## Building Your Financial thouse

## Case Study Ex-Offender Reentry

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## Meet Barry

Barry is a 32-year-old navy veteran who is awaiting a parole hearing after serving three years in a SCI. Here is his story.

Barry was raised by a single mom and ran with a fast crowd. His momma came down hard on him about school and staying out of trouble. Barry did graduate from high school but scored a few hidden talents that funded his fun until his girlfriend, Anna, got pregnant. Barry knew he didn't want his kid living a fast life or being raised like he was without a dad. Barry enlisted in the Navy and Anna dropped out of school with the birth of their son, Cory. While deployed on his second tour, Anna gave birth to their daughter, Latricia.

Barry served his tours as a logistics specialist working with hazardous material. Barry struck his commanders as a steady, quick learner who took pride in his work and the commitment to his family; he reached rank of Petty Officer 2 ${ }^{\text {nd }}$ Class. Six months before his second tour was up, he was injured in a chemical spill and lost vision in his left eye. He received a general discharge with honorable conditions. Barry struggled with falling back in line with civilian life. Despite his injury, he missed the military routine, being respected, and his buddies. Barry needed the smoking and joking that got him through the dark days at sea.

Barry received VA disability income of $\$ 660 /$ month which wasn't enough to support the family; he got a job at a local garden center making \$12/hour. Barry found it hard to find purpose in lawns, flowers, and patios, and he and Anna were still not making ends meet. They were late on the rent, needed a new car, and were relying on credit cards to pay for living expenses. Barry and Anna constantly argued about money; he felt more and more like a failure in being unable to support of his family.

Then he ran into an old friend that hooked him up with a little fast money and much needed relief. Barry felt Anna didn't need to know anything more than he was 'working extra hours.' He told himself that it was just until they got back on track; Anna didn't question the extra cash or that Barry told her not to deposit any of it into the bank. The rent was current; bills were paid; and started a nice little stash to buy a new car. That all changed when Barry was arrested.

Barry has had no contact with Anna or the kids since his incarceration. He was admitted to the VSU during the second year in. Barry has taken advantage of the education offered at the SCI, completing horticulture and accounting (NOCTI) certificates; he is also part of the CWP, helping to maintain nearby church ground.

As his parole hearing nears, Barry is thinking about life on the outside and is scared. If parole is granted, he knows that he has to be on solid ground before any hope that Anna will give him another chance. He wants to make things right.

## Meet Anna

Anna is a 31-year-old single mom with two kids, Cory (13) and Latricia (10). Anna dropped out of high school in her senior year due to the birth of her first child. The children's dad is exmilitary, unemployed, and out of the picture; Anna receives no child support. Anna has a boyfriend that stays over sometimes but does not help pay any bills.

Anna work full-time as a custodian for a cleaning company, makes $\$ 16 /$ hour, and works the night shift. Anna is frustrated with working nights because of the kids; she worries about not spending enough time with them, especially during the school year. Her mom lives close-by and tries to keep an eye on the kids whenever she can.

Anna would like a better job-working in an office, making more money, and working first-shift. She doesn't think she would have a chance for any office job because she doesn't have a high school diploma. She's thought about getting her GED but feels she doesn't have the time with her kids, boyfriend, and job.

Anna can talk to anyone. She is very animated and makes people laugh with her stories. Her friends, neighbors and co-workers keep telling her to try amateur night at the comedy club. Anna can also whip up a wickedly good spaghetti sauce and makes her own noodles from scratch; she loves to post pictures of the various kinds of noodles she makes on Facebook.

Anna's ultimate goal is to own a home someday and knows that saving money is important. She's not saving right now and would like to start. Anna's not sure how much she can save every month but is guessing $\$ 50$ might be possible. Knowing it might take more than a year, if she could just build up a savings of at least one month's rent ( $\$ 1,000$ ), it would help her feel more secure in her situation.

## Barry's Assets

| EDUCATION | SKILLS \& TALENTS <br> Things Barry knows by formal or informal <br> study, practice, and training: <br> High School Diploma |
| :---: | :---: |
| Navy Hazardous Material Control <br> Technician Certificate <br> Horticulture Certificate <br> Accounting Certificate | Things Barry has interest in, likes to do, <br> diespell, and come naturally to him: <br> Disciplined <br> Driven |
| PERSONALITY | CONNECTIONS |
| The way family, friends, and co-workersdescribe Barry: <br> Smoking and joking <br> Wants to make things right <br> Committed to family | People Barry knows, respects, can rely <br> on, and/or have helped him: <br> Military buddies <br> Old friend |
| Anna and kids |  |

## What's Important to Barry?

| Destination: |  |  |
| :--- | :--- | :--- |
| Route | Cost(s)/Roadblock(s) | Detour(s) |
| Make things right with <br> Anna | Trust | Be on solid ground |
| Be on solid ground | Fear; legitimate and <br> sustainable employment | Pro-social activities; sever <br> ties with old friends and fast <br> money |
| $\square$ |  |  |

## Anna's Assets

| EDUCATION <br> Things Anna knows by formal or informal study, practice, and training: | SKILLS \& TALENTS <br> Things Anna has interest in, likes to do, does well, and come naturally to her: <br> Good cook <br> Social media <br> Photography |
| :---: | :---: |
| PERSONALITY <br> The way family, friends, and co-workers describe Anna: <br> Animated <br> Outgoing | CONNECTIONS <br> People Anna knows, respects, can rely on, and/or have helped her: <br> Mom <br> Latricia <br> Cory <br> Co-workers |

## What's Important to Anna?

| Destination: To own a home |  |  |
| :--- | :--- | :--- |
| Route | Cost(s)/Roadblock(s) | Detour(s) |
| Save money | Income | Needs a better job |
| Better job | Education | Needs a GED |
| GED | Children/boyfriend/time | Free, online GED classes <br> while the kids are in school |

## Anna Sets a SMART Financial Goal

Recall that Anna would like to own a home someday and knows that saving money is important. She feels she's can't really save for a home at this point but building up her savings to at least one month's rent (\$600) is possible. Anna thinks she can save $\$ 50$ per month, and here is a breakdown of her first SMART goal.

| Goal | Amount Needed | Date <br> Needed | Start <br> Date | Months to Goal | Monthly Amount |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Short-term (1 year or less) |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Mid-term (2-5 years) |  |  |  |  |  |
| Anna wants to save (A) one month's rent (S) as soon as possible. | \$1,000 (M) | 10/1/2023 <br> (T) | 2/1/22 | 20 | \$50 (R) |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Long-term (5+ years ) |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |

Anna has to figure out where to put the money she saves. She no longer has a bank account because of outstanding fees from bouncing checks and has to use a check cashing service to cash her payroll checks. Anna doesn't think she can open a new savings account so she will have to stash her cash in an empty coffee can for now.

[^0]
## Anna's Pay Statement

Here is Anna's current pay statement from her employer, Corporate Cleaners, Inc. Before this, Anna was not completely sure as to what all of the sections and abbreviations meant, so she discussed it with her employer's payroll department.

| Corporate Cleaners |  |  |  |  | ID | SOCIAL SECURITY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | EMPLOYEE |  |  |
|  |  |  |  | Anna R Client | 4220-0 | XXX-XX-XXXX |
| PAY PERIOD | GROSS |  | TAXABLE GROSS | TAXES | OTHER | NET PAY |
| 9/15-30/2021 | \$1,396.72 |  | \$1,317.38 | \$281.59 | \$106.92 | \$1,008.21 |
| YTD | \$25,140.96 |  | \$23,712.91 | \$5,068.60 | \$1,924.49 | \$18,147.87 |
| PAY CLASS | RATE | HOURS | GROSS | DEDUCTIONS | CURRENT | YEAR-TO-DATE |
| Regular | \$16.00 | 86.67 | \$1,386.72 | ABC | \$69.34 | \$1,248.05 |
| Overtime |  |  |  | OASDI | \$81.68 | \$1,470.20 |
| Annual |  |  |  | Medicare | \$19.10 | \$343.84 |
| Sick |  |  |  | Federal | \$121.00 | \$2,178.00 |
| Holiday |  |  |  | State | \$40.71 | \$732.73 |
| Uniforms |  |  | \$10.00 | Local | \$19.10 | \$343.84 |
|  |  |  |  | Uniforms | \$15.00 | \$270.00 |
|  |  |  |  | Opt Life | \$20.36 | \$366.48 |
|  |  |  |  | LTD | \$2.22 | \$39.96 |
| TOTAL |  |  | \$1,396.72 | TOTAL | \$388.51 | \$6,993.09 |
| Tax Code Federal: Single Check No: 213456 |  |  | This area intentionally left blank. |  |  |  |

Anna didn't realize that she had elected for optional group whole life insurance that is costing her almost $\$ 41$ per month, for $\$ 50,000$ coverage. The payroll manager explained the pros and cons of whole life insurance and said that optional group term insurance for the same benefit would only cost her $\$ 1.65$ per paycheck. Anna decided to change her optional group life insurance to the term policy.

## Should Anna Use Pre-Tax?

Anna doesn't believe that using pre-tax benefits will make any difference with her limited earnings and because she doesn't normally owe any federal taxes. Let's see if that's really true. Anna pays $5 \%$ of wages for health insurance and has out-of-pocket medical expenses of $\$ 600$. Her employer matches $\$ 1$ for $\$ 1$ on the first $2 \%$ contributed to the $401(\mathrm{k})$ savings.

|  |  | Using Pre-tax | Pocket Change or "Feels Like" | Net <br> "Real" <br> Benefit | Explanation |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1. Gross Wages: | \$33,280 | \$33,280 | - | - | Gross wages don't change if she redirects dollars or not. |
| 2. Health Contributions <br> Health Insurance: <br> FSA: <br> Total: | $\begin{aligned} & \$ 0 \\ & \mathbf{\$ 0} \\ & \mathbf{\$ 0} \end{aligned}$ | $\begin{aligned} & (\$ 1,664) \\ & \frac{(\$ 600)}{(\$ 2,264)} \end{aligned}$ | - | - | When Anna makes pre-tax contributions for health insurance and redirects out-of-pocket expenses into a flexible spending account, it actually feels no differently because she has to pay those expenses anyway. |
| 3. FICA and State/Local Tax Calculations |  |  |  |  |  |
| (a) FICA Wages <br> Gross Wages: <br> Health Contributions: <br> (a) FICA wages: | $\begin{gathered} \$ 33,280 \\ \underline{\$ 0} \\ \$ 33,280 \end{gathered}$ | $\begin{aligned} & \$ 33,280 \\ & \frac{(\$ 2,264)}{\$ 31,016} \end{aligned}$ |  |  | Anna's FICA wages are calculated by subtracting the total health contributions (\#2) from her gross wages (\#1). |
| (b) Total FICA, State, \& Local Ta FICA Taxes (7.65\%): State/Local Taxes (4.5\%): <br> (b) Total FSLT: | $\begin{gathered} \text { (FSLT) } \\ \$ 2,546 \\ \$ 1,498 \\ \$ 4,044 \end{gathered}$ | $\begin{aligned} & \$ 2,373 \\ & \$ 1,396 \\ & \$ 3,769 \end{aligned}$ | \$275 | \$275 | Multiplying FICA wages by the respective tax rate results in the FICA and State/Local taxes withheld from Anna's pay. You can see an immediate reduction in taxes and more dollars in her pocket. |
| 4. Retirement Savings Contribution <br> Gross Wages (1): 401(k) (2\%): | $\begin{gathered} \$ 33,280 \\ \$ 0 \end{gathered}$ | $\begin{aligned} & \$ 33,280 \\ & (\$ 666) \end{aligned}$ | (\$666) | \$666 | If Anna puts $2 \%$ of her gross wages into the 401(k) retirement plan, it feels like less in her pocket. However, remember that the money is still hers, but it's just redirected to savings instead of her pocket. |

## This area intentionally left blank.



## The Conclusion:

Using pre-tax contributions, Anna will actually have \$220 MORE money in her pocket every year! The "real" economic benefit of using pre-tax contributions is $\mathbf{\$ 2 , 2 1 8}$ when factoring lower taxes, additional EITC, and retirement savings with company match. Anna should use pre-tax!

## Anna Maximizes Income

Anna took your suggestions and invested in herself! She enrolled and completed a GED program while her kids were in school! Anna filed for VA benefits for the children and found out she will receive $\$ 210$ per month; she and kids' dad were not married so she does not qualify for any spousal benefit. Anna receives a rent subsidy of $\$ 410$ per month, and free school meals for the kids valued at $\$ 115$ per month.

Anna also decided she wants to start selling her homemade pasta at local church craft fairs. She's calling around to see what she needs to do. She hasn't tried amateur night at the comedy club yet.

Now that Anna has her GED, she applied for several office jobs in the area. She was called for interviews at two locations, reviewed the Interview Quick Tips on the CareerLink website prior to the interviews, and afterwards received offers for both jobs!!! She now has to choose and has come to you for your opinion. Here are her choices:

| Company | ABC Inc. | DEF Company |  |
| :--- | :---: | :---: | :---: |
| Position | Mail Clerk | Receptionist |  |
| Pay | $\$ 22 / \mathrm{hr}$ | $\$ 20 / \mathrm{hr}$ |  |
| Total Hours per Week | 37.5 | 40 |  |
| Hours | $8: 00 \mathrm{am}-4: 30 \mathrm{pm}$ | $8: 00 \mathrm{am}-5: 00 \mathrm{pm}$ |  |
| Lunch | 1 hour | 1 hour |  |
| Benefits |  |  |  |
| Health Insurance Premiums | $5 \%$ of wages | $5 \%$ of wages |  |
| $401(\mathrm{k})$ | $2 \%$ match | No match |  |
| Paid Holidays | 8 | 12 |  |
| Flexible Spending Account | No | Yes |  |
| Tuition Reimbursement | No | Up to $\$ 5,250 / \mathrm{yr}$ |  |
| Transportation Allowance | No | $\$ 100 / \mathrm{month}$ |  |
| Other Considerations |  |  |  |
| Pay Period | Two weeks | Bi-monthly |  |
| Commute (one-way) | 1 hour | 15 minutes |  |
| Transportation Cost | $\$ 325 /$ month | $\$ 130 / \mathrm{month}$ |  |
| Dress Code | Jeans | Professional (\$75/mo) |  |

## Anna's Choice

Here is a side-by-side comparison of Anna's job options. As you can see, both positions have benefits and drawbacks, but it wasn't until seeing the net economic benefit that Anna could make an informed decision. Which do you think she chose?

| Factors | ABC Inc | DEF Co |
| :---: | :---: | :---: |
| Add: |  |  |
| Hourly wages | \$22 | \$20 |
| Work hours per week | 37.5 | 40 |
| Annual pay | \$42,900 | \$41,600 |
| Transportation allowance | \$ 0 | \$ 1,200 |
| Gross Compensation | \$42,900 | \$42,800 |
| Subtract Deductions: |  |  |
| Federal income taxes (10\%) | \$ 0 | \$ 0 |
| State/Local income taxes (4.5\%) | \$ 1,931 | \$ 1,872 |
| FICA taxes (7.65\%) | \$ 3,118 | \$ 2,977 |
| Health insurance premiums (5\%) | \$ 2,145 | \$ 2,080 |
| FSA contributions (\$25 per pay) | \$ 0 | \$ 600 |
| 401(k) contributions (2\%) | \$ 858 | \$ 832 |
| Net Take Home | \$34,849 | \$34,439 |
| Subtract Comparable Costs: |  |  |
| Transportation | \$ 3,900 | \$ 1,560 |
| Professional dress | \$ 0 | \$ 900 |
| Out-of-pocket medical | \$ 600 | \$ 0 |
| "Really Feels Like" | \$30,349 | \$31,979 |
| Add Employee Benefit Use: |  |  |
| Tuition Reimbursement (annual maximum) | \$ 0 | \$ 3,000 |
| 401(k) match (4\%) | \$ 858 | \$ 0 |
| "Net" Economic Benefit | \$31,207 | \$34,979 |
| Other considerations: |  |  |
| Total hours away from home/week | 47.5 | 47.5 |
| Paid holidays | 8 | 12 |
| Annual leave/vacation | Yes | Yes |
| Sick leave | Yes | No |
| Advancement potential | No | Yes |

## Anna's Withholding

When Anna started her new job, she needed a bank account for direct deposit of her pay. The Human Resources department suggested she talk to the credit union to which the DEF employees have access. The credit union wouldn't allow her to open a checking account until her outstanding banking fees were paid off but will provide a pre-loaded debit card to receive her pay until then.

Anna also had to complete a W-4 form which tells her employer how much federal tax to withhold from her pay. Anna had some questions about the form because it looked very different from the $\mathrm{W}-4$ she completed for the cleaning company several years ago. The payroll clerk helped with her questions.
Q. Which filing status should I use? I used single in the past to have the maximum withheld, but I know that my status is head of household on my taxes.

| (a) First name and middle initial <br> Anna R | Last name Client | (b) Social security number $X X X-X X-X X X X$ |
| :---: | :---: | :---: |
| Address <br> 123 Whereshelives Street |  | Does your name match the name on your social security card? If not, to ensure you get credit for your earnings, contact SSA at 800-772-1213 or go to www.ssa.gov. |
| City or town, state, and ZIP code Hercity, PA 191xx |  |  |
| $\square$ Single or Married filing separately Married filing jointly or Qualifying widow(er) Head of household (Check only if you're unma | ied and pay | rself and a qualifying individual.) |

A. Your filing status on the W-4 should match how you file your 1040 form to avoid having too much or too little withheld from your pay. The withholding calculation attempts to match the amount withheld to your total taxes owed for the year.

Anna only has one job, so she didn't need to complete Step 2, so she moved on to Step 3: Claim Dependents.
Q. What does the $\$ 4,000$ for my dependents mean?

A. The $\$ 4,000$ represents the child tax credit that you will claim when you file your taxes. A credit reduces the taxes owed for the year, and in your case up to $\$ 4,000$. This will reduce the amount of withholding during the year.

The payroll clerk asked Anna if she had any other taxable income that she may want to include in the withholding calculation, such as interest, dividends. She does not. Anna also uses the standard deduction when she files her taxes, so she has no additional deductions to consider. The payroll clerk entered her information into the withholding calculator.
Q. So how much will be withheld from pay?
(a) Other income (not from jobs). If you want tax withheld for other income you expect this year that won't have withholding, enter the amount of other income here. This may include interest, dividends, and retirement income

(b) Deductions. If you expect to claim deductions other than the standard deduction and want to reduce your withholding, use the Deductions Worksheet on page 3 and enter the result here
(c) Extra withholding. Enter any additional tax you want withheld each pay period.
A. Good news! It looks like nothing will be withheld because based on your income and filing status, you may not owe any taxes this year. If something changes, like your filing status or additional income, you will need to revisit your withholding. Also, keep in mind that no withholding will decrease the amount of your refund.

Anna was really uncomfortable with having no federal taxes withheld from her pay, especially because she is now making more money. She also likes the big refund that she normally gets at tax time. She looked at an old paystub from the cleaning company in which $\$ 121$ was withheld for federal taxes. She made the decision to have an extra $\$ 60$ withheld from each pay period.
(c) Extra withholding. Enter any additional tax you want withheld each pay period

4(c) $\$$

The next page is Anna's completed W-4 form.


Complete Steps 2-4 ONLY if they apply to you; otherwise, skip to Step 5. See page 2 for more information on each step, who can claim exemption from withholding, when to use the estimator at www.irs.gov/W4App, and privacy.

| Step 2: | Complete this step if you (1) hold more than one job at a time, or (2) are married filing jointly and your spouse |
| :--- | :--- |
| Multiple Jobs | also works. The correct amount of withholding depends on income earned from all of these jobs. |
| or Spouse | Do only one of the following. |
| Works | (a) Use the estimator at www.irs.gov/W4App for most accurate withholding for this step (and Steps 3-4); or |
|  | (b) Use the Multiple Jobs Worksheet on page 3 and enter the result in Step 4(c) below for roughly accurate withholding; or |
| (c) If there are only two jobs total, you may check this box. Do the same on Form W-4 for the other job. This option |  |
| is accurate for jobs with similar pay; otherwise, more tax than necessary may be withheld. . . . . |  |

Complete Steps 3-4(b) on Form W-4 for only ONE of these jobs. Leave those steps blank for the other jobs. (Your withholding will be most accurate if you complete Steps 3-4(b) on the Form W-4 for the highest paying job.)


## Anna's Pay Statement

Here is Anna's pay statement from the DEF Company at the end of her first month on the job.

| DEF Company |  |  |  | EMPLOYEE | DEPARTMENT | SOCIAL SECURITY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Anna R Client | Reception | xxx-xx-xxxx |
| PAY PERIOD | GROSS |  | TAXABLE GROSS | TAXES | OTHER | NET PAY |
| 10/16-31/2021 | \$1,783.40 |  | \$1,621.73 | \$257.69 | \$112.02 | \$1,387.69 |
| YEAR-TO-DATE | \$3,566.80 |  | \$3,243.46 | \$515.38 | \$224.04 | \$2,775.38 |
| PAY CLASS | Rate | hours | Gross | DEDUCTIons | CURRENT | YEAR-To-date |
| Regular <br> Mass Trans | \$20.00 | 86.67 | $\begin{gathered} \$ 1,733.40 \\ \$ 50.00 \end{gathered}$ | XYZ Health | \$86.67 | \$173.34 |
|  |  |  |  | FSA | \$25.00 | \$50.00 |
|  |  |  |  | OADSI/MDCR | \$124.06 | \$248.12 |
|  |  |  |  | Federal | \$60.00 | \$120.00 |
|  |  |  |  | State | \$50.11 | \$100.22 |
|  |  |  |  | Local | \$23.52 | \$47.03 |
|  |  |  |  | Life - (Opt) | \$0.35 | \$0.70 |
| total |  |  | \$1,783.40 | total | \$369.71 | \$739.42 |
| Job Code | $\begin{array}{\|l\|} \hline \text { R-174 } \\ \mathrm{HOH} \end{array}$ |  | This area intentionally left blank. |  |  |  |
| FED W-4 |  |  |  |  |  |  |  |
| CHECK/DEPOSIT | xx-xxxx3303 |  |  |  |  |  |

## This area intentionally left blank.

## Anna's Employee Benefits

## DEF Company - Employee Benefits Summary

Employees of DEF Company receive a wide variety of financial and personal job benefits. The benefits package includes all financial rewards that are generally not paid directly to the employee. These benefits are a significant part of employee "total compensation".

Below is a brief summary of the highly competitive benefits which are available. The benefits listed apply to most permanent, full-time employees appointed to merit system classified jobs. If you receive an employment offer, you should request specific benefits information from the hiring agency.

|  | Holidays | Training Opportunities |
| :--- | :--- | :--- |
| Salary and Wages | Vacation | Flexible Work Schedules |
| Medical/Life Insurance | Sick Leave | Wellness Programs |
| Retirement |  |  |

## Salary and Wages

Employees are paid on a bimonthly basis. Employees are required to participate in direct deposit of their paychecks into their banking account of choice. Base salary ranges are based on job classification.

Promotion Opportunities - There are many opportunities to compete for transfer or promotional appointment. Employees may apply for jobs within their own or any other company department.

## Medical Insurance

The company offers a comprehensive indemnity health insurance plan which includes benefits for hospital, surgical, major medical, prescription drug, and other medical expenses. The company pays the major portion of the insurance premium. Employee paid premiums for health insurance currently equal $5 \%$ of base salary. An optional group dental plan is also available.

## Flexible Spending Accounts

The company provides Flexible Spending Accounts to pay for health care costs not covered by the medical insurance plan, like deductibles, co-payments, eyeglasses, etc.

## Disability Insurance

The company provides long-term disability benefits of $65 \%$ of an employee's base wages at no cost to the employee. Benefits begin 180 days from date of disability to a maximum of three benefit years.
Coordination of benefits apply and may reduce the monthly benefit.

## Life Insurance

The company provides a $\$ 10,000$ term life policy with accidental death and dismemberment benefits. Additional group rate insurance is available for $\$ 0.70$ per paycheck per additional $\$ 10,000$ coverage.
Dependent life of a maximum benefit of $\$ 5,000$ per dependent is available for $\$ 0.35$ per dependent per paycheck.

## 401(k) Retirement Plan

The company provides a qualified IRS code $401(\mathrm{k})$ plan designed to provide retirement savings alternative for all employees. Employee contributions to the Plan are managed via convenient payroll deductions with a minimum contribution of $\$ 5$ per pay. There are a variety of quality investment options including a guaranteed value fund and 10 mutual funds representing various asset classes.

Employees must wait 90 days before participation in the plan is allowed; participation is optional. After 90 days, employees will receive an enrollment form from the human resources department; forms must be completed and returned within 30 days of receipt. Employees can also roll over funds into the company plan from a former pension or 401(k) plan. Hardship loans are not available at this time.

## Holidays

The company offers 12 paid holidays in each year. The number of paid holidays is above the national average for both public and private sector employees.

## Vacation

Employees of the company receive a generous amount of annual or vacation leave based on length of service. The amount of leave an employee may carry forward to the next year also varies by years of service.

| Service Category | Accrual Rate | Carry-forward Maximum |
| :--- | :---: | :---: |
| Less than 5 years | 0.83 days $/ \mathrm{mo}=10$ days/year | 30 days |
| 5 years, less than 10 | 1.25 days $/ \mathrm{mo}=15$ days/year | 30 days |
| 10 years, less than 15 | 1.67 days $/ \mathrm{mo}=20$ days/year | 35 days |
| 15 years or more | 2.08 days $/ \mathrm{mo}=25$ days/year | 40 days |

## Paid Sick Leave

The company offers an outstanding paid leave benefit in the event of employee illness or injury. All full-time employees earn paid sick leave at a rate of hours equal to 0.33 days each month. This is equivalent to 4 paid days per year. There is no limit to the amount of sick leave an employee can accumulate year to year. Sick leave may also be used for death in the immediate family or for family illnesses/injuries and medical appointments. Also, unused annual and sick leave may be used to increase employee retirement benefits or to extend employer paid medical/health insurance.

Family Medical Leave - The federal Family and Medical Leave Act and the WV Parental Leave Act provide for up to 12 weeks of unpaid time off work during specific family/medical-related situations.

## Training, and Developmental Opportunities

As a large and diverse organization, the company offers employees many opportunities for advanced training and education. Formal in-house training classes include basic job skills, communications skills, supervision/leadership, computers, and information technology. The company also offers tuition reimbursement for job-related training and education provided by approved technical schools and colleges, to a maximum of $\$ 3,000$ per calendar year.

## Credit Union

DEF Company is a member of the Best Employee Credit Union. A wide range of financial services are offered, including checking accounts, ATM cards, drive-through service, holiday/vacation clubs, direct deposit, 24-hour banking, traveler's checks, and loans. All deposits in the credit union are insured up to $\$ 250,000$ by the National Credit Union Administration.

Flexible Working Hours and Alternate Work Schedules
Most employees have the opportunity to adjust their hours or work schedule. At the discretion of the department manager and within certain guidelines, employees may be permitted a flexible starting and quitting time. In addition, some departments may offer opportunities for compressed workweek, part-time work, or telecommuting.

## Wellness Programs

The company provides special wellness and health related services to employees. Examples include: free health screening, special seminars and presentations, organized health related activities, health contact information, wellness promotion events, and healthy lifestyle information.

## Anna's Money Map

Even though Anna is happy with her new job and grateful for added assistance, she still feels like she's not getting ahead. Anna is behind on her cell phone and cable bills and is paying an extra $\$ 20$ on each to get caught up. She owes $\$ 400$ for an old medical bill on which she pays $\$ 25$ per month, $\$ 165$ in bank overdraft fees, and $\$ 1,100$ in credit card debt that she just makes the minimum monthly payment of $\$ 55$. Anna is dreading the holidays and all of the expectations the kids have for gifts; she usually spends $\$ 500$ on gifts. Anna pays her car insurance twice per year, in February and August (\$870 each) and Anna usually spends $\$ 400$ for back-to-school clothes for the kids. Lastly, feels bad that she spent $\$ 230$ on clothes for her new job this month.

Anna created a Money Map with her income and expenses she tracked for the month.

| Anna's Income |  |  |
| :---: | :---: | :---: |
|  | Current | Plan |
| Cash Coming In |  |  |
| Wages/Salary (before deductions) | \$3,567 | \$3,567 |
| Transportation Allowance | \$ 100 | \$ 100 |
| Veteran's Apportionment | \$ 210 | \$ 210 |
| Total Cash In: | \$3,877 | \$3,877 |
| Non-Cash Assistance |  |  |
| Housing Assistance (negotiated benefit) | \$ 410 | \$ 410 |
| School Lunch | \$ 115 | \$ 115 |
| Total Non-Cash In: | \$ 525 | \$ 525 |
| What Comes In: Cash In + Non-Cash In (Also called gross monthly income*) | \$4,402 | \$4,402 |
| Off the Top Deductions |  |  |
| Federal Taxes | \$ 120 | \$ 0 |
| State/Local Taxes | \$ 147 | \$ 147 |
| FICA Taxes | \$ 248 | \$ 248 |
| Health Insurance | \$ 173 | \$ 173 |
| FSA Constributions | \$ 50 | \$ 50 |
| Life Insurance | \$ 1 | \$ 1 |
| Total Off the Top: | \$ 739 | \$ 619 |
| What Comes In - Off the Top = Take Home Pay (Also called net monthly income) | \$3,663 | \$3,783 |

## Anna's Periodic Expenses

Some expenditures occur only once or twice a year, such as car insurance premiums, property taxes, holiday gifts, special events, vacations and seasonal activities. Here are Anna's periodic expenses.


Total Periodic Expenses Divided by 12 months Monthly Set-aside $\$ 2,640 \div 12 \quad=\quad \$ 220$

## Anna's Money Map - Expenses

|  | Current | Plan |  | Current |  | Plan |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Set-Aside Funds |  |  | Children |  |  |  |  |
| Emergency Savings (V) | \$ 0 | \$ 50 | Allowance (V) | \$ | 80 |  | 80 |
| Periodic Expenses (V) | \$ 0 | \$ 220 | Total Children: | \$ |  |  |  |
| Total Set Aside Funds: | \$ 0 | \$ 270 |  |  |  |  |  |
| Housing |  |  | Other Obligations |  |  |  |  |
| Rent (F) | \$1,480 | \$1,480 | Overdue Bills (V) | \$ |  | \$ | 40 |
| Electric/Heat (fuel) (V) | (rent) | (rent) | Credit Card(s) (V) | \$ | 55 |  | 75 |
| Water/Sewer/Trash(V) | (rent) | (rent) | Donations/Gifts (V) | \$ | 278 |  | 278 |
| Phone(s) (land/cell) (V) | \$ 240 | \$ 140 | Money Order Fees (V) | \$ | 108 |  | 108 |
| Cable/Internet (V) | \$ 230 | \$ 100 | Bank Overdraft Fees (V) | \$ | 0 |  |  |
| Total Housing: | \$1,950 | \$1,720 | Total Other Obligations: | \$ | 481 | \$ |  |
| Transportation |  |  |  |  |  |  |  |
| Car: Fuel | \$ 60 | \$ 60 | Personal Care |  |  |  |  |
| Car Insurance | \$ 0 | (set aside) | Clothing/Laundry (V) | \$ | 230 |  | 75 |
| Public Transportation (F) | \$ 130 | \$ 130 | Hair Care (V) | \$ | 80 |  | 80 |
| Total Transportation: | \$ 190 | \$ 190 | Total Personal Care: | \$ | 310 |  | 155 |
| Food |  |  | Recreation/Entertainment |  |  |  |  |
| Groceries (V) | \$ 600 | \$ 500 | Movies (V) | \$ | 90 |  |  |
| Eating Out (V) | \$ 100 | \$ 50 | Alcohol/Tobacco (V) | \$ | 100 |  | 50 |
| School Meals (F) | \$ 115 | \$ 115 | Lottery (V) | \$ | 43 |  |  |
| Total Food: | \$ 815 | \$ 665 | Total Recreation: | \$ | 233 |  | 121 |
| Health |  |  |  |  |  |  |  |
| Medical Bill (V) | \$ 25 | \$ 25 |  |  |  |  |  |
| Total Health: | \$ 25 | \$ 25 |  |  |  |  |  |

## Anna's Money Map-Summary

|  | Current | Plan |
| :---: | :---: | :---: |
| Income |  |  |
| Total Gross Monthly Income | \$ 4,402 | \$ 4,402 |
| Total Off The Top Deductions | \$ 739 | \$ 619 |
| (1) Net Take Home Pay: | \$ 3,663 | \$ 3,783 |
| Expenses |  |  |
| Set Aside Funds | \$ 0 | \$ 270 |
| Housing | \$ 1,950 | \$ 1,720 |
| Transportation | \$ 190 | \$ 190 |
| Food | \$ 815 | \$ 665 |
| Health | \$ 25 | \$ 25 |
| Children | \$ 80 | \$ 80 |
| Other Obligations | \$ 481 | \$ 551 |
| Personal Care | \$ 310 | \$ 155 |
| Recreation/Entertainment | \$ 233 | \$ 121 |
| (2) Total Expenses: | \$4,084 | \$3,777 |

## COMPARE

(1) Net Take Home Pay
\$ 3,663
\$ 3,783
Less:
(2) Total Expenses \$4,084

CASH FLOW
(\$ 421)
\$3,777
(\$
\$ 6

Here is a summary of some key changes Anna made for her plan.

- Changed W-4 to eliminate extra $\$ 60$ being withheld from each pay
- Started an emergency savings and set-asides for future periodic expenses
- Adjusted phone plans and opted for streaming service to eliminate cable
- Committed to being better with grocery sales/coupons and less eating out
- Increased monthly payment for credit cards and started payment for banking fees
- Decreased, but did not eliminate recreation


## Anna's Cash "Flow"

Even as Anna puts a monthly money map in place, her monthly cash flow may not 'flow' as neatly. What does that mean? It simply means that the timing of her (cash and non-cash) income may not match the timing of her expenses from week to week. There are some weeks where Anna is flush with cash and others where she comes up short. Let's look at how Anna's cash "flowed" during the first month using her money map. This month had 31 days, which meant a (partial) fifth week to track. Remember she gets paid on the first and $15^{\text {th }}$ day of each month and some expenses are incurred weekly, i.e. groceries/school lunches, transportation, and the kids' allowance.

Income
Wages (net)
Veteran's Benefits
School Lunch
Housing Assistance
Weekly Income Totals

| Week 1 | Week 2 | Week 3 | Week 4 | Week 5 | Totals |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\$ 1,388$ |  | $\$ 1,388$ |  | $\$ 1,388$ | $\$ 4,164$ |
|  | $\$ 210$ |  |  |  | $\$ 210$ |
| $\$ 25$ | $\$ 25$ | $\$ 25$ | $\$ 25$ | $\$ 25$ | $\$ 125$ |
| Direct |  |  |  | Direct | $\$ 820$ |
| $\$ \mathbf{1 , 4 1 3}$ | $\$ \mathbf{2 3 5}$ | $\mathbf{\$ 1 , 4 1 3}$ | $\mathbf{\$ 2 5}$ | $\mathbf{\$ 1 , 4 1 3}$ | $\mathbf{\$ 5 , 3 1 9}$ |

Now let's look at how her cash typically "flows out" during the month.

## Expenses

Set-asides
Rent
Phone/cable
Transportation
Groceries/School meals
Eating out
Overdue bills
Banking/check cashing fees
Credit card
Donations
Clothing
Kids' allowance
Haircut
Cigarettes
Movies
Lottery
Weekly Expense Totals

| Week 1 | Week 2 | Week 3 | Week 4 | Week 5 | Totals |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ 135 |  | \$ 135 |  | \$ 135 | \$ 405 |
| \$1,070 |  |  |  | \$1,070 | \$2,140 |
|  | \$ 140 | \$ 100 |  |  | \$ 240 |
| \$ 40 | \$ 30 | \$ 40 | \$ 40 | \$ 30 | \$ 180 |
| \$ 110 | \$ 115 | \$ 135 | \$ 130 | \$ 95 | \$ 585 |
|  | \$ 48 |  |  |  | \$ 48 |
| \$ 25 |  | \$ 25 | \$ 25 |  | \$ 65 |
| \$ 54 | \$ 50 | \$ 54 |  | \$ 54 | \$ 212 |
|  |  |  | \$ 75 |  | \$ 75 |
| \$ 138 |  | \$ 138 |  | \$ 138 | \$ 414 |
|  |  | \$ 55 | \$ 40 |  | \$ 95 |
|  | \$ 40 |  | \$ 40 |  | \$ 80 |
|  |  |  | \$ 60 |  | \$ 60 |
| \$ 15 | \$ 15 | \$ 15 | \$ 25 | \$ 15 | \$ 85 |
|  |  |  | \$ 30 |  | \$ 30 |
| \$ 6 | \$ 6 | \$ 6 | \$ 6 | \$ 6 | \$ 30 |
| \$1,593 | \$ 444 | \$ 698 | \$ 466 | \$1,543 | \$4,744 |

Here is a summary of how Anna's cash flowed for the month. Remember that Anna works with cash and uses money orders because of her outstanding banking fees.

| Cash on Hand | Week 1 | Week 2 | Week 3 | Week 4 | Week 5 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning Balance | 0 | \$ 0 | \$ | \$ 715 | \$ 274 |
| Income | \$1,413 | \$ 235 | \$1,413 | \$ 25 | \$1,413 |
| Expenses | (\$1,593) | (\$ 444) | (\$ 698) | (\$ 466) | (\$1,543) |
| Carry Over (next week) | (\$ 180) | (\$ 209) | \$ 715 | \$ 274 | \$ 144 |
| Credit Card | \$ 180 | \$ 209 | - | - | - |

Anna ran was short on cash during the first and forth weeks of the month. She used her credit card to pay for the expenses in red on the previous page because she ran out of cash. She has now accrued an additional debt of $\$ 389$ on her credit card. Anna may need to tap into her set-asides to avoid using her credit card moving forward. It may take her several months of working with her money map to keep her cash flow positive.

## This area intentionally left blank.

## Anna's Taxes

Anna made adjustments to withholding allowances on the W-4 form which has helped her cash flow, but she is concerned about what her taxes will look like when she files. Below are Anna's federal income tax forms and documents from 2021. Complete the 1040 review worksheet to see Anna's true tax position.

Anna's W-2's:



## Anna's 1040 (2021)




## Anna's 1040 Review Worksheet (2021)

| Key Item | Where | Anna's Numbers |
| :---: | :---: | :---: |
| Filing Status <br> It's more like "family status" that affects deductions/credits, tax table, etc. | 2021 - Top line | HOH |
| Dependents <br> The people in your household that are supported with your income (other than you and your spouse). | 2021 - Listed below standard deduction question | 2 |
| Total Income <br> Everyone is subject to tax on income. | 2021 - Line 9 | \$33,443 |
| Adjustments Some expenses are encouraged and allowed to reduce income from Schedule 1 | 2021 - Line 10 | \$0 |
| Adjusted Gross Income (AGI) <br> AGI is used for certain tax calculations. | 2021 - Line 11 | \$33,443 |
| Deductions <br> Some other expenses reduce income. You are entitled the greater of a standard deduction or itemized list from Schedule A. | 2021 - Line 12c | \$19,100 |
| Taxable Income <br> This is the amount upon which the initial tax calculation is based. | 2021 - Line 15 | \$14,343 |
| **Compare Anna's Total Income to Taxable Income ** |  |  |
| $\frac{\$ 33,443}{\text { Taxable Income }} \div \frac{\$ 14,343}{\text { Total Income }} \times 100=\frac{43 \%}{\begin{array}{c} \text { Percentage of Anna's } \\ \text { income that is actually subject } \\ \text { to federal income tax. } \end{array}}$ |  |  |


| Key Item | Where | Anna's Numbers |
| :---: | :---: | :---: |
| Tax <br> This is your initial tax calculation from tax table and Schedule 2. | 2021 - Page 2, line 18 | \$1,435 |
| Credits <br> There are certain expenses paid and savings that qualify to reduce the taxes owed from Schedule 3. | 2021 - Line 21 | \$1,435 |
| Other Taxes <br> The additional taxes on special items, from Schedule 2. | 2021 - Line 23 | \$0 |
| Total Tax <br> The net total tax you owe for the year. | 2021 - Line 24 | \$0 |
| Payments <br> This is the amount that you have already paid towards your total tax during the year. | 2020 - Line 25d <br> - Line 26 | \$2,418 |
| Refundable Credits Some credits are returned even if you have zero total tax from lines 27-30 and Schedule 3. | 2021 - Line 32 | \$5,617 |
| Total Payments | 2021 - Line 33 | \$8,035 |
| Refund or Payment Due The final result. | 2021 - Line 34 or 37 | \$8,035 |
| **Compare Anna's Total Tax to Your Withholding ** |  |  |
| $\left(\begin{array}{l} \mathbf{2 , 4 1 8} \\ \text { Withholding } \end{array}-\$ \frac{\mathbf{0}}{\text { Total Tax }}\right)$ | $\underset{\substack{\text { Pay periods } \\ \text { per year }}}{\mathbf{2 4}}=\begin{gathered} \text { Amou } \\ \text { or unde } \end{gathered}$ | 1 <br> over <br> withheld <br> pay |

## What Anna Did With Her Refund

Anna reviewed your suggestions for allocating her tax refund to 'now, later, and however.' This is what she decided to do with her $\$ 8,035$ refund:


Source: Adapted from Spend Some, Save Some: Making the Most of Your Tax Refund. (CFED)

## Harry and Diana's 1040 (2021)

1040
 OMB No. 1545-0074 $\quad$ IRS Use Only-Do not write or staple in this space.



## Investing in Anna-Role Play Script

Anna is serious about selling her homemade noodles and has decided to create 'Anna's Notion of Noodles'. She is willing to use $\$ 250$ of her saved money to start but knows she'll need more in order to make a real go of it. Anna was talking with her mom and this is what happened.
(1) Anna: "I need money to make my noodles. Mom, would you be willing to inve Notion of Noodles?
Action: Hold up pictures of making noodles (Visual 1).
(2) Mom: "I have money and need to MAKE IT WORK! I will invest in Notion of N Action: Hold up large dollar sign (Visual 2).
(3) Narrator: "Mom gives Anna money. Anna gives mom a stock certificate. Mom is now an INVESTOR in Anna's Notion of Noodles!"
Action: Mom and Anna exchange the large dollar (Visual 2) and the stock certificate (Visual 3).
(4) Narrator: "Anna uses the money to buy ingredients, makes the noodles, and puts them out for sale."
Action: Anna displays small noodle products (Visual 4).
(5) Consumers: "We want noodles!"

Action: Consumers 'buy' noodles small noodles (Visual 4) with the small dollars (Visual 5).
(6) Consumer 1: "I like Anna's noodles!"

Action: Consumer 1 holds thumbs up (Visual 6).
(7) Narrator: "Notion of Noodles makes a profit! Anna shares some of the profit wit Mom by paying her a dividend."
Action: Anna gives Mom one small dollar (Visual 5).
(8) Narrator: "Anna is happy. Mom is happy. Now, some of Anna's friends want to $i$ in Notion of Noodles so they can share in the profits too. Mom can sell of stock for a higher price and make a profit!"
Action: Mom holds up stock certificate (Visual 3) and the up arrow (Visual 7).
(9) Narrator: "HOWEVER..."
(10) Consumer 2: "I DON'T like Anna's noodles!"

Action: Consumer 2 holds thumbs down (Visual 8) then returns small nood/t (Visual 4) and gets money back (Visual 5).
(11) Narrator: "Notion of Noodles has a loss. There is nothing to share with Mom! AI is unhappy! Mom is unhappy! Her friends change their minds and don want to invest in Anna. Stock price goes down!


Action: Mom holds up stock certificate (Visual 3) and the down arrow (Visué
(12) Narrator: "And that is how investing in Anna and stocks work!

What should Anna do in order to make a profit again?"

## Anna's Net Worth

| Net Worth Worksheet |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| What She Own (Assets) |  |  | What She Owe (Debts) |  |
| Cash and like Cash: |  |  | Secured: |  |
| Cash on hand (wallet, home safe) | \$ 75 |  | Home Loans (mortgages) |  |
| Checking/savings accounts, | \$ 2,770 |  | Automobile Loans |  |
| Money market deposit accounts, CD's, savings bonds |  |  | Loans on Life Insurance, 401(k)'s, etc. |  |
| Financial Assets: |  |  | Other: |  |
| Stocks/Bonds/Mutual Funds |  |  | Unsecured: |  |
| Retirement Accounts |  |  | Alimony |  |
| Employer plans: 401(k), 403(b), etc |  |  | Past Due Bills |  |
| IRA's/annuities |  |  | Personal Loans |  |
| Cash Value in Life Insurance |  |  | Credit Card Accounts |  |
| Other: |  |  | Pledges, i.e., tithing |  |
| Real Property: (house, land) |  |  | Other: |  |
| Small Business : | \$ 250 |  | Garnishments: |  |
| Personal Assets: |  |  | Child/Spousal Support |  |
| Home furnishings/clothing | \$ 1,000 |  | Student Loans |  |
| Appliances/electronics | \$ 1,500 |  | Taxes |  |
| Automobile(s) | \$ 2,000 |  | Other: |  |
| Sports and hobby equipments |  |  |  |  |
| Other |  |  |  |  |
| Jewelry, antiques, collectibles |  |  |  |  |
| Total Assets: | \$ 7,595 |  | Total Debts: | \$0 |
| Net Worth Summary |  |  |  |  |
| Total Assets: |  | \$ 7,595 |  |  |
| Less: Total Debts |  |  | 0 |  |
| Net Worth: |  | \$ 7,595 |  |  |

## Anna's Risks

Good news! Barry was notified that his parole has been granted and will be released shortly. He has applied for reinstatement of his VA disability benefits and arranged for temporary housing. Barry has contacted the garden center where he used to work and asked them to consider hiring him back, but hasn't received a response from them. Barry also sent Anna a letter, asking not only for a second chance but marriage proposal.

Meanwhile, Anna had been saving on a regular basis now due to paying off her debts with her tax refund. She also now has a savings and checking account at the credit union because she paid off her outstanding banking fees. Anna took your suggestions for the business and is making a small profit again on her noodles. She is thrilled to have almost over $\$ 2,000$ in her savings account. Anna is still working full-time for the DEF Company but would like to devote all of her efforts to her business. She loves the idea of being a full-time business owner and is thinking about quitting her job. Anna thinks it might be okay if she had Barry to help.

Anna is also still thinking about buying a house. It would make her very happy to move the kids into a home, especially if she and Barry were married. Anna also would like her mom to live with them in the house because she has never lived in a single-family home.

Help Anna sort through the risks of the changes she may make and ways she might manage them.


## Anna's Emergency Savings

Now that Anna has a savings account, she knows that it's important to have a healthy emergency savings, beyond just a month's rent. Anna used the worksheet below to calculate what she should have in emergency savings.

| Anna's Emergency Savings Worksheet |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Rent for 1 month |  | \$ 1,480 | $\times 3$ months = | \$4,440 |
| Groceries for 1 month |  | \$ 500 | $\times 3$ months $=$ | \$1,500 |
| Car insurance and fuel for 1 month |  | \$ 205 | $\times 3$ months $=$ | \$ 615 |
|  | Totals | \$ 2,185 | $\times 3$ months $=$ | \$6,555 |

## Total amount needed for emergency savings: \$6,555

Anna knows that three months of expenses is a lofty goal and has decided to work towards one month first. Since she already has $\$ 2,270$ in her savings account, she will need to save $\$ 3,785$ to reach her goal, and since she no longer has credit card debt, overdue bills, or banking fees, she can commit $\$ 145$ per month to savings.

| Goal | Amount <br> Needed | Date <br> Needed | Start <br> Date | Months <br> to Goal | Monthly <br> Amount |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Anna wants to save (A) <br> three months expenses for <br> emergency savings (S). | $\$ 3,785$ <br> (M) | $6 / 1 / 2023$ <br> (T) | $4 / 1 / 22$ | 14 | $\$ 275$ <br> (R) |
|  |  |  |  |  |  |
|  |  |  |  |  |  |

## Anna Shops for a Monthly Payment

Anna's 12-year-old car is in need of repairs that will cost $\$ 600$. She is not sure if it's worth making the repair or if she should just buy a newer car now that all of her debt is paid off. Anna reviews her money map again, and with extra money coming in from Notion of Noodles, she decides to look for a new car.

Anna goes to a nearby used car lot and sees a five-year-old car she likes for $\$ 10,000$. The salesperson approaches her, tells her how the car is just perfect for her and asks, "What kind of monthly payment are you looking for?" Anna tells him she can afford $\$ 200$ per month and the fun begins. Not fun for Anna, as the salesperson goes back and forth to his manager, working the numbers! Anna wrote down the numbers as they changed.

|  | Loan <br> Amount | Interest <br> Rate | Term <br> (months) | Loan <br> Fees | Monthly <br> Payment $^{*}$ | Total <br> Payments | Cost <br> of Credit |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Displayed on <br> windshield | $\$ 10,000$ | $\mathbf{7 \%}$ | $\mathbf{4 8}$ | $\$ \mathbf{0}$ | $\$ 239$ | $\$ 11,472$ <br> $(\$ 239 \times 48)$ | $\$ 1,472$ <br> $(\$ 11,472-\$ 10,000)$ |
| Factor Change: |  |  |  |  |  |  |  |
| Down <br> Payment <br> $(\$ 2,000)$ | $\$ 8,000$ | $7 \%$ | 48 | $\$ 0$ | $\$ 192$ | $\$ 9,216$ <br> $(\$ 192 \times 48)$ | $\$ 1,216$ <br> $(\$ 9,216-\$ 8,000)$ |
| Term <br> $(60$ months) | $\$ 10,000$ | $7 \%$ | $\mathbf{6 0}$ | $\$ 0$ | $\$ 198$ | $\$ 11,880$ <br> $(\$ 198 \times 60)$ | $\$ 1,880$ <br> $(\$ 11,880-\$ 10,000)$ |
| Interest Rate <br> $(8.5 \%)$ | $\$ 10,000$ | $\mathbf{8 . 5 \%}$ | 48 | $\$ 0$ | $\$ 246$ | $\$ 11,808$ <br> $(\$ 246 \times 48)$ | $(\$ 11,952-\$ 10,000)$ |
| Loan Fees <br> $(\$ 340)$ | $\$ 10,000$ | $7 \%$ | 48 | $\$ 340$ | $\$ 239$ | $\$ 11,812$ <br> $(\$ 239 \times 48+$ <br> $\$ 340)$ | $\$ 1,812$ <br> $(\$ 11,812-\$ 10,000)$ |

Anna was uneasy about the way the numbers were being changed to fit her target monthly payment. She didn't realize that having a down payment made such a difference to the total cost or how cost is affected by the length of the loan, interest rate, and fees. Anna decided not to buy at this time, paid for the car repair from her emergency savings, and revised her goals to save $\$ 2,000$ for a down payment before shopping for another car.

| Goal | Amount Needed | Date Needed | Start <br> Date | Months to Goal | Monthly Amount |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Anna wants to save (A) three months expenses for emergency savings (S). | \$3,510 <br> (M) | $4 / 1 / 2025$ <br> ( T ) | 5/1/22 | 35 | \$100 (R) |
| Save (A) for down payment on new car (S). | $\$ 2,000$ <br> (M) | $5 / 1 / 2023$ <br> (T) | 5/1/22 | 12 | \$175 (R) |

## Dissecting Barry's Debt

Anna has shared some good news with you. She and Barry have decided to get married! Anna is very happy because Barry now has a job, moved in, and is contributing to the household expenses. They haven't set a date yet as Anna told Barry that they first need to be on a solid financial foundation. Although he was reluctant at first, he now knows waiting is the right thing to do. Barry has to show good faith and intentions because of his incarceration. They both hope that marriage will be possible within the next two years.

Anna has shared the information from Building Your Financial House with Barry, and both have reviewed their free credit reports. Anna is in good shape now that she has taken care of her delinquent accounts, but she has to continue making bill payments on time if she hopes to get a good rate on an auto loan in the future. Barry, on the other hand, has some credit issues. He has restitution and court fees to pay and was only able to make the minimum payment on his credit card during his incarceration. Below is a snapshot of his debt picture. Help Barry create a debt repayment plan that fits best with their goals. They agree to direct $\$ 500$ per month of Barry's income towards his debt.

| Barry's Debt |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Account |  | APR | Remainin <br> g <br> Balance | Monthly Payment | \# of Payments Behind | \$ Amount Behind | Collection Account |
| Court Costs/Restitution |  | - | \$ 2,915 | \$ 35 | 0 | \$0 |  |
| ABC Bank (credit card) |  | 25\% | \$ 1,572 | \$ 20 | 0 | \$0 |  |
| Electronics Store |  | - | \$ 462 | - | - | - | $\checkmark$ |
| Utilities Central |  | - | \$ 357 | - | - | - | $\checkmark$ |
| Totals: |  |  | \$ 5,306 | \$ 55 | 0 | \$45 | 2 |
| Barry's Repayment Plan |  |  |  |  |  |  |  |
| Priority | Account |  | Monthly Payment | \# of Months | Why? |  |  |
| 1 | Court Costs/Restitution |  | \$ 35 | TBD | Not paying will be a technical parole violation and may result in reincarceration. Amount of payment will increase after collection accounts are paid in full. |  |  |
| 2 | Utilities Central |  | \$180 | 2 | Paying of collection accounts will help improve credit score. |  |  |
| 3 | Electronics Store |  | \$180 | 3 |  |  |  |
| 4 | ABC Bank (credit card) |  | \$ 65 | TBD | Amount of payment will increase after collection accounts are paid in full. |  |  |
|  |  | Total: | \$500 |  |  |  |  |

Source: Adapted from DollarWorks 2 (University of Minnesota)


[^0]:    Source: Adapted from Right on the Money: Talking Dollars and Sense with Parents and Kids (Penn State Extension)

