#### Part 1

A.



Questions?

| Questions | Ques

## To Your Credit









How many Americans do not have credit history with a nationwide consumer reporting agency?



# How many Americans do not have credit history with a nationwide consumer reporting agency?

Nearly 28 million

(Lexingtonlaw.com - <u>30 Credit Score Statistics for 2023</u> Source: Oliver Wyman, 3, Report: Financial Inclusion and Access to Credit - 2022)

## What we'll learn...

What credit is.

How to manage credit responsibly.

What credit reports and credit scores are.

How to build and improve your credit score.



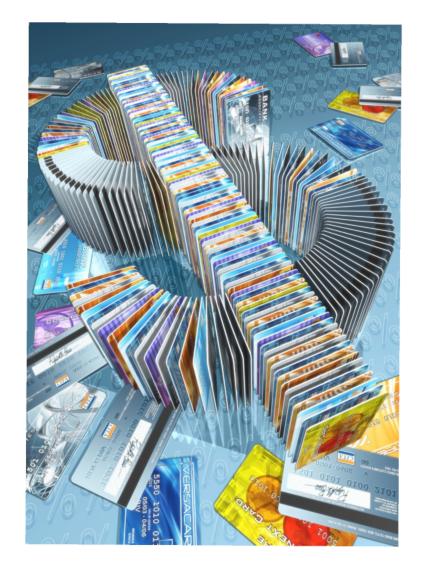
## How we'll do this...

- Active participation!
- Be engaged. Ask questions and participate in discussions.
- Respect each others thoughts, perspectives, and contributions.
- Maximize your experience by using the workbook.
  - Take notes and complete activities.
- Have fun while learning!



## So... what is credit?

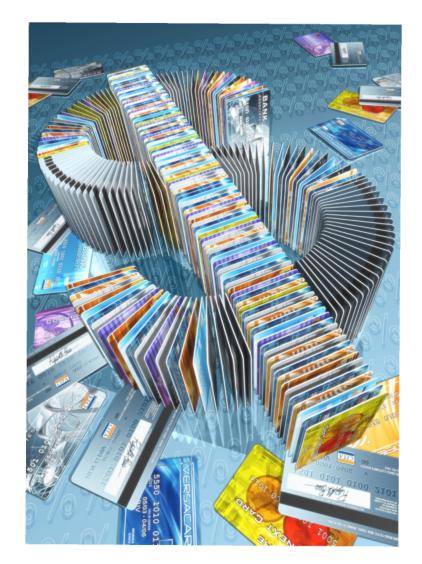




## So... what is credit?



- It's money that is loaned to you
- It's paid back with interest when payments are made over time
- It's a way to buy now and pay later
- Accessibility is based on your borrowing history



## Why does credit matter?

Managing credit responsibly can lead to ...



## Why does credit matter?

### Managing credit responsibly can lead to ...

Lower interest offers on loans.



- Easier vehicle financing.
- Low cost/no cost security deposit with rental properties.
- Home-buying power.
- Higher credit scores can sometimes favorably impact your job prospects.

## Many people use credit for...

## Many people use credit for...



**AUTO LOANS** 

Loans from financial institutions used to purchase a vehicle; paid back in installments.



**MORTGAGES** 

Loans used to purchase a home or commercial space.



**PERSONAL LOANS** 

Loans taken for general purposes, (debt consolidation, personal needs, etc.)



Loans to help learners cover postsecondary educational costs.



**CREDIT CARDS** 

Cards used to make purchases with funds loaned from the card issuer.



## **CREDIT CARDS**

Cards used to make purchases with funds loaned from the card issuer.

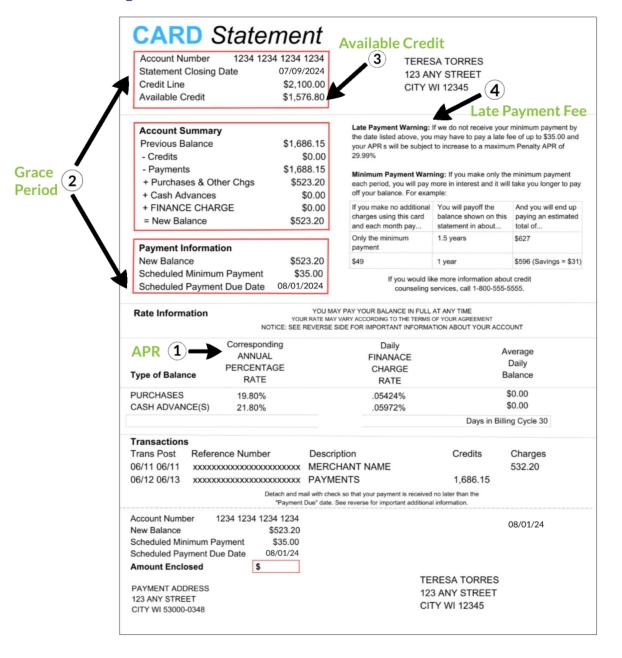
## **Credit Card Vocabulary**





- 1. APR
- 2. Grace Period
- 3. Available credit
- 4. Late payment fee

### **Sample Credit Card Statement**



NOTICE: SEE REV



Corresponding
ANNUAL
PERCENTAGE
RATE

## Type of Balance

PURCHASES 19.80% CASH ADVANCE(S) 21.80%

\_

Account Number Statement Closing Date Credit Line Available Credit

1234 1234 1234 1234 07/09/2024 \$2,100.00 \$1,576.80

Grace Period



#### **Account Summary**

Previous Balance	\$1,686.15
- Credits	\$0.00
- Payments	\$1,688.15
+ Purchases & Other Chgs	\$523.20
+ Cash Advances	\$0.00
+ FINANCE CHARGE	\$0.00
	80

#### **Payment Information**

= New Balance

New Balance	\$523.20	
Scheduled Minimum Payment	\$35.00	
Scheduled Payment Due Date	08/01/2024	

Late Payme the date liste your APRs v

(3)

29.99%

Minimum Pa each period, off your bala

If you make charges usin and each mo

Only the min payment

\$49

\$523.20

## ole credit card 5

## CARD Statement

Account Number 1234 1234 1234 1234

Statement Closing Date

Credit Line

**Available Credit** 

07/09/2024

\$2,100.00

\$1,576.80

## **Available Credit**

**TERESA TOR** 123 ANY STR

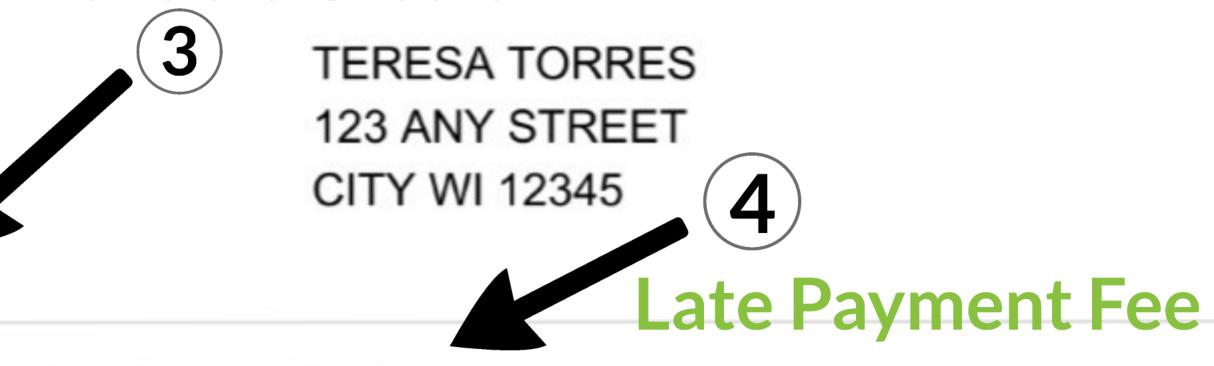
**CITY WI 1234** 



**Previous Balance** 

Credits

\$1,686.15 \$0.00 Late Payment Warning: If we do no the date listed above, you may have your APR s will be subject to increas 29.99%



Late Payment Warning: If we do not receive your minimum payment by the date listed above, you may have to pay a late fee of up to \$35.00 and your APRs will be subject to increase to a maximum Penalty APR of 29.99%

Minimum Payment Warning: If you make only the minimum payment each period, you will pay more in interest and it will take you longer to pay off your balance. For example:

## Timeline of a Credit Card Balance

# Take advantage of your grace period to avoid interest charges!



Payment due dat

Minimum payme

Statement balance

Automatic pa

Current balance



Your payments

Programme Automation

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Window Stellands, 447

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\$40,01

\$106.13

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E18E.15

\$12,819.05

\$15,000,08

Jun 21, 2022

75.54%

25,74%

Jun 18, 2022

\$40.00

\$186.15

Manage >

\$186.15

DESCRIPTION OF

### What's the Catch?



### What's the Catch?

• Each billing cycle, credit card companies require a minimum, usually 3% of the balance (i.e. \$3 for every \$100).

 The annual percentage rate (APR) determines the interest owed. The APR may increase if a payment is late or missed.

 If what you owe is not paid in full and on time, you pay additional fees in interest, finance charges on the balance, and possibly late fees.

Item	Price	Min. Monthly Payment (3% of balance or at least \$35)	Interest Paid (19.8% APR)	Total You Pay Over Time	Time to Pay Off
Air Pods	\$250	\$35	\$18	\$268	???
PS5	\$500	\$35	\$75	\$575	???
Summer Vacation	\$3,000	Starts at \$90	\$1,392	\$4,392	???

Item	Price	Min. Monthly Payment (3% of balance or at least \$35)	Interest Paid (19.8% APR)	Total You Pay Over Time	Time to Pay Off
Air Pods	\$250	\$35	\$18	\$268	8 Months
PS5	\$500	\$35	<b>\$75</b>	\$575	???
Summer Vacation	\$3,000	Starts at \$90	\$1,392	\$4,392	???

Item	Price	Min. Monthly Payment (3% of balance or at least \$35)	Interest Paid (19.8% APR)	Total You Pay Over Time	Time to Pay Off
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# The benefit of paying MORE than the minimum payment

PS5 Original Balance	Monthly Payment	Total Time to Pay Off	Total Amount Paid
\$500	\$35	1 year, 5 mo	\$574
\$500	\$75	8 months	?
\$500	\$500	1 month	?

# The benefit of paying MORE than the minimum payment

PS5 Original Balance	Monthly Payment	Total Time to Pay Off	Total Amount Paid
\$500	\$35	1 year, 5 mo	\$574
\$500	\$75	8 months	\$534
\$500	\$500	1 month	?

# The benefit of paying MORE than the minimum payment

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\$500	\$35	1 year, 5 mo	\$574
\$500	\$75	8 months	\$534
\$500	\$500	1 month	\$500

Q: What percent of Americans who have credit card debt won't be able to pay it

off within a year?





Q: What percent of Americans who have credit card debt won't be able to pay it off within a year?

A: 70%





### What are the benefits of using a credit card?



### What are the benefits of using a credit card?

- Convenience, you can add a credit card to your phone
- Make a monthly payment for several purchases made during the prior month
- Using a card responsibly helps you build a good credit history
- Can be used in emergency situations to cover an expense that has to be paid now



## **Compare Credit Card Offers**





### **Comparing Credit Card Offers**

Work with a partner to select the card that is the best fit.

	CREDIT CARD  7253 3055 AND 1275  502  CAMPANDER  CARCA  CA	Visa Gold Credit 1000 1234 5518 4010 1001 1234 5518 4010 1001 1234 VISA  Card B	Mostercord.  S412 7512 3412 3456  TOTAL Card C
Annual Fee	\$0	\$50	<b>\$</b> 0
Introductory Rate	None	0% for 6 months	0% for 12 months
Interest Rate	17.5%	13.9%	15.2%
Late Payment Fee	\$45	\$0 for the 1st late payment, then \$41	\$41
Over-the-Limit Fee	None	\$35	None
Rewards	Travel points for air and hotel	None	1% Cashback on all purchases

## **Credit Card Tips**

- Avoid carrying a balance
- If you carry a balance, stay below the recommended usage percentage (30%)
- Don't use your card for cash advances



• Think before you buy.
If you can't pay cash for it now, will you be able to pay for it when the bill comes?



## Let's Review



1. What is Credit?

2. What is APR?

## Let's Review



1. What is Credit?

Money that is loaned to you, paid back with interest.

2. What is APR?

## Let's Review



### 1. What is Credit?

Money that is loaned to you, paid back with interest.

### 2. What is APR?

Annual Percentage Rate - the interst rate charged yearly on purchases.

### So, how's your credit?



And why does it matter?

Your spending and payment habits are always under scrutiny and it's all tracked on your...



## Credit Report

## Credit Report

A detailed record of how you have repaid your debts

## What is on a credit report?

## What is on a credit report?

#### It lists:

- What types of credit you use
- The length of time your accounts have been open
- Whether you've paid your bills on time
- How much credit you've used
- Whether you're seeking new sources of credit







## What is on a credit report?

#### It lists:

- What types of credit you use
- The length of time your accounts have been open
- Whether you've paid your bills on time
- How much credit you've used
- Whether you're seeking new sources of credit







This info is used to generate your credit scores!



#### annualcreditreport.com





## Review a Credit Report



### Sample Credit Report



#### SAMPLE CREDIT REPORT



Credit Reporting Agency Business Address City, State 12345

Personal Identification Information

Your Name 123 Current Address City, State 12345 Social Security # 123-45-6789 Date of Birth: May 1, 1993

Previous Address(es) 456 Old Address, City, State 12345 789 Older Address, City, State 67890 Last Reported Employment: Program Manager, SecureFutures

Public Record Information

Bankruptcy Filed 12/20 Milwaukee County; Case ID 765432 Liabilities - \$15,200; Personal; Individual; Discharges; Assets - \$750

Satisfied Judgement Filed 07/22; Dane County; Case ID 234567
Defendant - Consumer; Amount - \$9,342; Plaintiff - XYZ Real Estate; Satisfied 08/22; Verified 09/22

Collection Agency Account Information

Collection Agency (800) 123-4567 Collection Reported 05/19; Assigned 07/19 to Collection Agency; Client – St. Luke's Hospital; Amount \$1,040; Paid collection amount

Credit Account Information

								As of Date Reported			
Company	Account	Whose	Date	Months	Last	High	Terms	Balance	Past	Status	Date
Name	Number	Acct.	Opened	Reviewed	Activity	Credit			Due		Reported
Best Buy	12345	- 1	04/15	36	04/18	\$500	X	\$0	Х	01	1/18
Payment History: 111111111111111111111111111111111111											
EZ Auto	987654	- 1	07/18	48	07/24	\$15000	\$300	\$0	Х	11	9/24
Finance											
Payment History: 433232111111111111111111111111111111111											

Companies that Requested Your Credit File

12/30/19 Experian-Disclosure 04/08/15 Best Buy
07/10/18 EZ Auto Finance 02/18/15 Credit Card Company
06/08/18 Bank

6 FICO Score

625 (reports from annual credit reports.com DO NOT contain your credit score)

Payment History Key: 1 = Pays as agreed, 2 = 30-59 days past the due date, 3 = 60-89 days past the due date, 4 = 90-119 days past the due date, 5 = 120 days or more past the due date, 07 = Paying or paid under a special agreement, 08 = Repossession



#### SAMPLE CREDIT REPORT



Credit Reporting Agency Business Address City, State 12345

1

#### **Personal Identification Information**

Your Name Social Security # 123-45-6789
123 Current Address Date of Birth: May 1, 1993

City, State 12345

Previous Address(es)

Last Reported Employment:

456 Old Address, City, State 12345 Program Manager, SecureFutures

2

#### **Public Record Information**

789 Older Address, City, State 67890

Bankruptcy Filed 12/20 Milwaukee County; Case ID 765432 Liabilities - \$15,200; Personal; Individual; Discharges; Assets - \$750

Satisfied Judgement Filed 07/22; Dane County; Case ID 234567 Defendant – Consumer; Amount - \$9,342; Plaintiff – XYZ Real Estate; Satisfied 08/22; Verified 09/22



#### **Collection Agency Account Information**

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4

#### **Credit Account Information**

							As of Date Reported				
Company	Account	Whose	Date	Months	Last	High	Terms	Balance	Past	Status	Date
Name	Number	Acct.	Opened	Reviewed	Activity	Credit			Due		Reported
Best Buy	12345	I	04/15	36	04/18	\$500	Х	\$0	Х	01	1/18
Payment His	Payment History: 111111111111111111111111111111111111										
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Finance											
Payment History: 433232111111111111111111111111111111111											



#### **Companies that Requested Your Credit File**

12/30/19 Experian-Disclosure 07/10/18 EZ Auto Finance 06/08/18 Bank 04/08/15 Best Buy

02/18/15 Credit Card Company



#### **FICO Score**

625 (reports from annualcreditreports.com DO NOT contain your credit score)



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Collection Agency (800) 123-4567
Collection Reported 05/19; Assigned 07/19 to Collection
Amount \$1,040; Paid collection amount



#### **Credit Account Information**

							Reposses:	rion	a special	agreeme	.110
Company	Account	Whose	Date	Months	Last	Н 00-	reposses:	SIUH			ate
Name	Number	Acct.	Opened	Reviewed	Activity	Credit			Due		Reported
Best Buy	12345	I	04/15	36	04/18	\$500	Х	\$0	Х	01	1/18
Payment History: 111111111111111111111111111111111111											
EZ Auto	987654	I	07/18	48	07/24	\$15000	\$300	\$0	Х	I1	9/24
Finance											
Payment History: 433232111111111111111111111111111111111											

### 5

#### **Companies that Requested Your Credit File**

12/30/19 Experian-Disclosure 07/10/18 EZ Auto Finance 06/08/18 Bank 04/08/15 Best Buy

1=Pays as agreed

2=30-59 days past the due date 3=60-89 days past the due date 4=90-119 days past the due day

5=120 days or more past the due date

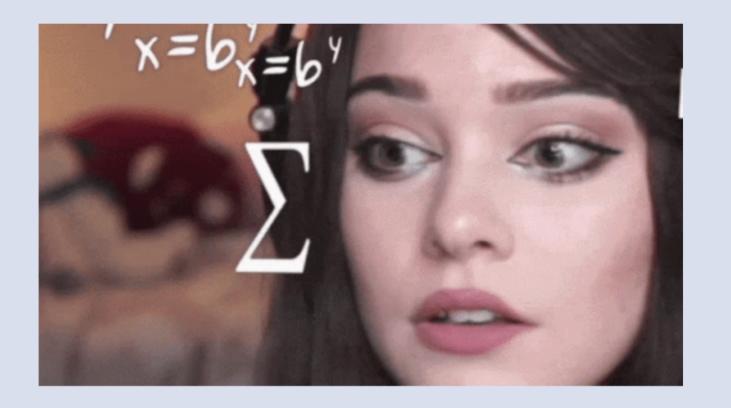
02/18/15 Credit Card Company

Payment history key



#### **FICO Score**

625 (reports from annualcreditreports.com DO NOT contain your credit score)



Credit rating companies crunch all these numbers to make your...





## Credit Score

# Credit = Score

A rating based on the info in your credit report. It represents your creditworthiness, or how likely you are to pay back a loan on time.

## vide0

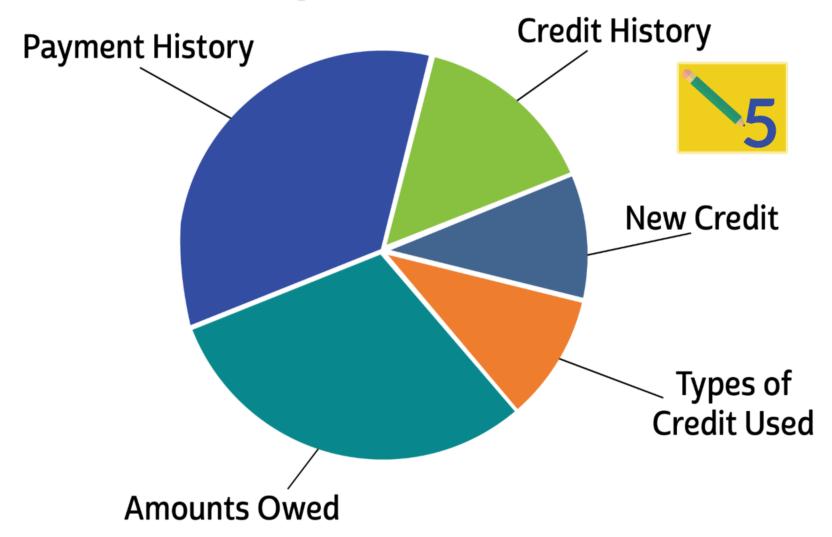




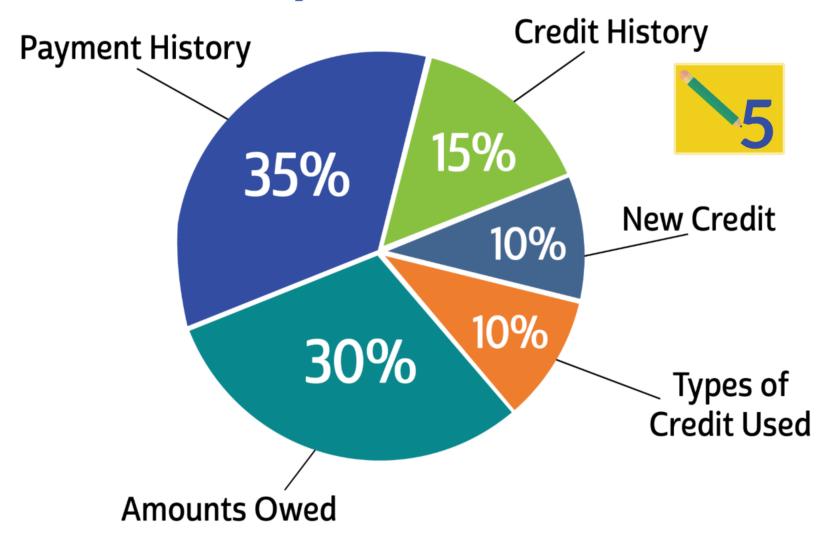




## What's in your credit score?



## What's in your credit score?



## What does NOT factor into your credit score?

## What does NOT factor into your credit score?

- **X** Your age.
- ★ Your race, religion, national origin, sex, or marital status.
- X Your salary, occupation, title, employer, or employment history.

- X Where you live.
- Any interest rate being charged on a credit card or other account.

## **FICO Score Ranges**



800 - 850	Exceptional. You will likely have little trouble getting approved
000 - 000	for credit and will qualify for the best loan terms.

670 - 739

580 - 669

300 - 579

740 - 799 Very good. You likely will qualify for better interest rates.

**Good.** Lenders see you as an "acceptable" borrower, but may require answers to additional questions about your credit history.

**Fair.** You might have difficulty getting credit. When you are approved, it likely will be at a higher interest rate.

**Poor.** This reflects some real hardships, such as bankruptcy, or a borrower who has not built up credit yet. If you are granted credit, you might need to put down a deposit or pay a fee.

## Auto Loan



4-year used car loan for \$15,000

Auto Loan

How can 2 people pay different amounts for the same car?



4-year used car loan for \$15,000

FICO Score	APR	Monthly Payment	Total Interest Paid					
720-850	7.85%	\$365	\$2,527					
690-719	9.02%	\$373	\$2,925					
660-689	10.98%	\$388	\$3,602					
620-659	11.92%	\$394	\$3,934					
590-619	15.29%	\$420	\$5,145					
500-589	16.48%	\$429	\$5,581					
< 500	May need to find another form of financing							

Actual Rates as of 9/25/24 (myfico.com)

## Q: How long does it take to establish your first credit score?





## Q: How long does it take to establish your first credit score?

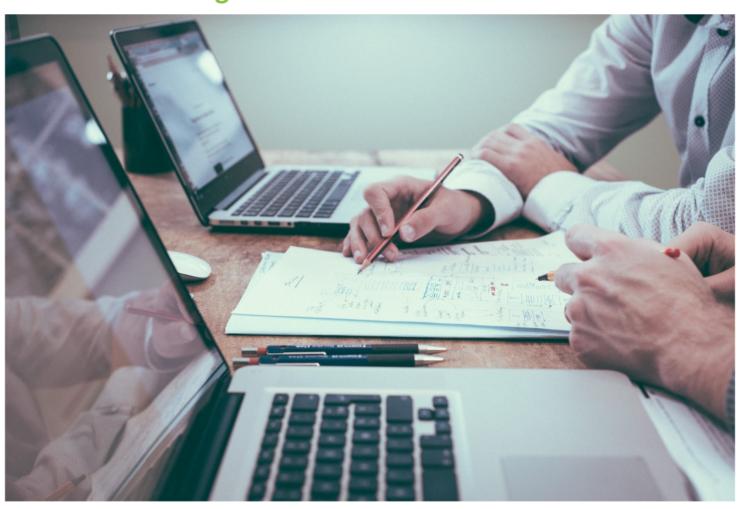


A: About 6 months (of on-time payments)



### Who can check your credit? Why?

Organizations and individuals with legitimate business concerns...



### Who can check your credit? Why?

Organizations and individuals with legitimate business concerns...



## What's up with my Credit Score?

## How do our financial decisions affect our credit score?



- 1. Listen to each scenario.
- 2. For each scenario, decide if your credit score goes up or down.
- 3. Discuss your answers.



# You skipped a credit card payment. Up or down?



# You skipped a credit card payment. Up or down?



Your score could go down 63-83 points.

You take out a credit builder loan and make 12 consecutive on-time payments. Up or down?



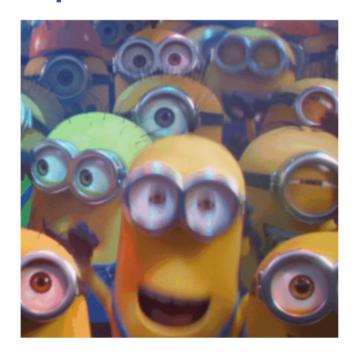
You take out a credit builder loan and make 12 consecutive on-time payments. Up or down?

Your score may go up as much as 60 points.



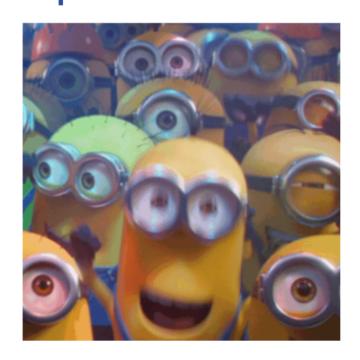
You completely paid off a credit card and will only use it for emergencies.

Up or down?



You completely paid off a credit card and will only use it for emergencies.

Up or down?



Your score could go up 10 points or more.

You closed a credit card that you've had for eight years and no longer use. Up or down?



You closed a credit card that you've had for eight years and no longer use. Up or down?



Your score may go down a few points.

You missed a car payment by 2 days. Up or down?



You missed a car payment by 2 days. Up or down?



Your score stays the same. It doesn't change because your payment was not 30 or more days late.



## Ways to Establish Your Own Credit History and Score

If you are under 21, ask a family member with good credit to add you as an authorized user on their credit card.

- Pick someone you trust. If they don't pay the bill, your credit history will be impacted.
- Once removed from the card, your credit score will drop slightly if you do not open your own card.

#### Other options:

- Apply for a store credit card and use it responsibly.
- Apply for a secured credit card at your bank or credit union.
- Ask a friend or relative with an established credit history to be a co-signer on a credit card or loan.

#### **Common Mistakes That Hurt Your Credit**



Too many credit cards



Opening too many new accounts or loans in a short period of time



Not checking your credit report



Not notifying creditors when you move or change names



Not using your full legal name on financial documents (esp. if other people in your family have the same name!)

#### **Things That Boost Your Credit Score**



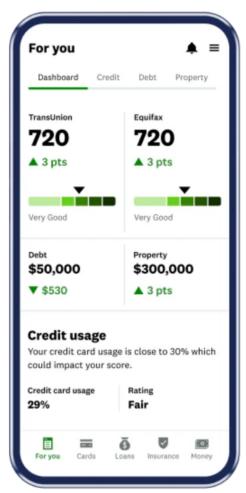
#### Ways to Monitor Your Credit Score

When building credit, be sure to check your progress.

Financial institutions Creditkarma.com

#### **3 Credit Bureaus**

- Experian.com
- Equifax.com
- Transunion.com



### Go Do It Now!

Financial Issue	Best Practices to Help Manage Money Responsibly	My Financial To Do List
Credit Cards	☐ When I have any type of credit card, I will only buy things I can afford to pay for in full at the time I make the purchase.	
	☐ I understand that using my credit card to buy something that I will need to pay off for months or years will keep me in debt and result in me paying much more than the items I bought actually cost.	
Credit Score	☐ I will pay all of my bills and any loan payments I have on time and in full. ☐ When I have a credit card I will pay off the full balance each month on time. I will always pay more than the minimum required. ☐ I will not apply for multiple credit cards in short periods of time.	Create
Credit Report	☐ I check my credit report at <b>AnnualCreditReport.com</b> at least once each year. (Only use this site! Others can scam you and make you pay for your report.) ☐ I will address any problems or inaccuracies I find on my credit reports with the credit reporting agencies.	Create Your action plan!
Building a Good Credit History	□ I will consider the following when I am financially ready and responsible to help build a good credit history and score:  ○ Applying for a store credit card and using for periodic purchases.  ○ Talking to my bank or credit union about opening a secure credit card.  ○ Talking to my bank about applying for a major credit card with a low credit limit and having a trustworthy co-signor age 21 or older apply with me. (Remember, it is a joint account so if they use the card and don't pay off their purchases, it affects you.)	7/1/

Financial Issue	Best Practices to Help Manage Money Responsibly	
Credit Cards	☐ When I have any type of credit card, I will only buy things I can afford to pay for in full at the time I make the purchase.	
	☐ I understand that using my credit card to buy something that I will need to pay off for months or years will keep me in debt and result in me paying much more than the items I bought actually cost.	
Credit Score	<ul> <li>□ I will pay all of my bills and any loan payments I have on time and in full.</li> <li>□ When I have a credit card I will pay off the full balance each month on time. I will always pay more than the minimum required.</li> <li>□ I will not apply for multiple credit cards in short periods of time.</li> </ul>	
Credit Report	☐ I check my credit report at <b>AnnualCreditReport.com</b> at least once each year. (Only use this site! Others can scam you and make you pay for your report.)  ☐ I will address any problems or inaccuracies I find on my credit reports	

Credit Score	time. I will always pay more than the minimum required.	
	☐ I will not apply for multiple credit cards in short periods of time.	
Credit Report	☐ I check my credit report at <b>AnnualCreditReport.com</b> at least once each year. (Only use this site! Others can scam you and make you pay for your report.)	
	☐ I will address any problems or inaccuracies I find on my credit reports with the credit reporting agencies.	
Building a Good Credit History  O Talking to my bank or credit union about opening a secure credit card with a low credit limit and having a trustworthy co-signor age 21 or older apply w me. (Remember, it is a joint account so if they use the card and don't pay off their purchases, it affects you.)		



# Questions?



Join us on Facebook and Twitter!

@wesecurefutures

# Please complete the evaluation found in your student workbook.

