Bank Your Future









What does money mean to you?



What we'll Learn...

- How do you effectively create a budget and plan for money-saving and spending?
- What is a paycheck and how do you read your earning statement?
- How do you determine cost of living independently and how can you manage it responsibly?
- What other options are available to help pay for further education?
- How does earning interest impact the growth of your savings over time?

How we'll do it...

- Seize the opportunity!
- Be engaged. Ask questions and participate in discussions.
- Respect each others thoughts.
- Use the workbook. Take notes and complete activities.
- Have fun!



What is a Budget?

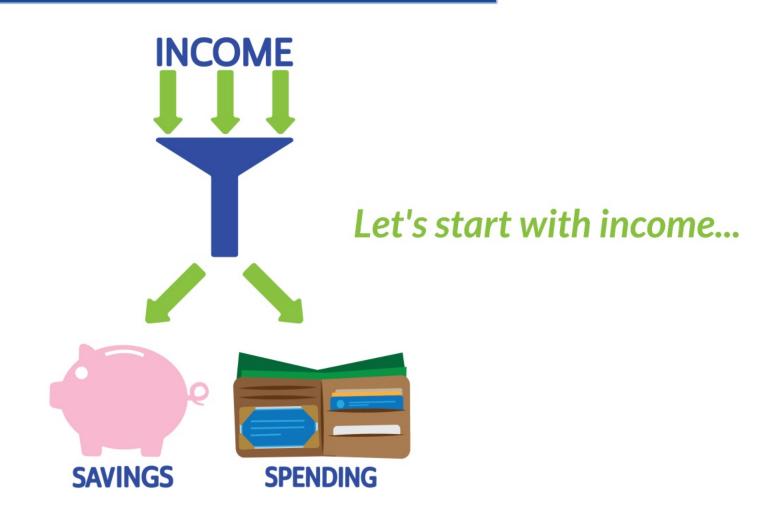


What is a Budget?



- It's a record of your income, expenses & savings.
- It's a plan for how to spend and save your money.
- It's a good idea to have one in place, no matter how much you make.

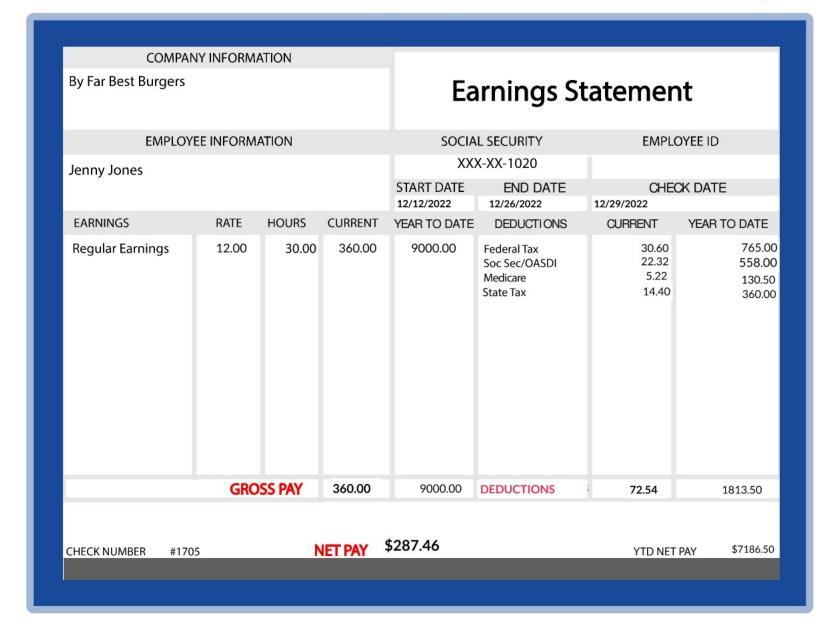
Budget Components



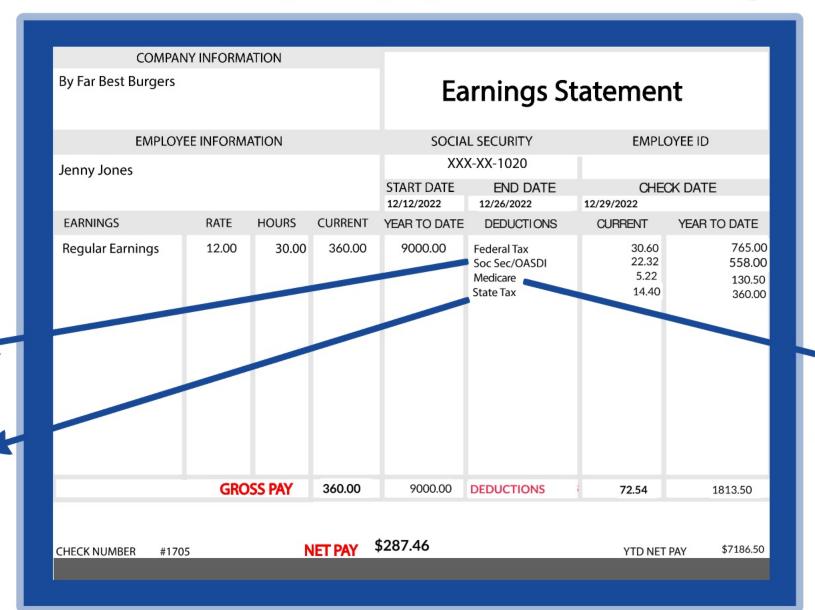
Have you ever taken a close look at an earnings statement?



What comes out of your paycheck before it gets to you?



What comes out of your paycheck before it gets to you?



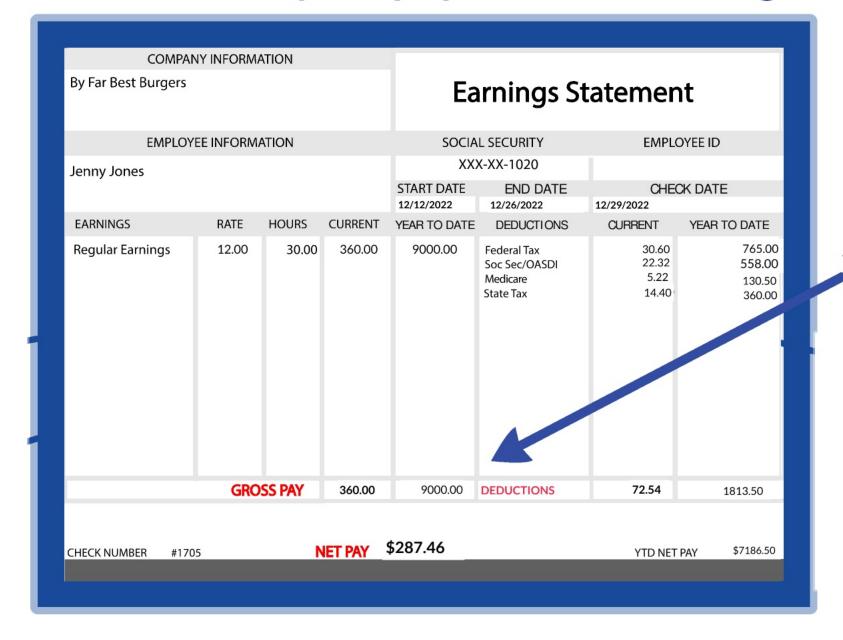
Ranges from 4 10-37%

Ranges from 0-13% depending on location

Social Security = 6.20% Medicare = 1.45%

Total = 7.65%

What comes out of your paycheck before it gets to you?





Gross Pay Deductions
= Net Pay

Employer Payment Methods

Payment Method	Fees?	Access to funds	Flexibility	
Direct Deposit Goes right into your checking or savings account	No	Immediate	Yes ATM Debit Card Transfer \$ to savings	
Check Receive a payroll check which you can then deposit into your checking or savings account	No	Next day after deposit	Yes • ATM • Debit Card • Transfer \$ to savings	
Payroll Card Loaded directly onto a payroll card issued by VISA or Mastercard	Yes, fees for: • ATM use • Balance inquiries • Maintenance fee for lack of use	Immediate	 Limited ATM (with fees) Debit card No \$ transfers to checking or savings 	

Employer Payment Methods

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Direct Deposit Goes right into your checking or savings account	No	Immediate	Yes ATM Debit Card Transfer \$ to savings
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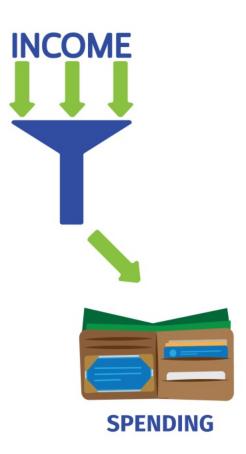


savings

Budget Components

Let's talk expenses...

What do you spend your money on now?
How much do you spend each week?

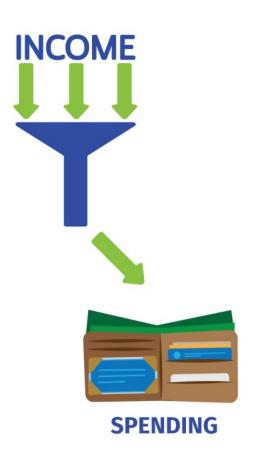


Budget Components

Let's talk expenses...

What do you spend your money on now?
How much do you spend each week?

The best way to know is to track your expenses!



	Expense tracking worksheet					
Day	Food (coffee, fast food, corner store, groceries)	Transportation (gas, bus tickets)	Personal Expenses (cell phone, clothing, personal products, salon services, other)	Fun (movies, sporting events, music, concerts, hobbies)	Totals	
	Enter the dollar amount you spent each day in each category.					
	Use approximate amounts if you don't have receipts.					
S						
М						
Т						
W						
TH						
F						
S						
Total						
	Do this for four weeks and you will have an estimate of what you spend					
	on a monthly basis.					

Expense tracking worksheet						
Day	Food (coffee, fast food, corner store, groceries)	Transportation (gas, bus tickets)	Personal Expenses (cell phone, clothing, personal products, salon services, other)	Fun (movies, sporting events, music, concerts, hobbies)	Totals	
	Enter the dollar amount you spent each day in each category.					
s	I		ounts if you don't have	13-mini golf	\$33	
		20 - gas		13-Mirii gun		
М	4 - coffee		15 - CVS		\$19	
Т	12 - tacos				\$12	
W				10 - spotify	\$10	
TH	5 - snacks		27 - target		\$32	
F	7 - pizza	II - uber			\$18	
S	3 - snacks	9 - uber		20 - movie	\$32	
Total	\$31	\$40	\$42	\$43	\$156	
Do this for four weeks and you will have an estimate of what you spend						

Do this for four weeks and you will have an estimate of what you spend on a monthly basis.

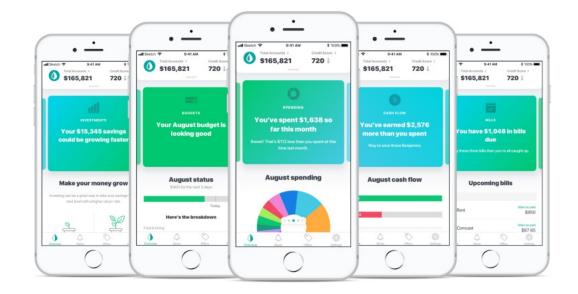
Want another way to track your budget?



Budgeting apps are another great tool...

Budgeting Apps

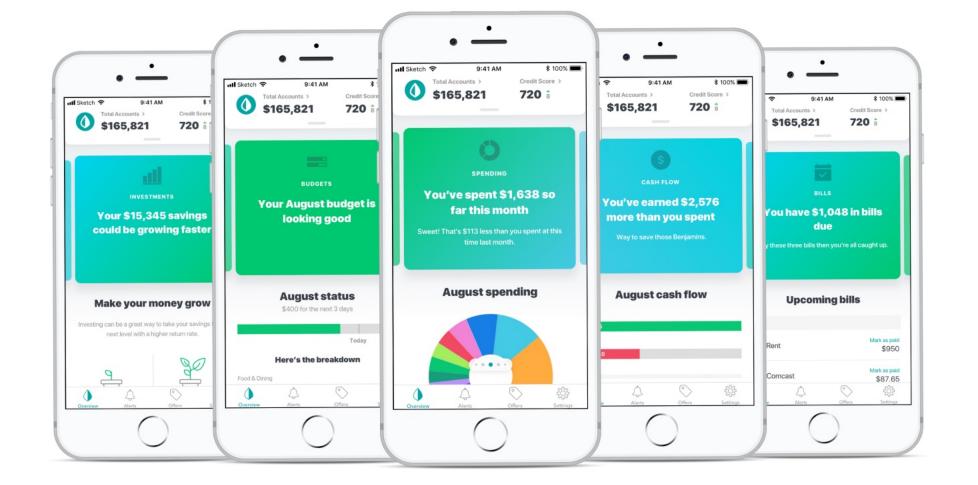
- There are also lots of great budgeting apps that exist and many are free!
- Some connect to your bank account, some help you save goals, and each has different features.
- Find an app that works for you!



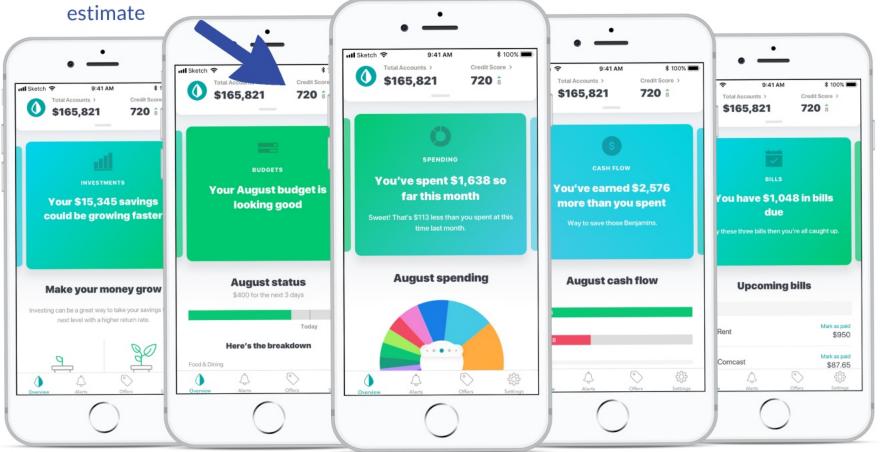




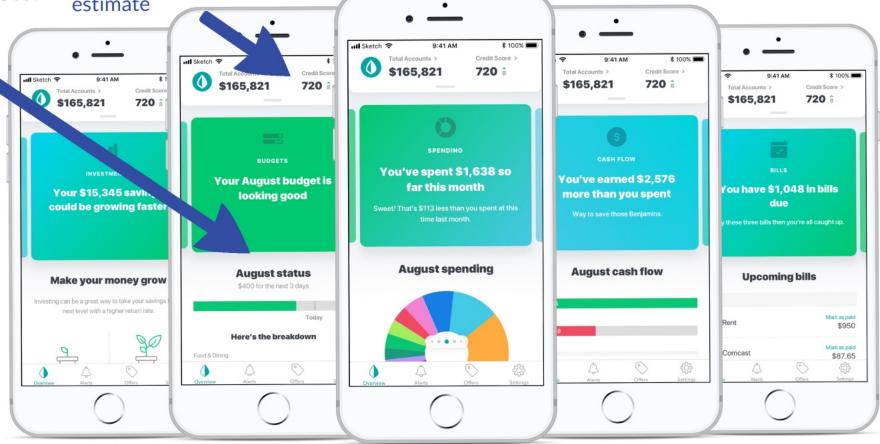




shows you your credit score



shows you your budget status for the month shows you your credit score estimate



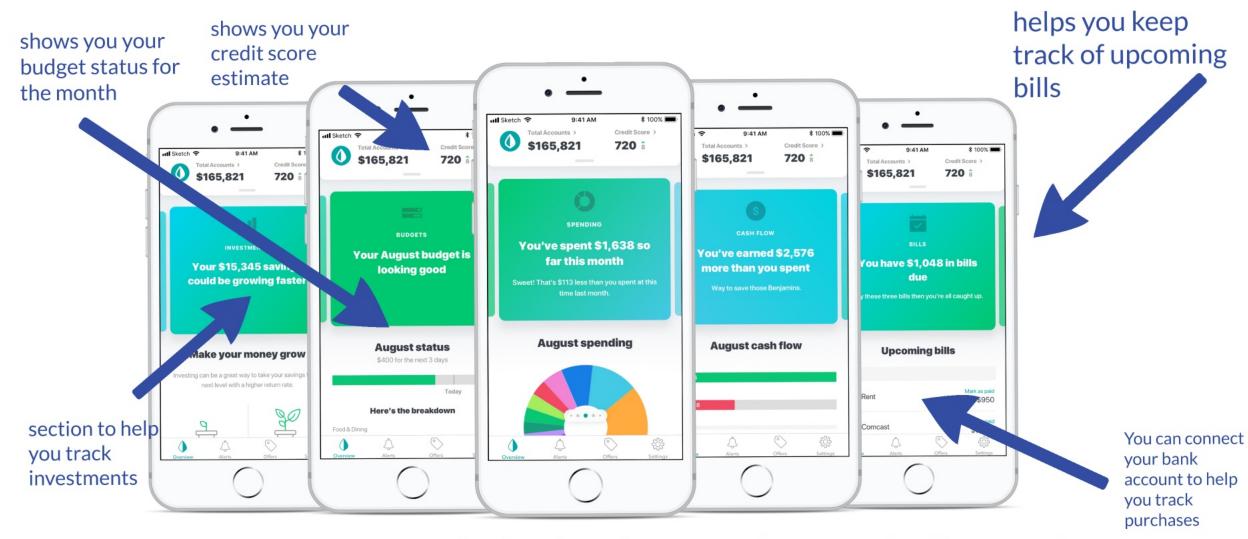
shows you your shows you your credit score budget status for estimate the month utl Sketch 중 \$ 100% ■ Credit Score > all Sketch 🗢 Total Accounts > \$165,821 720 8 Credit Score > \$165,821 720 8 \$165,821 720 8 Credit Score > Total Accounts > \$165,821 \$165,821 720 ŝ 720 â You've spent \$1,638 so You've earned \$2,576 Your August budget is far this month You have \$1,048 in bills Your \$15,345 savin. more than you spent looking good due could be growing faster **August spending August cash flow August status Upcoming bills** Make your money grow \$400 for the next 3 days ting can be a great way to take your saving next level with a higher return rate. Mark as paid \$950 Here's the breakdown Mark as paid section to help Comcast Food & Dining \$87.65 you track investments

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purchases



Check out features of a budgeting app that works for you!

Needs vs. Wants



Which of your expenses are needs and which are wants?

Consider these spending choices. Are they needs or wants?

- Fast Food
- Car Insurance
- Backpack
- Jordans
- Cell Phone
- Donations to Charity

- Designer Clothes
- Shoes for Work
- Prescription Eyeglasses
- Manicure
- Uber and Lyft
- Other Examples?



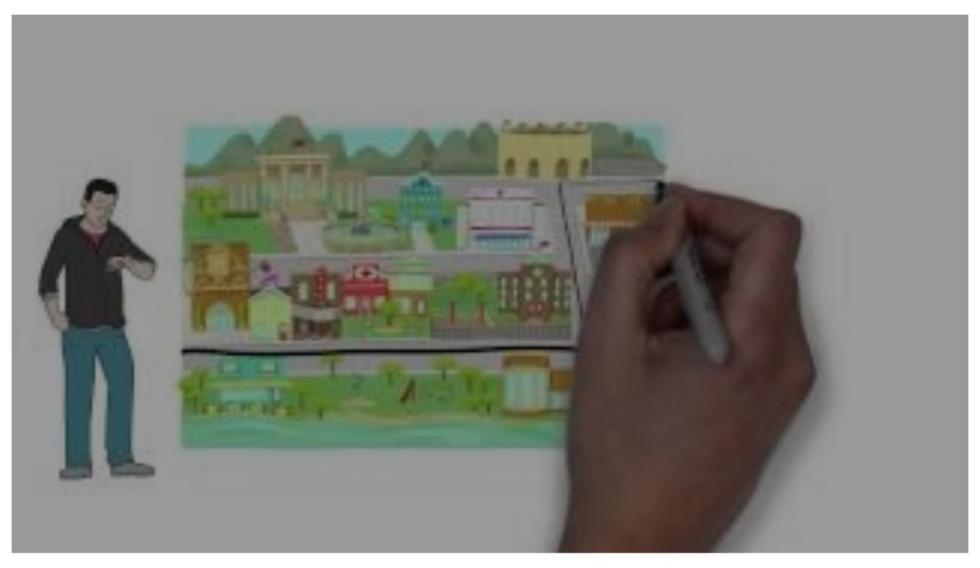


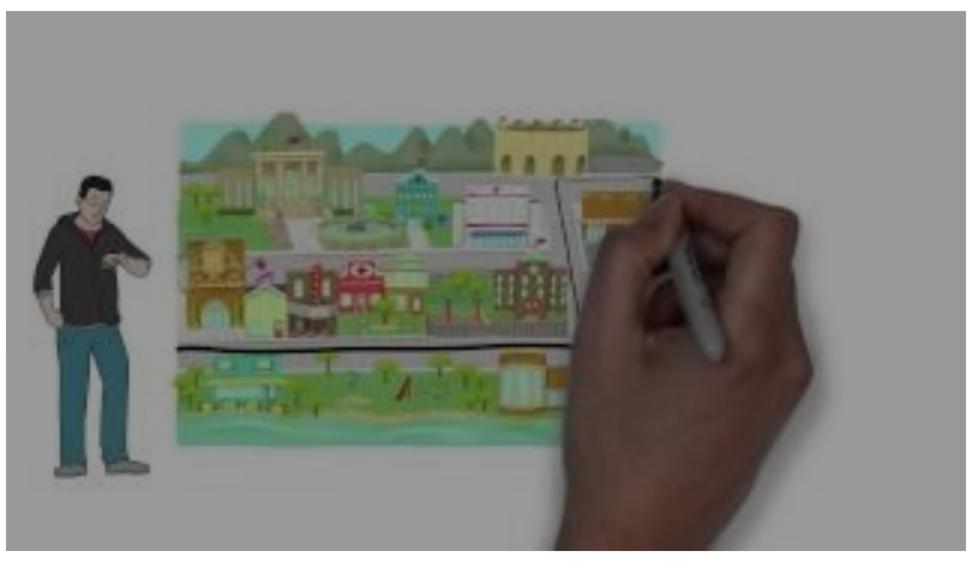




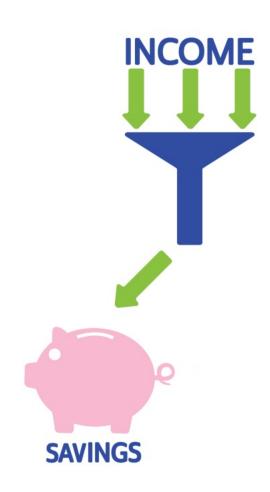


Video





Budget Components



What are you saving for right now?

What are the top three categories that Gen Z spends their money on?



What are the top three categories that Gen Z spends their money on?



- Electronics and technology
- Health and Wellness
- Clothing and Fashion

The Basics of Saving

What types of things will you be saving for in the future?

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What types of things will you be saving for in the future?

- Education
- Emergency Fund
- Short Term Goals
- Long Term Goals
- Retirement



- Education
- Emergency Fund
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- Long Term Goals
- Retirement

- Education: college, grad school, etc.
- Emergency Fund
- Short Term Goals
- Long Term Goals
- Retirement

- Education : college, grad school, etc.
- Emergency Fund : medical bills, car repairs
- Short Term Goals
- Long Term Goals
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- Education : college, grad school, etc.
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How will you accomplish that?

The Basics of Saving

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- Education : college, grad school, etc.
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- Retirement :money to live on after you stop working



How will you accomplish that?



PAY YOURSELF FIRST! Don't plan to save only what you have left over. Decide how much you need to save and put that aside **before** spending on other

expenses.

Now that we understand the components of a budget, how do we put it all together?



Anatomy of a Budget

Income	Gross Paycheck	\$360 x 2 (2 times a month)	\$720
	Other	Additional Income	\$60
	Taxes		-\$145
		\$635	
	Fixed	Cell Phone	\$50
		Car Payment & Insurance	\$150
		Total Fixed Expenses	\$200
		Restaurants/Snacks	\$75
	Expenses Variable	Entertainment	\$60
Expenses		Shopping	\$100
		Bus Fare or Gas & Upkeep	\$50
		Other	\$50
		Total Variable Expenses	\$335
		Total Expenses	\$535
Surplus	Potential Savings		\$100

Anatomy of a Budget

	Gross Paycheck	\$360 x 2 (2 times a month)	\$720	*
Income Other	Additional Income	\$60	10	
Taxes			-\$145	*3
		Net Pay	\$635	
Savings	Monthly Savings		\$100	4
		Cell Phone	\$50	
	Fixed	Car Payment & Insurance	\$200	Pav
		Total Fixed Expenses	\$190	Pay yourself first!
		Restaurants/Snacks	\$75	yourself
Evponsos	Expenses	Entertainment	\$60	first!
Expenses		Shopping	\$100	, ii oc.
Variable	Bus Fare or Gas & Upkeep	\$50		
		Other	\$50	
	Total Variable Expenses	\$335		
		Total Expenses	\$535	

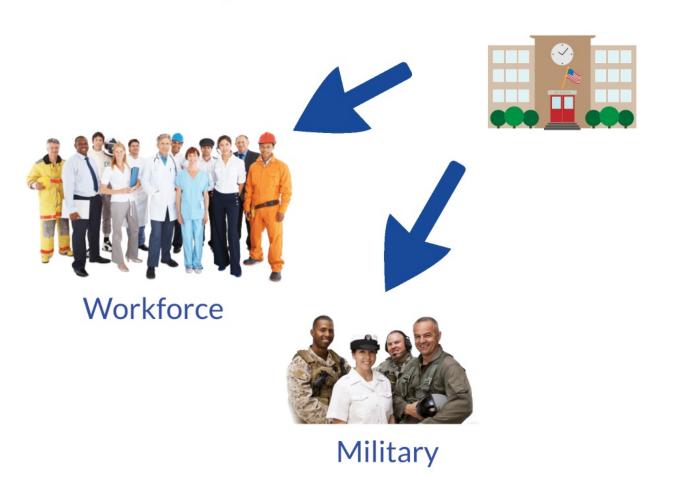
Let's talk a bit more about income. That's where all budgets start.

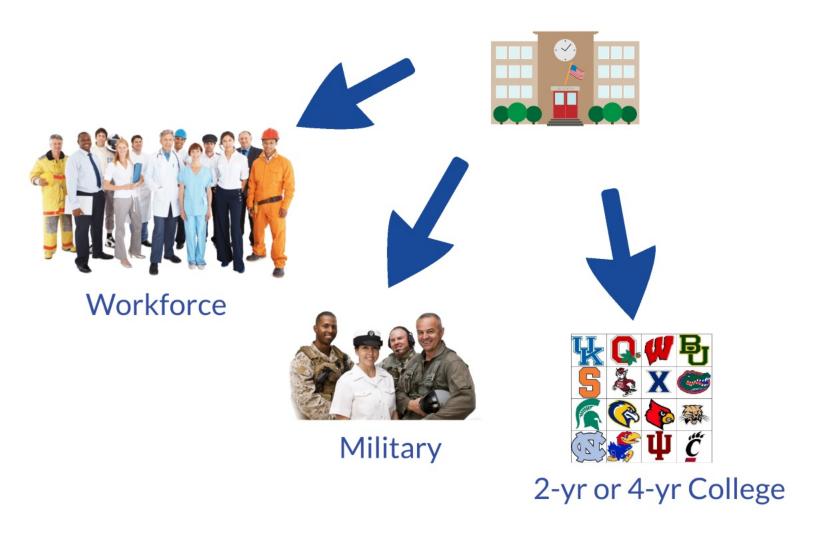


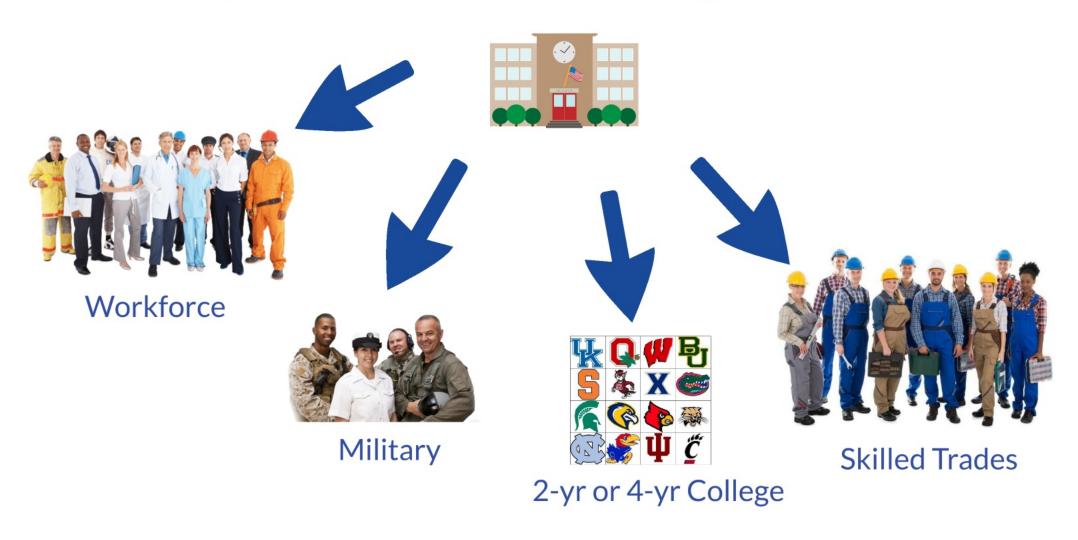


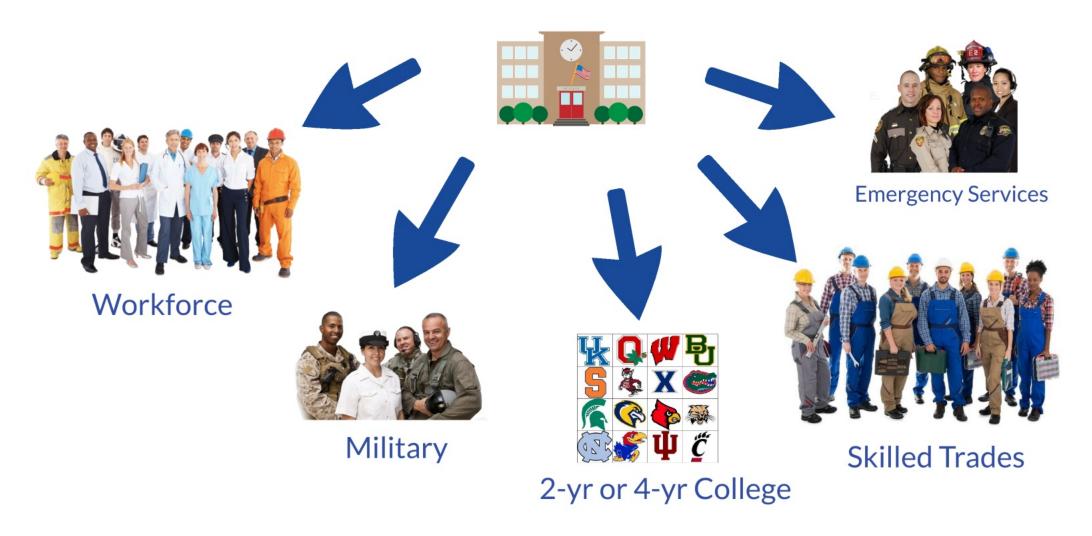


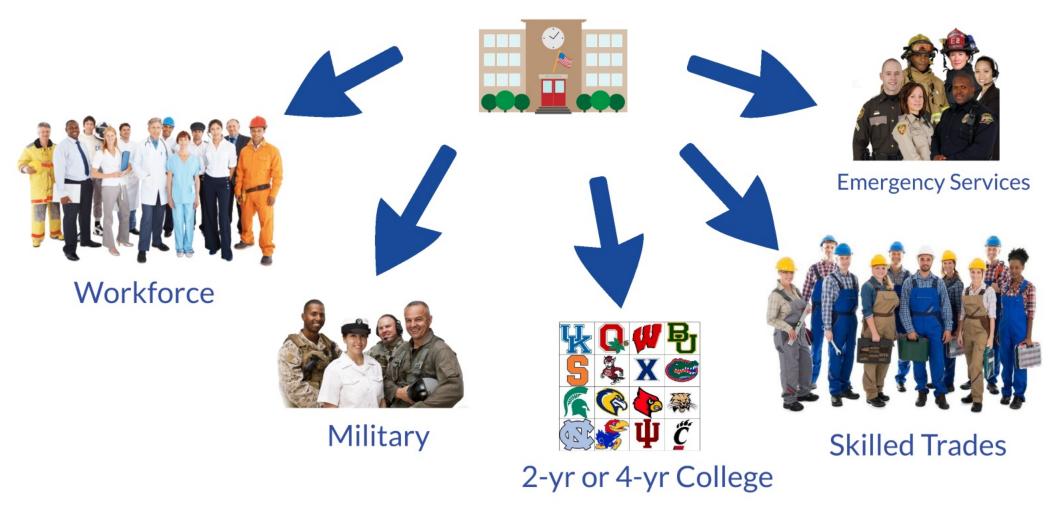












Let's take a look at the average incomes for these paths.



Path	Average Income
Enter the workforce	?
Food Preparation and Serving-related Occupations	?
Production Occupation	?
Healthcare Support	?
2 Yr Assoc. Degree (Avg)	?
Business and Financial Operations Occupations	?
Healthcare Support Occupations	?

Path	Average Income
4 Yr Bach Degree (Avg)	?
Communications	?
Health Professions	?
Business	?
Engineering	?
Apprenticeship in the skilled trades	?
Military - Army	? Including your cost of living



Path	Average Income
Enter the workforce	\$27,404
Food Preparation and Serving-related Occupations	\$22,037
Production Occupation	\$27,098
Healthcare Support	\$25,604
2 Yr Assoc. Degree (Avg)	?
Business and Financial Operations Occupations	?
Healthcare Support Occupations	?

Path	Average Income
4 Yr Bach Degree (Avg)	?
Communications	?
Health Professions	?
Business	?
Engineering	?
Apprenticeship in the skilled trades	?
Military - Army	? Including your cost of living



Path	Average Income
Enter the workforce	\$27,404
Food Preparation and Serving-related Occupations	\$22,037
Production Occupation	\$27,098
Healthcare Support	\$25,604
2 Yr Assoc. Degree (Avg)	\$48,263
Business and Financial Operations Occupations	\$36,377
Healthcare Support Occupations	\$33,231

Path	Average Income
4 Yr Bach Degree (Avg)	?
Communications	?
Health Professions	?
Business	?
Engineering	?
Apprenticeship in the skilled trades	?
Military - Army	? Including your cost of living



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Enter the workforce	\$27,404
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Healthcare Support Occupations	\$33,231

Path	Average Income
4 Yr Bach Degree (Avg)	\$58,862
Communications	\$43,919
Health Professions	\$54,133
Business	\$57,186
Engineering	\$71,516
Apprenticeship in the skilled trades	?
Military - Army	? Including your cost of living



Path	Average Income
Enter the workforce	\$27,404
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Military - Army	\$45,571 Including your cost of living

4 Year College	Public, in-state UW-Milwaukee	Private, non-profit Marquette University
Tuition, fees, and books		
Room & Board (on campus)		
Total		
Average NET PRICE (after grants & scholarships)		
0 V	Public, in-state	Public, in-state
2 Year College	MATC	UWM at Waukesha
2 Year College Tuition, fees, and books		The state of the s
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Tuition, fees, and books		The state of the s

4 Year College	Public, in-state UW-Milwaukee	Private, non-profit Marquette University
Tuition, fees, and books	\$10,400	
Room & Board (on campus)	\$14,300	
Total	\$24,700	
Average NET PRICE (after grants & scholarships)	\$16,500	
	Public, in-state	Public, in-state
2 Year College	MATC	UWM at Waukesha
2 Year College Tuition, fees, and books		
Tuition, fees, and books		

4 Year College	Public, in-state UW-Milwaukee	Private, non-profit <i>Marquette University</i>
Tuition, fees, and books	\$10,400	\$46,600
Room & Board (on campus)	\$14,300	\$17,000
Total	\$24,700	\$63,600
Average NET PRICE (after grants & scholarships)	\$16,500	\$33,100
2 Year College	Public, in-state MATC	Public, in-state UWM at Waukesha
Tuition, fees, and books		
Room & Board (off campus)		
Total		
Average NET PRICE (after grants & scholarships)		

4 Year College	Public, in-state UW-Milwaukee	Private, non-profit Marquette University
Tuition, fees, and books	\$10,400	\$46,600
Room & Board (on campus)	\$14,300	\$17,000
Total	\$24,700	\$63,600
Average NET PRICE (after grants & scholarships)	\$16,500	\$33,100
2 Year College	Public, in-state MATC	Public, in-state UWM at Waukesha
Tuition, fees, and books	\$7,400	
Room & Board (off campus)	\$13,600	
Total	\$21,000	
Average NET PRICE (after grants & scholarships)	\$9,300	

4 Year College	Public, in-state UW-Milwaukee	Private, non-profit Marquette University
Tuition, fees, and books	\$10,400	\$46,600
Room & Board (on campus)	\$14,300	\$17,000
Total	\$24,700	\$63,600
Average NET PRICE (after grants & scholarships)	\$16,500	\$33,100
2 Year College	Public, in-state MATC	Public, in-state UWM at Waukesha
Tuition, fees, and books	\$7,400	\$5,200
Room & Board (off campus)	\$13,600	N/A
Total	\$21,000	\$5,200
Average NET PRICE (after grants & scholarships)	\$9,300	varies

If you decide to go to college, where does the money come from?

If you decide to go to college, where does the money come from?

- Your own savings
- Gifts from others (friends or family)
- Part-time work & work study
- Financial aid & loans
- Scholarships & grants

How much free financial aid is unclaimed by students who do not file the FAFSA?

How much free financial aid is unclaimed by students who do not file the FAFSA?



A. \$3.7 Billion



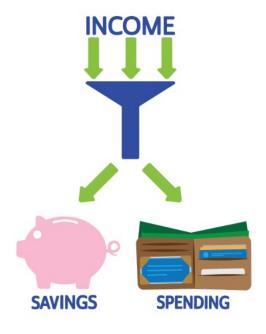


Free Application for Federal Student Aid

- You MUST complete FAFSA to qualify for financial aid.
 Don't miss the application deadline!
- It's **FREE** to apply. You never need to pay a person or service to submit your application.
- Talk to your guidance counselors at your school. Talk to your parents. Get all your documents together.
- Reapply every year that you are in school! Don't forget to reapply for scholarships, too!
 End Part 1

Next Up: Saving & Spending

Let's fast forward to age 22. How will you save and spend your income?



How much does it cost to live on your own for a month?



How much does it cost to live on your own for a month?

Average monthly spending for one person is \$3,505.

That equates to an annual NET salary of \$42,000. (US Bureau of Statistics, 2022)

What types of expenses will you have once on your own?

What types of expenses will you have once on your own?





























Budgeting Activity

How will you save & spend your income?

My Spending Plan

Surplus or Deficit?

Building Your Budget at Age 22 How will I spend what's left after saving for my financial goals? The first step in creating financial success is to create a budget. The table below lists the primary budget categories you need to plan for. The middle column details what the It's a simple process where you take your income and map out how you will average person spends per month in this category. It is based off of the average spending of an individual SAVE it and SPEND it. under age 25 with an annual salary between \$30,000 and \$39,999, before taxes. Use it as a guide to set your STEP ONE: INCOME amount, but note that the total average spending is more than your net pay. What's your monthly net pay? Annual Income Monthly Income Net Pay Your career is off to a That's \$3,000 gross pay **Spending Categories** Average Spending for 1 Person \$2300 great start. You make each month. You pay \$700 Food \$36,000 per year. in taxes, so net pay = \$1074 Housing STEP 2: SAVING Transportation \$621 What future needs and wants do you want to save for? Review the table below for ideas. Health Care \$200 Saving Goals Categories Suggested Amount to Save Entertainment \$125 Emergency fund \$150/mo gets you \$1800 in 12 months \$40 and Services New car in a few years \$100/mo. for 3 years gets you \$3600 Miscellaneous \$60 \$50/mo. gets you \$600 in 12 months New furniture \$35 Charitable Donations \$150/mo. gets you \$18,000 in 10 years Down payment for a house in ten years TOTAL \$2600 In the table below, write down the goals you want to save for and how much you will save each month. Amount I Will Save Step 4: BALANCING YOUR BUDGET My Saving Goals Do you have a surplus or a deficit? Ideally, you want a balanced budget where the answer is \$0! (minimum of \$150 in total) \$2300 How did you handle your surplus or deficit? Why is it important to set savings goals? Monthly Savings Goal Total How can you apply budgeting today as a high school student?

Building Your Budget at Age 22

The first step in creating financial success is to create a budget.

It's a simple process where you take your income and map out how you will

SAVE it and SPEND it.

STEP ONE: INCOME

What's your monthly net pay?

Annual Income

Your career is off to a great start. You make \$36,000 per year.

Monthly Income

That's \$3,000 gross pay each month. You pay \$700 in taxes, so net pay =

Net Pay

\$2300

STEP 2: SAVING

What future needs and wants do you want to save for? Review the table below for ideas.

great start. You make \$36,000 per year. each month. You pay \$700 in taxes, so net pay =

\$2300

STEP 2: SAVING

What future needs and wants do you want to save for? Review the table below for ideas.

Saving Goals Categories

Emergency fund

New car in a few years

New furniture

Down payment for a house in ten years

Suggested Amount to Save

\$150/mo gets you \$1800 in 12 months

\$100/mo. for 3 years gets you \$3600

\$50/mo. gets you \$600 in 12 months

\$150/mo. gets you \$18,000 in 10 years

In the table below, write down the goals you want to save for and how much you will save each month.

My Saving Goals

Amount I Will Save (minimum of \$150 in total)

\$

Monthly Savings Goal Total

\$

Food

Housing

Transportation

Health Care

Entertainment

Personal Care Products and Services

Miscellaneous

Charitable Donations

Step 4: BALANCING YOUR BU

Do you have a surplus or a de

Net Pay \$2300

How did you handle your s

Why is it important to set s

How can you apply budget

udget. how you will

Net Pay

2300

t to Save

in 12 months

ts you \$3600

n 12 months

00 in 10 years

e each month.

STEP 3: SPENDING

How will I spend what's left after saving for my financial goals?

The table below lists the primary budget categories you need to plan for. *The middle column details what the average person spends per month in this category.* It is based off of the average spending of an individual under age 25 with an annual salary between \$30,000 and \$39,999, before taxes. Use it as a guide to set your amount, but note that the total average spending is more than your net pay.

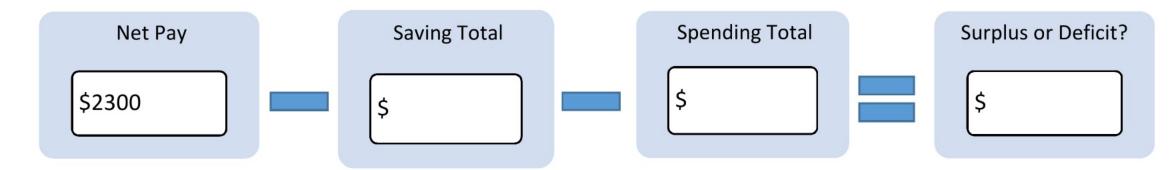
Spending Categories	Average Spending for 1 Person	My Spending Plan
Food	\$445	\$
Housing	\$1074	\$
Transportation	\$621	\$
Health Care	\$200	\$200
Entertainment	\$125	\$
Personal Care Products and Services	\$40	\$
Miscellaneous	\$60	\$
Charitable Donations	\$35	\$
TOTAL	\$2600	\$

Save Step 4: BALANCING YOUR BUDGET

TOTAL \$2600 \$

Step 4: BALANCING YOUR BUDGET

Do you have a surplus or a deficit? Ideally, you want a balanced budget where the answer is \$0!



How did you handle your surplus or deficit?

Why is it important to set savings goals?

How can you apply budgeting today as a high school student?

Living within your means

Living within your means

Achieving your financial goals

Living within your means

Achieving your financial goals



Securing financial freedom!

Ways to meet your savings goals

Save MORE Spend LESS

DO NOT USE CHECK CASHING or PAYDAY LOAN STORES!

Ways to meet your savings goals

Save MORE

Spend LESS

- Keep a budget and stick to it
- Pay yourself first
- Open a savings account
- Set up automatic transfers so it's easy to add to your savings
- Look into different job opportunities or additional income

DO NOT USE CHECK CASHING or PAYDAY LOAN STORES!

Ways to meet your savings goals

Save MORE

- Keep a budget and stick to it
- Pay yourself first
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- Set up automatic transfers so it's easy to add to your savings
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Spend LESS

- Be mindful when spending cash
- Use direct deposit
- Think long term, today's purchase can mess up tomorrow's plans.
- Buy only what you NEED
- Take a look at your monthly subscriptions (Netflix, Spotify, etc)

DO NOT USE CHECK CASHING or PAYDAY LOAN STORES!

Getting a part-time job can help you save!





15hrs/week at \$12/hr = \$180 x 52 weeks = **\$9360**

*don't forget to subtract your taxes!

Saving a little on a regular basis can add up!

Amount Saved	Balance after 1 yr	Balance after 2 yrs
\$7/Week (\$1/day)	\$365	\$730
\$20/Paycheck (paid every 2 weeks)	\$520	\$1,040
\$100/Month (\$3.33/day or \$25/week)	\$1,200	\$2,400

Saving a little on a regular basis can add up!

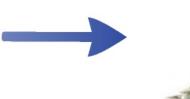
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This is the accumulated balance just from saving. What if you also earn interest?

Over time your money makes money...









Principal + Interest

Over time your money makes money...







Principal + Interest

↓

The money you earn on your principal

...and the money you make in interest makes more money.



Compound Interest

...and the money you make in interest makes more money.



Compound Interest

The interest earned on your principal and previous interest earned, combined

Compound Interest

You invest \$1,000 and don't add to it or touch it for 10 years. How much will it grow without you doing anything at all?

Year	Principal	Interest @8%	Principal plus interest
1	\$1,000	\$80	\$1,080
2	\$1,080	\$86	\$1,166
5	\$1,360	\$109	\$1,469
10	\$1,999	\$160	\$2,159

There are different ways to save. Do you think they affect how your money grows?

There are different ways to save. Do you think they affect how your money grows?

Savings Account (2%) vs Investments (8%)



Let's compare....

Savings Account	Investments

Let's compare....

Savings Account

Investments

- Safe Your money is insured
- Low rate of interest.
 - Shop around to find the best rate. Online banks and Certificates of Deposit usually offer better rates.
- Access your money any time
- Purpose: short term goals and needs that you will want to accomplish in less than 5 years

Let's compare....

Savings Account

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Investments

- Risky You can lose money
- Better chance of bigger returns, but you need to ride out ups and downs
- Choose reputable companies, funds and bonds
- Purpose: Long term goals & needs that are 5 or more years out
- Find an Investment Adviser when you're ready!



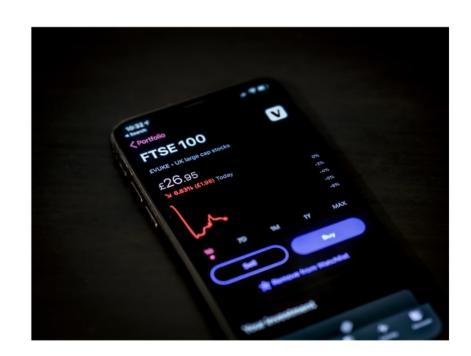








What percentage of 18-29 year olds are investing in the stock market?



What percentage of 18-29 year olds are investing in the stock market?



A. 41%

Benefits of Saving Early

John Kelly Starts at age 35 Starts at age 22 Saves \$100 per Saves \$100 per month for 30 month for 10 years (\$12,000)years (\$36,000)

The growth rate is 8% compounded annually. Who will have more money at age 65?

Savings with Interest



Go Do It Now!

Financial Issue	Best Practices to Help Manage Money Responsibly	My Financial To Do List
Paycheck and	☐ I have opened checking and savings accounts.	
Taxes (if you have a job)	☐ Direct Deposit is set up with my account at a bank or credit union.	
(,)	☐ I review my earnings statement and understand my deductions.	
Spending	$\hfill \square$ I track my expenses by using online banking tools, writing them down, or using my phone.	
	☐ I understand how I spend my money on needs vs. wants.	
Rudgeting	☐ I have a written budget and have set spending limits and a monthly savings goal.	action plans
Budgeting	$\hfill \square$ I compare my monthly expenses to my planned budget to make sure I am on track to save.	"Ction Vo.
	☐ I "Pay Myself First" each week or month and then spend.	bi 4r
	\square I have set a savings goal for something I need or want to pay for in the	19h
Saving	next 1-2 years. My goal is to save \$ to pay for	
	The monthly amount I will save to accomplish this goal is \$ □ I have set up a retirement account to start saving early.	

		_
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