





Learning Objectives

Develop

 Develop confidence in discussing with families their budgeting and saving practices

Explore

 Explore ways to support families in setting realistic budgeting goals

Explain

 Explain how to connect small savings goals to big-picture dreams to improve families' economic mobility, including child savings accounts and college as a means of closing the wealth gap and breaking the cycle of poverty

Demonstrate

 Demonstrate how to use tools and resources to help families budget and save, regardless of income level

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The Challenge of Saving

Considerations for families who don't feel they have the income needed to begin budgeting and saving:

- Focus on securing income:
 - Support families in accessing benefits
 - Support families to meet their employment goals
- Discuss the value of budgeting, no matter the size of the budget.

Resource Reminder



 Economic Mobility Toolkit for Head Start and Early Head Start: Key Topics 6-8

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Budgeting and Saving

Focus on budgeting and saving first.

A Foundation for Economic Mobility

Topics:

- Assessing banking options
- Tracking income and expenses
- Monitoring spending habits
- Incorporating savings into a budget

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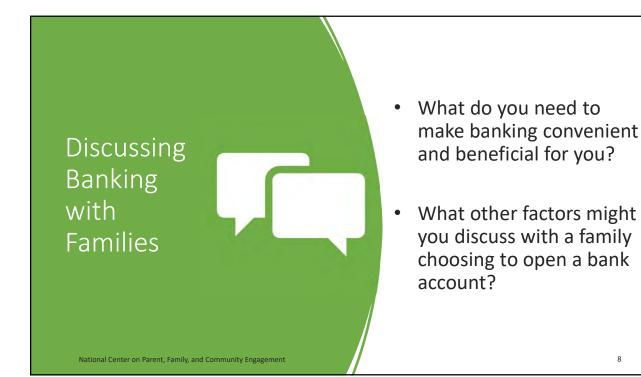
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Tools You Can Use with Families



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Racism is baked into American financial systems.

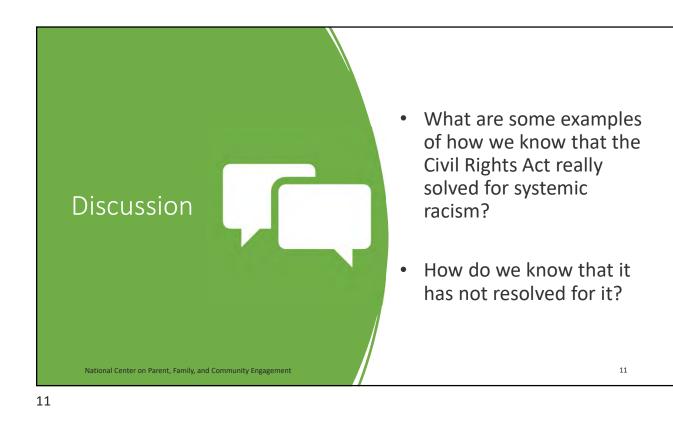


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For hundreds of years, a race-based credit system, a race-based economy that excluded Blacks, created poor neighborhoods here and then rich neighborhoods there. And then the Civil Rights Act of 1968 happened and it put an end to legal discrimination.

From the book *The Color of Money* by Mehrsa Baradaran

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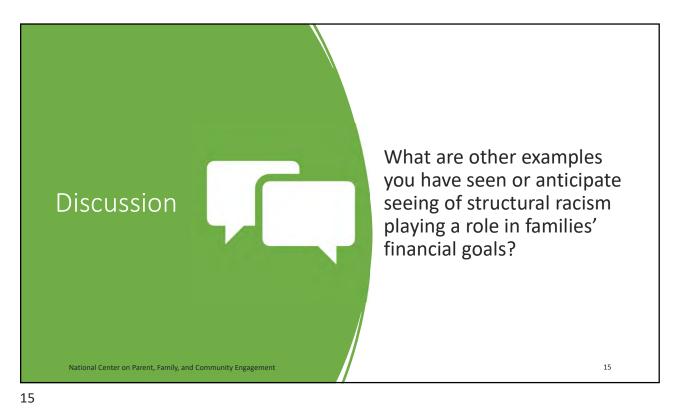


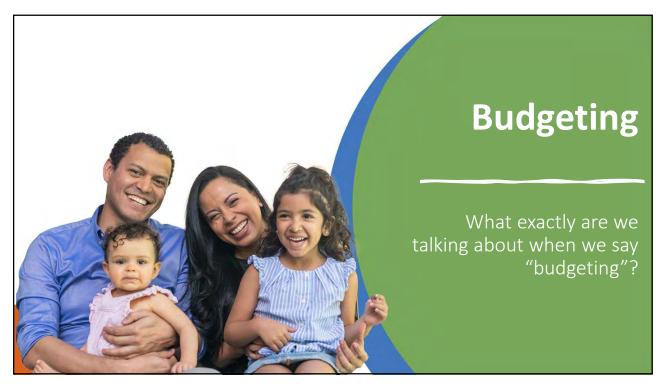
Predatory Financial Products

- Pay-day loans
- High-cost tax preparation
- Rent-to-own stores
- Pawn shops

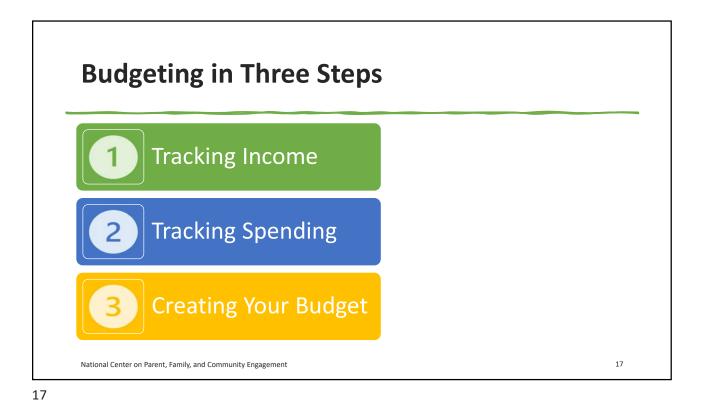
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Tracking Income

Use this income tracker to plan
the best times to save and to spend.

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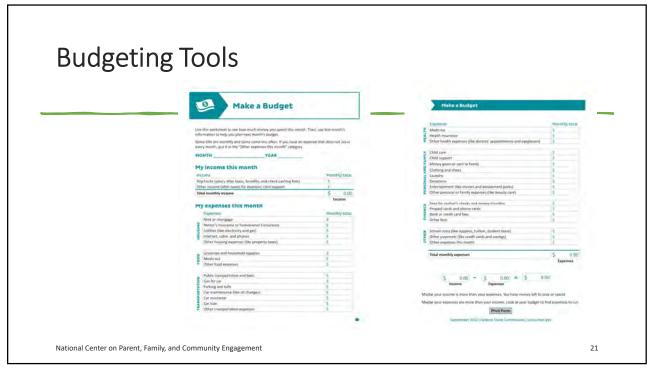




Ask families:

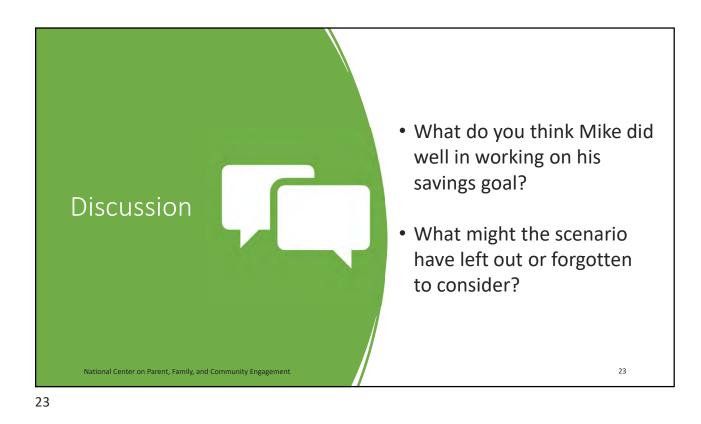
- When you think about your goals, what priorities emerge?
- What adjustments to your spending can be made to match these priorities?"

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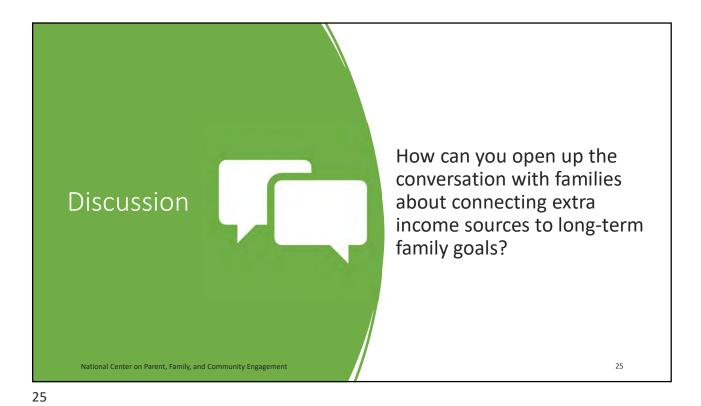




Savings in the Time of a Pandemic

Consider saving in the current context.

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Define what families are saving for and how much they will need.
Set a target date/deadline for a savings goal.
Determine weekly saving targets.
Decide where to save the money.

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Support Strategy: Make Your Objectives SMART

- •Specific
- Measurable
- Attainable
- Relevant
- •Time-based

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- Have you used this technique with families in the past?
- Have you found it helpful?

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Support Strategy: Make Your Objectives SMART

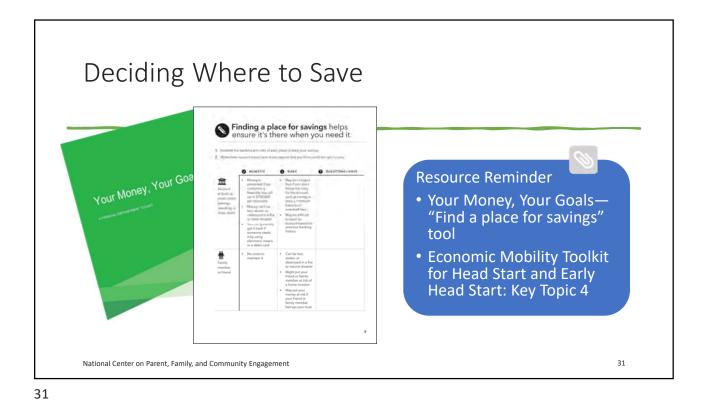
Two versions of a savings objectives:

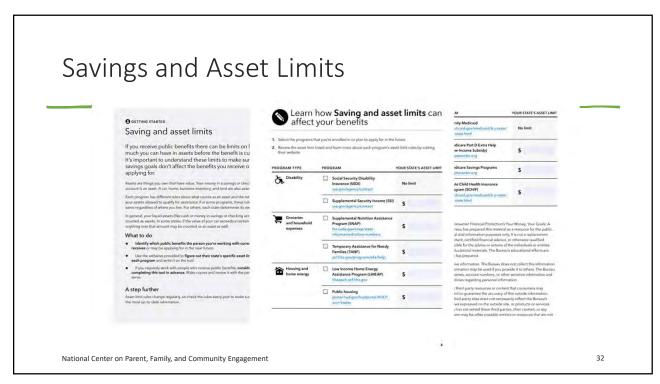
Does this objective meet the SMART criteria?

- "I will build emergency savings."
- "I will save \$25 every paycheck by transferring it to my savings account automatically."

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Key Takeaways

- Budgeting and saving are often the foundation of financial empowerment and longer-term financial goals. Developing skills in these areas will set families up for long-term success.
- Banking—and financial products and opportunities overall—has been influenced by systemic racism. Acknowledging this in our work with families is vital.
- Considering the context of the pandemic is vital in supporting families in budgeting and saving.
 Regardless of income, it's important to have conversations about budgeting and saving during the pandemic and about the habits they develop.
 Further, benefits from COVID relief bills will play a role in a family's budget.
- Budgeting and saving can be done in many ways.
 The goal is to support families to identify the best techniques and tools for them!

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Resources

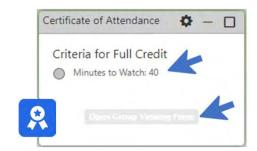
- Bank On website
- Your Money, Your Goals toolkit
 - · Finding a place for savings
 - Income and Benefits Tracker
 - Spending Tracker
 - Savings Plan
 - · Savings and Asset Limits Tool
- Make-A-Budget worksheet
- Economic Mobility Toolkit for Head Start and Early Head Start
 - Key Topic 4: Building Wealth: Savings and Asset Ownership Programs
 - Key Topic 5: Accessing Federal and State Benefits
 - Key Topics 6–8: Partnering with Families to Reach Their Education and Employment Goals

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Certificates, Session Resources, and Institute Survey

- Download your certificate of attendance and session handouts from the related content tool.
- Complete the Institute Survey at the end of the two-day event.



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