



SCHOOL INTRODUCTION PACKET – CONTENTS

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Sample School Contact Letter

(DATE)

Name

School

Address

City, State Zip

Re: FINANCIAL REALITY FAIR

Dear Name:

[Name] Federal Credit Union and the New Jersey and Pennsylvania Credit Union Foundations are offering a unique hands-on financial learning experience for local high school students. You may have heard about Financial Reality Fairs through the news media or from your peers.

What is a Financial Reality Fair?

A Financial Reality Fair provides students with a 'hands-on' budgeting experience to gain practical knowledge about personal financial management in a "real world" environment. The Financial Reality Fair is designed to teach students the value of using money responsibly. This experiential learning exercise has each student choose a career and salary, and then budget their money wisely to make ends meet by role-playing real-life events for one month. Students must find a place to live, obtain transportation, pay for food and other essentials. Over about a two-hour period, students at the Fair will visit with volunteers representing local area businesses, such as realtors, auto dealers, insurance agents and more, to obtain goods and services needed in everyday life. As in the real world, entertainment opportunities and other non-essential services will also be made available. Students document their income and expenses during the exercise and must complete their budget calculations for the month. Before reviewing their final budget with a Financial Counselor, each student spins the Wheel of Reality and enter the resulting positive or negative impact on their budget.

[Optional: A Financial Reality Fair is being held at [location] in [city, NJ/PA]. You are welcome to visit during this Fair to see first- hand how the Fair is held.]

I am pleased to be the contact person for your high school. [I will plan to contact you] I encourage you to contact me if you would like further details regarding this program. My contact information is as follows: (phone), or email me at (email).

Sincerely,



What is a Financial Reality Fair?

The Financial Reality Fair will provide students with experiential learning and a hands-on budgeting experience to gain practical knowledge about personal financial management in a one-day, “real world” environment.

The Financial Reality Fair is designed to teach students the value of using money responsibly. This real-world exercise instructs students to choose a career and salary, customized for their geographic area, and then budget their monthly expenses to make ends meet. In some cases, careers are randomly assigned to students. Students must find a place to live, obtain transportation, and pay for food and other essentials. Over about a two-hour period, students will visit with Fair volunteers from credit unions, local area businesses, such as realtors, auto dealers, insurance agents and more, to “purchase” goods and services needed in everyday life. As in the real world, entertainment opportunities and other non-essential services will also be made available. Students also spin the “Wheel of Reality” to receive one of life’s surprises, such as an unexpected cash gift or the expense of a flat tire. Students document their income and expenses during the exercise and must balance their budget for the month, reviewing their final budget with a Financial Counselor.

Through credit unions, educators have the unique opportunity to play an important role in bringing this interactive learning experience to students.

The Financial Reality Fair program has been correlated with the National Business Education Standards for Personal Financial Literacy and the Pennsylvania Academic Standards/PA Standards Aligned System (SAS).

The Purpose

1. Increase financial literacy among our youth
2. To engage them in their preferred style of learning (Experiential Learning)
3. Create financial awareness at an early age

The Benefits

1. Hands-on, real life experience
2. A better understanding of earnings, spending, budgeting and savings
3. Instills the importance of sound financial habits

Overview of the Fair

Typically, 150 to 200 junior and/or senior students, vocational students or college students will participate in the Fair. The students may be from any class, including economics, business, personal finance, or social studies class.

Fairs are typically held from 8:30 am to 12:00 pm, depending on the number of students and the school's block schedule.

In advance of the Financial Reality Fair day, teachers should work with the students to help them to select a career, a starting salary, and the educational level for that career. Salary.com or Payscale.com are useful websites for this part of the exercise. In some cases, careers are assigned to the students, or salary is based on educational level. Student Salary Research Instructions are included with this packet.

Using the students' career information, Fair organizers create budget worksheets for each student. This worksheet, which will list the net pay for the student, will be the basis for their decisions during the Financial Reality Fair. Teachers should thoroughly review the Budget Worksheet with the students prior to the Fair. Some of the budget worksheets may also reflect expenses for student loans. They will all have credit card debt and a savings balance.

Students proceed through the Fair, visiting each booth, including the Wheel of Reality, with a goal of making smart financial decisions and living within their individual budget.

Last, students meet with a financial counselor, who will review and discuss their choices, and offer advice to the students in order to make ends meet.

For more information, please visit

<http://www.pcu.org/PACreditUnionFoundation/FinancialRealityFairs.aspx>.

Student Salary Research & Instructions



Student Research Sheet

STEP ONE - Research your entry level salary on-line.

Website Search Instructions:		Information to Enter Below:
1	Go to salary.com	
2	Enter job title.	Enter it in #2 below
3	Enter zip code.	
4	Click Search	
5	Scroll below grey box to end of page to find specific job (choose one that is entry level)	Enter it in #3 below, then Click it on screen.
6	Click "Skip Advertisement"	
7	View the Salary Chart	
8	Enter the Salary at 25%	Enter it in #4 below.
9	You can adjust the drop downs below the salary chart, such as "Annual, Education, Years of Experience, Direct Reports	See what these changes do to the salary projection.
10	Click on Benefits on the left of your screen. Review what is offered.	
11	Click on Detailed Job Info on left. Review the description. Review the education and experience needed.	Is this a good fit for you?
12	Enter the Educational Requirement	Enter it in #5 below

STEP TWO – record information and return to your teacher

1. Student's name: _____
2. Job Title (#2 above): _____
3. Entry Level Position Selected (#5 above): _____
4. Median (Entry Level) Salary (#8 above): _____
5. Required Education (BA, Masters, etc.) (#12 above): _____

INSTRUCTIONS

BUDGET WORKSHEET Name: Sample, Jane

1. The front page summarizes your career, gross annual salary, and monthly net take home pay (after taxes and employer benefits have been deducted.)
2. A credit score has been randomly assigned to you on the front page. Your credit score will determine the loan rate you will get at the credit union.
3. You must visit all required booths and fill in your purchase decision on the budget worksheet.
4. Instructions for worksheets:

DEPOSIT ACCOUNTS	A savings account and checking account with starting balances totaling half of your monthly net take home pay are provided in this section. Record any withdrawals or deposits and calculate your new balance when done.
CREDIT CARD	You have a credit card with a credit limit of \$5,000 and an interest rate based on your credit score. If you charge any purchases, enter them here. After visiting all the booths, calculate your total balance and monthly payment owed. Enter it under the Monthly Expenses .
LOANS	You might need to take loans for large expenses like a car or furniture. Depending on your career choice, you might have a student loan, too. Keep track of your loan details here and calculate your total monthly loan payments to enter under the Monthly Expenses .
ONE-TIME EXPENSES	Record one-time purchases and the source of the funds. Record the entry in the accounts , credit card , or loan area.
MONTHLY EXPENSES	Record your on-going monthly expenses. Add up all your expenses and subtract it from your monthly take home pay.

5. Calculate ending deposit balances, monthly income, and monthly expenses. Meet with a Financial Counselor to develop savings and loan strategies.

Questions? Ask a Financial Reality Fair Volunteer!



Credit Unions are not-for-profit financial cooperatives serving the needs of their members, rather than a group of stockholders. Benefits of Credit Union membership include lower rates on loans, higher rates on savings, and fewer and lower fees, compared to banks. As a member of a credit union, you are also an owner. Join today at iBelong.com.

You've just graduated, have no car, and need to secure housing. Your job and income are shown below:

CAREER: Barrista

SALARY: \$32,000.00

MONTHLY GROSS PAY:	\$2,666.67
Income Taxes – Federal	- 266.67
Income Taxes – State	- 81.87
FICA (Social Security)	- 165.33
Local Taxes	- 36.00
Medicare Tax	- 38.67
Health Insurance Premium	- 150.00
Employer Retirement Plan	- 80.00
Take Home Pay (net)	\$1,778.80

CREDIT SCORE: 665

Understanding Your FICO Score			
Score	Paper	Rating	What It Means
720 +	A	Great	Well above the average score of US consumers and clearly demonstrates to lenders that you are an exceptional borrower.
650 +	B	Good	Near the average score of US consumers. Most lenders consider this a good score.
575 +	C	Average	Below the average score of US consumers. Some lenders will approval loans with this score.
Below 575	D	Poor	Well below the average score of US consumers and demonstrates to lenders that you are a very risky borrower.

GOAL: Improve your financial health by increasing your total savings after paying all your bills.

MY GOAL: I want to save \$_____ more after I pay my bills every month!

Refer to instructions on the back page!

CREDIT UNION DEPOSIT ACCOUNTS (CK/SAV)		Initial		
Checking Account Beginning Balance (CK)	266.82			
+ Deposit <i>OR</i> – One-Time Expense	\$			
+ Deposit <i>OR</i> – One-Time Expense	\$			
= Checking Account Ending Balance	\$			
Savings Account Beginning Balance (SAV)	622.58			
+ Deposit <i>OR</i> – One-Time Expense	\$			
+ Deposit <i>OR</i> – One-Time Expense	\$			
= Savings Account Ending Balance	\$			
CREDIT UNION CREDIT CARD (CC) Credit Limit = \$5,000.00 9.00% interest rate		Initial		
Current Balance	\$2,000.00			
+ New Charge	\$			
+ New Charge	\$			
= Ending Balance	\$	X 3% = \$ <input type="text"/> MONTHLY PAYMENT		
Balance	Interest Rate	# Years	Payment	Initial
Student Loan	\$18,000.00	6%	10	\$200.00
Auto Loan				
Vehicle: _____	\$			\$
Price: _____				
Personal / Furniture				
Price: _____	\$			\$
Total all loan payments. Enter on Monthly Budget "Loans"				\$
ONE-TIME EXPENSES	TOTAL COST	PAID WITH CHECKING, SAVINGS OR CREDIT CARD?		Initial
HOW ARE THEY PAID?	Enter here & above			
REQ - Housing Security Deposit	\$			
REQ - Cell Phone (Phone purchase)	\$			
REQ - Wheel of Reality (+ or -)	\$			
Other:	\$			
Other:	\$			

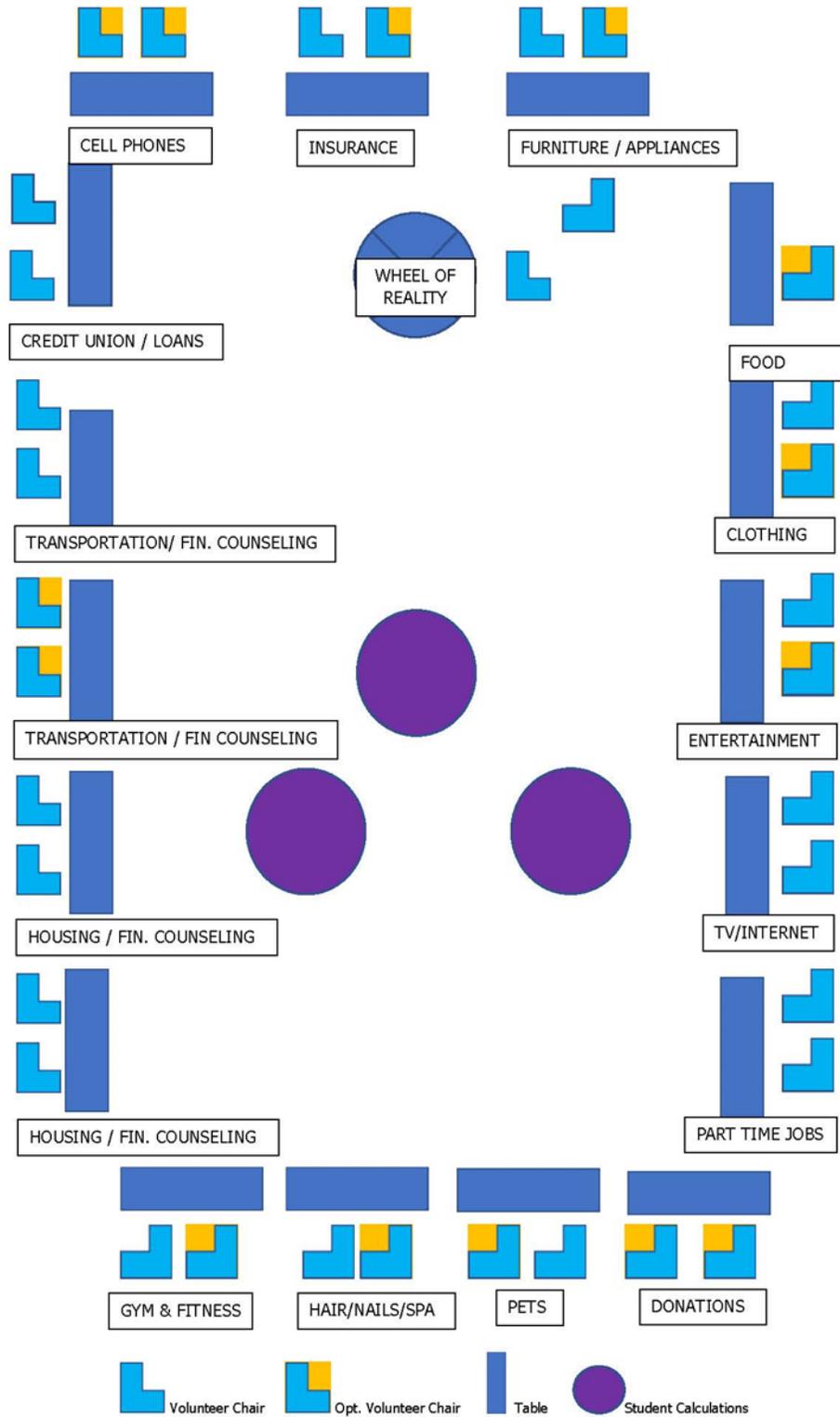
Refer to instructions on the back page!

MONTHLY INCOME		Initial
Take Home Pay (net)	\$1,778.80	n/a
+ Part Time Job Net Pay	\$	
Total Net Pay per Month	\$	
EXPENSES	MONTHLY PAYMENTS	Initial
REQ - Rent or Mortgage	\$	
REQ - Home or Renters Insurance	\$	
REQ - Utilities	\$	
REQ - Auto Insurance (if you bought a car)	\$	
REQ - Gas/Maintenance (if you bought a car)	\$	
REQ - Public Transportation (if no auto)	\$	
REQ - Food	\$	
REQ - Clothing	\$	
REQ - Entertainment	\$	
REQ - TV / Internet / Media	\$	
REQ - Cell Phone Plan	\$	
REQ - Furniture, if living w/parents. \$50.00	\$	
Other:	\$	
Other		
Other:	\$	
REQ - Savings (5% of Net Pay)		\$88.94
REQ - Credit Card: Monthly Payment	\$	
REQ - Total Loans	\$	
Total Monthly Expenses	\$	
Extra money left over! (Total Net Pay – Total Monthly Expenses)	\$	

The money that you have left over after you pay all of your expenses can be used to add to your savings or pay down debt (loans and credit cards). Meet with a Financial Counselor to develop a plan.

SAVINGS AND LOAN STRATEGIES	Financial Counselor Approval:

SAMPLE FINANCIAL REALITY FAIR ROOM SET UP



Financial Reality Fair, Permission and Waivers

Event: Financial Reality Fair School: _____
Sponsored by: _____
Fair Location: _____ Fair Date: _____
Student name: _____ Age: _____
Address: _____ City / State / Zip: _____
Parent/Guardian Name: _____
Parent/Guardian Phone: (_____) _____

I (we) grant permission for the above named student to participate in the Financial Reality Fair at the location and on the date listed above.

Health or Special Needs. Check as apply.

- My child has NO special needs the staff should be made aware of.
- My child has a special need and instructions are attached.
- Other: _____

Release and Covenant Not to Sue/Authorization for Medical Care

In consideration for their participation in the Financial Reality Fair, I agree to indemnify, defend and hold harmless the New Jersey and Pennsylvania Credit Union Foundations and program organizers and sponsors for any and all claims, damage, costs and expenses resulting from lawsuits and other proceedings by any third parties arising out of any acts, omissions or conduct of my child while s/he is participating in the Financial Reality Fair.

I (we) grant to the CrossState Credit Union Association the right and permission to use (participant's name) in connection with any video, photographs or film taken of (name of participant) for promotional purposes and in all media now or in the future. I (we) understand that (name of participant) comments may also be used, and that the aforementioned may be published by the New Jersey and Pennsylvania Credit Union Foundations in connection with their promotional efforts.

Medical Information

I agree to have my child receive any emergency medical services deemed necessary by the authorities in charge. It is understood that the resulting expenses will be the responsibility of the parent/guardian.

If Parent/Guardian cannot be reached in case of emergency, please notify:

Contact Name Home Phone Business Phone

Medical Insurance Company Policy Number Phone Number

Media Release

By registration, attendance and participation in events conducted by the CrossState Credit Union Association or its affiliates, I assign and grant CrossState Credit Union Association the right and permission to use and publish (now and in the future) in various media, including but not limited to, print, video, social media and websites, the photographs/film/videotapes/electronic representations and/or sound recordings made of me and I release CrossState Credit Union Association from any and all liability from such use and publication.

I also authorize the reproduction, sale, copyright, exhibit, broadcast, electronic storage, and/or distribution of said photographs/film/videotapes/electronic representations and/or sound recordings without limitation at the discretion of CrossState Credit Union Association and I specifically waive any right to any compensation I may have for the foregoing.

Student's name _____

Signature of those over age 18: _____ **Date:** _____

Authorized parent/guardian of those under 18:

Financial Reality Fairs



Financial Reality Fairs are held in cooperation with a credit union, typically for high school juniors or seniors.

The program can be modified to suit any age group.

Volunteers are often available from neighboring credit unions, always demonstrating the spirit of credit union cooperation.

The Financial Reality Fair program has been correlated to the National Business Education Association Standards for Personal Financial Literacy and PA Academic Standards / PA Standards Aligned System (SAS).

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Contact:
**New Jersey and Pennsylvania
Credit Union Foundations**

**4309 North Front Street
Harrisburg, PA 17110**

**Foundation@crossstate.org
717-839-2244**



Financial Reality Fairs



New Jersey and Pennsylvania credit unions recognize the need for financial literacy.

To assist educators and parents in their efforts to teach this vital, life-long skill, the credit union community has banded together to offer the Financial Reality Fair experience.

Why Hold a Financial Reality Fair?

- Increase financial literacy
- Engage participants through experiential learning
- Create financial awareness
- Instill the importance of sound financial habits

Financial Reality Fairs

Financial Reality Fairs are designed to teach students the value of using money responsibly.

This real-life exercise instructs students to choose a career and entry level salary, and then budget their monthly expenses to make ends meet. Students must find a place to live, obtain transportation, and pay for food and other essentials while living within their means.

Students visit Fair volunteers from credit unions and local businesses to “purchase” goods and services. As in the real world, tempting options and non-essential services are available to highlight the difference between wants and needs.



A highlight of every Financial Reality Fair is the “Wheel of Reality”.



Students spin the “Wheel of Reality” to receive one of life’s surprises, such as an unexpected cash gift or the expense of a flat tire, while learning the importance of saving.

Students document their income and expenses during the exercise and must balance their budget for the month, reviewing their final budget with a Financial Counselor.

Learn more!

Web: TBA

Facebook: facebook.com/FinancialRealityFairs

Twitter: [#FinancialRealityFair](https://twitter.com/FinancialRealityFair)