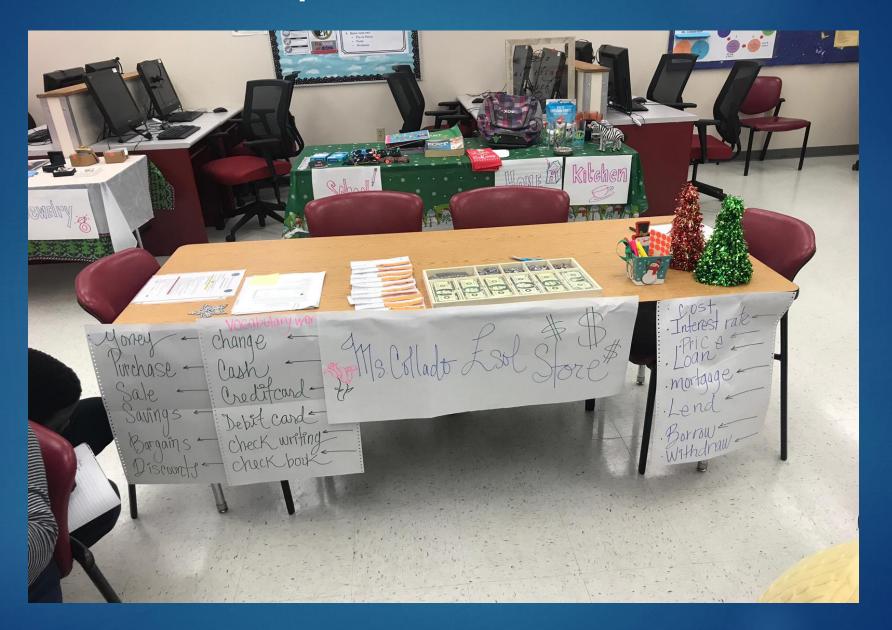


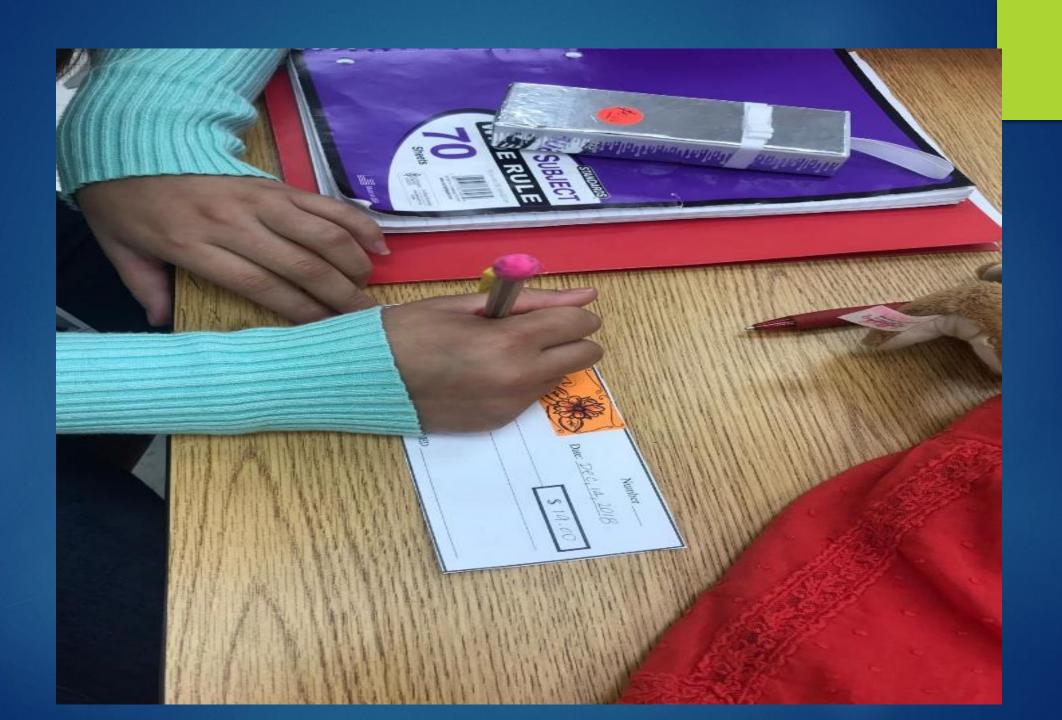
Using Money SKILL Curriculum





Teacher Boutique







Teaching Financial Literacy Remotely

