MODULE 3:
Your Income and Expenses

INSTRUCTOR GUIDE
The Federal Deposit Insurance Corporation is an independent agency created by the Congress to maintain stability and public confidence in the nation's financial system. One way we do that is by providing free, non-biased financial education materials, including this Instructor Guide. For more information about our family of Money Smart products, visit www.fdic.gov/moneysmart.
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Background Information for Instructors

Welcome to the FDIC’s Money Smart for Adults!

This is the Instructor Guide for Module 3: Your Income and Expenses. This module consists of three tools:

- **This Instructor Guide**
- **The Participant Guide**—for participants to use during training and refer to after training
- **The PowerPoint slides**—for you to use during the training

The curriculum also includes a *Guide to Presenting Money Smart for Adults*. This resource offers practical tips for marketing your training, setting up your training space, supporting participants with disabilities, and delivering the training. It also offers learning pathways to help you choose modules and perhaps sections within modules to include in the training. If you don’t already have the *Guide to Presenting Money Smart for Adults*, download it at [www.fdic.gov/moneysmart](http://www.fdic.gov/moneysmart).

Training Preparation Checklist

Use this checklist to prepare for training.


- **Familiarize yourself with the topics.** The Instructor Guide includes scripting to help you explain core content. You can read the scripting as-is to participants. Or, you can present the information in your own style.

- **Review the Try It and Apply It activities in the Participant Guide.** Every module includes both types of activities. Many are designed to be included during the training session. Others are flagged with a Note to Instructor that gives you the option of reviewing, starting, or completing them during the training, or encouraging participants to complete them after training.
Review the *Guide to Presenting Money Smart for Adults* for tools and information that can help you plan and deliver training. This resource includes information on making your training accessible and welcoming to all participants, including participants with disabilities.

Select the materials that you plan to use. Ideally, do so by considering the needs or goals of the participants. The *Module at a Glance Table* near the front of each Instructor Guide can help you decide whether to cover modules in their entirety or only certain sections of the modules.

Plan to make your training culturally appropriate. This means communicating respectfully, and also presenting the material in a way that is relevant to the lives of participants.

- For example, when you discuss ways to cut expenses, participants may not relate to cutting out a daily coffee purchase if they don’t normally buy coffee every day. Use examples participants can relate to, which may be different from examples from your own experience.

Consider having each of your training sessions include:

- **An overview:** Welcome participants and explain the training purpose and objectives. Provide a quick orientation to materials.

- **An introductory activity:** Energize participants with a fun activity to introduce them to one another and get them ready to learn. This can be an effective way to start training, especially if it is the first time the group has been together. See the *Guide to Presenting Money Smart for Adults* for optional introductory activity ideas.

- **Pre- and post-training surveys:** Administer the pre-training survey before training starts and the post-training survey at the end of training. Using the surveys can help you evaluate training effectiveness and tailor your training approach for future sessions.

Give each participant a Participant Guide. Consider making it available electronically if you cannot provide paper copies. Also, some participants may need it electronically as a reasonable accommodation. If you deliver only part of a module, you might want to provide only those sections of the Participant Guide. Hide the slides you won’t be using. The *Guide to Presenting Money Smart for Adults* has more information on hiding slides.
Materials You May Need

☐ This Instructor Guide
☐ Copies of the Participant Guide
☐ PowerPoint file, and either:
  ▪ Computer, projector, and screen for projecting the slides, or
  ▪ Printed or electronic copies of the slides for participants
☐ Flip chart(s) and/or whiteboard(s)
☐ Markers for writing on flip chart(s) and/or whiteboard(s)
☐ Large self-adhesive notes (5” x 8”), card stock, or paper for making signs
☐ Tape that can be easily removed from the wall, such as painter’s tape
☐ Pens or pencils for participants

Optional Materials:

☐ Parking Lot for questions—Create one by writing “Parking Lot” on the top of a flip chart or whiteboard
☐ Supplies for the Optional Introductory Activity—Choose an activity from the Guide to Presenting Money Smart for Adults or use your own
Understanding the Icons
This Instructor Guide uses several icons to help you quickly navigate the training.

<table>
<thead>
<tr>
<th>Icon</th>
<th>Action</th>
</tr>
</thead>
<tbody>
<tr>
<td>✔️</td>
<td>Do</td>
</tr>
<tr>
<td>✍️</td>
<td>Say</td>
</tr>
<tr>
<td>🤔</td>
<td>Ask</td>
</tr>
<tr>
<td>🔌</td>
<td>Share Key Takeaway</td>
</tr>
<tr>
<td>🗣️</td>
<td>Lead Discussion</td>
</tr>
<tr>
<td>🧑‍🤝‍🧑</td>
<td>Lead Activity</td>
</tr>
<tr>
<td>🧠</td>
<td>Present Information</td>
</tr>
<tr>
<td>🔘</td>
<td>Take Action and Closing</td>
</tr>
<tr>
<td>📖</td>
<td>Scenario</td>
</tr>
</tbody>
</table>
Module Purpose
This module helps participants track and understand their income (money coming in) and expenses (money going out).

This module also:

- Discusses different types of income and ways to receive income
- Shows how to read a pay statement
- Shares a tool for tracking income
- Provides information and tools for tracking and managing expenses
Module at a Glance Table
You can cover all or only part of this module.

We estimate you need **1 hour and 45 minutes** to cover the entire module, not including breaks or an optional introductory activity. You can use this table to select sections based on the time you have available and the needs of participants.

The *Guide to Presenting Money Smart for Adults* includes additional information on selecting sections for specific audiences.

### Note to Instructor: Module 4: Your Spending and Saving Plan uses the resources and information on income and expenses from this module to create a complete budget, called a spending and saving plan. Consider including content from Module 4 in your training.

<table>
<thead>
<tr>
<th>Section</th>
<th>Key Takeaway</th>
<th>Purpose / Objectives</th>
<th>Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Module Opening</td>
<td>N/A</td>
<td>▪ Welcome participants&lt;br&gt;▪ Administer the pre-training survey&lt;br&gt;▪ Lead an Optional Introductory Activity (extra 5 to 20 minutes)</td>
<td>10 minutes</td>
</tr>
<tr>
<td>Section 1: Income</td>
<td>Understand your income. That is the first step to using it to meet your needs.</td>
<td>Participants will be able to:&lt;br&gt;▪ Identify different types of income&lt;br&gt;▪ List pros and cons of different ways to receive income&lt;br&gt;▪ Understand a pay statement&lt;br&gt;▪ Track income</td>
<td>55 minutes</td>
</tr>
<tr>
<td>Section 2: Expenses</td>
<td>Understand your expenses. That will help you decide how to save, share, and spend your income.</td>
<td>Participants will be able to:&lt;br&gt;▪ Track and manage expenses</td>
<td>30 minutes</td>
</tr>
<tr>
<td>Module Closing</td>
<td>N/A</td>
<td>▪ Review the key takeaways&lt;br&gt;▪ Help participants think about how they will apply what they learned&lt;br&gt;▪ Administer the post-training survey</td>
<td>10 minutes</td>
</tr>
</tbody>
</table>
Module Opening

Welcome Participants as They Arrive

Time Estimate for This Section: 10 minutes

SHOW SLIDE 1

DO
As participants arrive for the training, use this time to:

- Welcome them and introduce yourself
- Ask them to sign in for the training if you are using a sign-in sheet
- Ensure any requested reasonable accommodations are in place and make any necessary adjustments

LEAD ACTIVITY

Pre-Training Survey
See page 27 in the Participant Guide.

Note to Instructor: Before training starts, you can ask participants to complete the pre-training survey in the back of their Participant Guide. You may want to give them “loose” copies so they don’t have to tear them out. The knowledge questions are the same as those in the post-training survey.

The answer key is at the end of this Instructor Guide, but don’t share the answers now.

You may decide to compare pre-training surveys to post-training surveys to estimate knowledge gains of the entire group or for each participant. If you want to estimate by participant, ask them to write their last name or some other unique identifier on both their pre- and their post-training surveys so you can compare them for a given participant.
SHOW SLIDE 2

SAY

- Thank you for coming to this Money Smart Training called “Your Income and Expenses.”
- Please complete the pre-training survey on page 27 of your Participant Guide to give me an idea of what you may already know about this topic.
  - It should take less than five minutes to complete.

☑️ DO

- Collect the completed surveys if you plan to review them or compare them to post-training surveys.

PRESENT INFORMATION

Parking Lot and Participant Guide

SAY

- I’ve created a Parking Lot to capture questions, concerns, ideas, and resources. You and I can add items anytime during the training, and I’ll address them during breaks or at the end of training.
- You have a Participant Guide to use during and after this session. It’s yours to keep, so you can take notes and write in it.

LEAD ACTIVITY

Optional Introductory Activity

Adds an additional 5 to 20 minutes, depending on the activity you select and the number of participants

☑️ DO

- Lead participants through an introductory activity.
- Time permitting, you may also want to show a short video related to the subject of this module or start with an “energizer” of your choice.

Note to Instructor:
If time permits, start the training with a fun activity from the Guide to Presenting Money Smart for Adults or use your own.

This is a great way to get participants energized and ready to learn!
Section 1: Income

Training Time Estimate for This Section: 55 minutes

Objectives

Participants will be able to:

- Identify different types of income
- List pros and cons of different ways to receive income
- Understand a pay statement
- Track income
PRESENT INFORMATION (1 MINUTE)

Introduction to Section and Key Takeaway
See page 3 in the Participant Guide.

SHOW SLIDE 3
SAY
- We will discuss different types of income, ways to receive income, how to read and understand a pay statement, and how to keep track of your income.

SHOW SLIDE 4
SAY
- The key takeaway from this section is: Understand your income. That is the first step to using it to meet your needs.

LEAD DISCUSSION (5 MINUTES)

What is Income?
See page 3 in the Participant Guide.

SHOW SLIDE 5
ASK
- Income is money you receive. What are some types of income?

DO
- Write participant responses on a flip chart or whiteboard.
As a group, we thought of several types of income. Thinking of income in a few categories can help make this topic easier to understand.

- **Earned income**
  - This is what you earn by working, whether it is wages from a job, tips, contractual work, or what you make through self-employment.

- **Income from assets or investments**
  - Assets are things you own. An example of income from assets is the interest that a financial institution pays you on the money you keep in your account. Or maybe someone pays you to borrow your lawnmower or pickup truck.
  - Some people also earn money from stocks, bonds, a business, or real estate.

- **Public benefits or entitlements that pay money**
  - This includes Temporary Assistance for Needy Families (TANF), Social Security Disability Insurance (SSDI) and Supplemental Security Income (SSI).

Note to Instructor: The TANF program may have a different name in your state. Use the term most participants will recognize.

- It is important to fully understand any benefits that you may receive. That way you know what income to expect in the future. And, consider reviewing the program rules you need to follow to keep the benefits.
  - To learn more, use the contact information on your most recent written communications from the program.
  - Or, talk with your benefits counselor or other trusted person who helps you with your benefits and finances.

- **Other benefits or other entitlements**
  - This income may make it possible for you to buy or receive food, or use public transportation. These are things you would have spent money on. So even if they are not paid in cash, benefits can be considered a form of income. They free up your money to spend on other things.
• The following is not a comprehensive list, but it gives you some examples:
  » Child care subsidies
  » Transit subsidies
  » Supplemental Nutrition Assistance Program or SNAP (sometimes still called “food stamps”)
  » Special Supplemental Nutrition Program for Women, Infants, and Children or WIC
  » Housing assistance
  » Utility assistance

■ Other income
  • Such as gifts, child support, and alimony

SHOW SLIDE 7

SAY

■ The income you take home is generally less than the earned income you make from working.

■ Gross income is your total income without deductions.

■ Net income is gross income minus deductions, such as Social Security and income taxes.
  • Net income is what you have to save, share, and spend.
  • Net income is also called take-home pay.

SHOW SLIDE 8

SAY

■ If you owe money, your creditors can sometimes directly take part of your income and assets to cover your debt. This is called garnishment. It generally happens as a result of a court order.
  • Through wage garnishment, part of your paycheck can be withheld to repay a debt you owe.
  • Through account garnishment, money in an account you have at a financial institution can be taken to repay a debt you owe.

■ Also, all or part of some government payments can be taken if you have seriously delinquent debts owed to the federal government, such as for unpaid taxes or federal student loans, or owe court-ordered child support. To learn more, go to www.usa.gov and search for “Treasury Offset.”
LEAD ACTIVITY (15 MINUTES) – EXERCISE

Try It: Ways to Receive Income
See page 4 in the Participant Guide.

SHOW SLIDE 9
SAY
- There are several ways to receive income.

ASK
- What are some ways you can be paid money? For example, “in cash.”

DO
- Write participant responses on a flip chart or whiteboard.
- Add the following if not mentioned: cash, paper check, direct deposit, payroll card, electronic benefits transfer.

SHOW SLIDE 10
SAY
- Turn to Try It: Ways to Receive Income on page 4 in your Participant Guide.

SHOW SLIDE 11
SAY
- Let’s identify the pros and cons to these five common ways to receive income:
  - Cash
  - Paper check
  - Direct deposit
  - Payroll card
  - Electronic benefits transfer
DO

- Assign one way to receive income to each pair of participants or small group. If you have more than five small groups, you can assign the same topic to more than one group.

Note to Instructor: You may have to work with the group or groups assigned electronic benefits transfer if no one in the group is familiar with this.

- Give participants three minutes to complete the table of pros and cons in their Participant Guide for their assigned topic.

- After three minutes, ask each group to share the pros and cons they identified for their topic.

- Add the following if not contributed:

  - Cash
    - **Pros:**
      » Generally accepted for purchases you make in-person.
      » Available for use right away.
      » Can be deposited in a checking or savings account that offers federal deposit insurance and other benefits.
      » Could load onto a prepaid card.
      » If you just stick to spending the cash you have, you can avoid spending more money than you have.
    - **Cons:**
      » Could be lost or stolen.
      » Does not have federal deposit insurance unless it is deposited in an insured account.
      » Some people find it tempting to spend cash (it “burns a hole in their pocket”).
      » Can be more difficult to track for personal budgeting and tax purposes.
      » Can’t be used for online purchases.
      » Not all bill payments can be made in cash.
      » If you pay all of your expenses in cash and don’t have a loan, you miss the chance to build a positive credit history. This means that it becomes harder to get a loan when you need it.
      » If you are paid wages in cash, there is a good chance taxes were not withheld from your wages before you got paid. That means you may need to remember to set aside some of the cash to pay taxes yourself.
» If you immediately deposit your cash in a checking or savings account that offers federal deposit insurance, many of these cons go away.

**Paper checks**

- **Pros**
  » Can be deposited in a checking or savings account that offers federal deposit insurance and other benefits.
  » Could load onto a prepaid card.
  » If you do not have an account at a financial institution, you may have to pay a fee to cash the check. If you go to the financial institution where the check is from, you may be able to cash it there without a fee.

- **Cons**
  » If you deposit a paper check in an account at a financial institution or onto a prepaid card, you may not be able to use the money right away.
  » Paper checks may be lost or stolen before you can deposit or cash them.

**Direct Deposit**

- **Pros**
  » Often the fastest and safest way to get your pay.
  » Funds are usually available immediately.
  » Reduces trips to a financial institution.
  » It may be easy to automatically split the direct deposit between a checking and savings account, which can help you build savings.
  » You don’t have to pay fees to cash a paper check.
  » Some financial institutions may waive some of their account fees if you have a direct deposit.

- **Cons**
  » There may be fees associated with the account the direct deposit goes into, although many financial institutions offer “safe” accounts that have no or low fees.
  » Not offered by all employers or public benefit providers.

**Payroll cards** (also called pay cards), which your employer loads with the amount of your net pay.

- **Pros**
  » Safer and more secure than carrying cash or checks.
  » The payroll card has full federal consumer protections for funds taken by error or theft.
• Cons
  » There may be fees associated with the card, such as to use the card or if you don’t use the card frequently.
  » Requires some extra effort, and possibly fees, to get cash when you need it. You can find out about fees associated with the card by reading the cardholder agreement that likely came with the card. You can also review the information online at the provider’s website. Some users of payroll cards avoid card fees by transferring the full amount of their pay from their payroll card to their financial institution account shortly after the money is available.

• Electronic benefit transfer (EBT) cards, which some programs use to pay benefits. EBT cards are loaded automatically with the benefit payments.

• Pros
  » Safer and more secure than carrying cash or checks.
  » Depending on the state, you may be able to track your spending online and see your current balance on receipts when you use the card.

• Cons
  » You likely do not have a choice. If a benefit you are receiving is paid on an EBT card, then that is what you will receive.
  » Not all merchants accept EBT cards.
  » Some EBT cards have fees to use them. Be sure you understand what fees are charged and if there are ways to avoid fees.

PRESENT INFORMATION (8 MINUTES)

Understanding Pay Statements
See page 6 in the Participant Guide.

SHOW SLIDE 12

SAY

ª If you work at a job where you receive a pay statement, read it carefully to learn what is on it.

ª This will help you monitor it for accuracy and understand how the amount of money you earn is not the same as the amount of money you receive.
Your pay statement may be called a pay stub, a leave and earnings statement, an earnings and leave statement, an LES, an ELS, a pay slip, a pay advice, or something else.

- No matter what name your employer uses, your employer will generally provide you with information about the details that support the amount of income they are paying you each pay period.
- Depending on your employer, you may receive the information on paper and possibly electronically.

Pay statements can look complicated and even be a little intimidating. But once you learn the basics about the information they generally contain, they will be a lot easier to understand.

There are many formats for pay statements so yours probably won’t look exactly like the example we look at today. Looking at the example will give you practice finding pieces of information that typical pay statements contain. This includes:

- **Personal information.** Your name and address, for example.
- **Pay period.** The time period you are being paid for. It could be a week, two weeks, a month, or something else. For example, the pay period could be December 1 to December 14.
- **Pay date.** The date you receive the net pay. There is often a delay between the end of the pay period and the pay date. It could be every Friday, or the 1st and 15th of every month, or perhaps every other Tuesday.
- **Gross pay.** How much money you earned during the pay period. The pay statement may also show year-to-date gross pay from this employer.
- **Deductions.** The amounts taken out of your gross pay for Social Security, Medicare, federal and state income taxes, and elective deductions, such as health insurance or retirement account contributions. The pay statement may also show year-to-date deductions made by this employer.
- **Net pay.** Amount of money you receive after all deductions are taken out of your gross pay. This is your “take-home” pay.
- **Employer contributions.** The amount the employer paid for benefits, such as health insurance. The pay statement may also show year-to-date employer contributions.
- **Balances for your personal time off, vacation, and/or sick leave.** These may also be included on the pay statement.

Pay statements usually use many abbreviations for types of pay and deductions. You can get help from your employer (maybe the human resources department or payroll person or department) to understand abbreviations that are not clear to you.
The deductions portion of your pay statement will have several items, which fall into two major categories:

- Required deductions
- Elective or voluntary deductions

Let’s look at required deductions first.

- Employers are usually required to take taxes out of your pay and send them to the appropriate agency.
- Taxes include amounts required under the Federal Insurance Contributions Act, often called FICA. These taxes are set by law at a fixed percentage of your wages.
- FICA taxes include two items: Social Security and Medicare.
  - The Social Security deduction is sometimes labeled OASDI or just SS. The acronym OASDI reflects that your Social Security contributions help pay for old-age, survivors, and disability insurance.
  - The Medicare deduction is sometimes labeled FICA-MED or just MED. Your Medicare contributions help pay for Medicare. That’s a health insurance program for people age 65 or older, people under age 65 with certain disabilities, and people of all ages with end-stage renal disease.
- Taxes also include money that employers withhold for:
  - Federal income taxes
  - State income taxes for states that have income taxes
  - Local income taxes if required in your community

There are also elective or voluntary deductions.

- This refers to money you decide to have taken out of your pay.
- For example, this could include insurance premiums, union dues, charitable contributions, and/or direct deposits (allotments) to a savings account.

Retirement plan contributions could be required deductions or voluntary deductions.

Ask your employer if you have questions about how to read your pay statement and what was taken out of your gross pay.
SHOW SLIDE 14

**SAY**

- Before an employer withholds federal, state, or local income taxes from your gross pay, they will likely ask you to complete forms so they know how much tax they should withhold from your pay. **These forms include Internal Revenue Service Form W-4 and possibly a similar form for your state or community.**

- You complete these forms and give them to your employer when you start a job. You may be doing this on paper or electronically.

- You can also give your employer new forms any time you want to adjust how much they withhold from your pay going forward.

- On Form W-4, you indicate your withholding allowances. You can also use this form to ask the employer to withhold additional federal income tax or indicate if you are exempt from withholding.
  
  - IRS Form W-4 includes a worksheet to help you determine how many allowances you should claim and what the requirements are for being exempt from withholding.
  
  - **If you elect fewer allowances, the employer will withhold a higher amount for taxes.** This means your take-home pay is likely to be lower. But at tax time, you are more likely to owe no additional money for taxes or receive a refund.
  
  - **If you elect more allowances, the employer will withhold a lower amount for taxes.** This means your take-home pay is likely to be higher. But at tax time, you may owe money for taxes.
  
  - **Be careful not to have too little withheld!** If you don’t pay enough tax throughout the year, you may have to pay a penalty for underpayment of estimated tax.
  
  - You can view Form W-4 and detailed instructions for completing it by visiting [IRS.gov](https://www.irs.gov) and searching for “W-4.”

- **Form W-4 is different from Form W-2.** Employers are required to provide employees with a Form W-2 by January 31 for the prior year. Included on the W-2 is the amount of money you earned from the employer the previous year and taxes that were withheld.
  
  - You can view Form W-2 by visiting [IRS.gov](https://www.irs.gov) and searching for “W-2.”

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**Note to Instructor:** You may want to print samples of the current year’s IRS Form W-4 and IRS Form W-2 from the IRS website to hand out to participants during training.
LEAD ACTIVITY (15 MINUTES) – SCENARIO

**Try It: Reading a Pay Statement**
See page 8 in the Participant Guide.

**SHOW SLIDE 15**

- Ask participants to turn to *Try It: Reading a Pay Statement* on page 8 in their Participant Guide.
- Read the scenario to participants or ask for a volunteer to do so.

**SCENARIO: Janice Reads Her Pay Statement**

Janice has been working for SJC Corporation for eight months. The job has advancement opportunity, but her hours change each week. She may work 40 hours one week and only 20 hours the next. She hasn’t always paid attention to her pay statement, but wants to understand it.

**DO**

- Give participants eight minutes to work in pairs to look at the example pay statement and answer the questions.
- After eight minutes, ask each question and review the answers with the participants using the Answer Key.
- Time permitting, you can ask participants for their answers before sharing the correct answers.
**Try It: Reading a Pay Statement – Example Pay Statement**

Janice’s Example Pay Statement

<table>
<thead>
<tr>
<th>SJC Corporation Earnings and Leave Statement</th>
<th>For Pay Period: 06/23/2019 to 07/06/2019</th>
<th>Pay Date: 07/19/2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name</td>
<td>Earner, Janice V.</td>
<td>Number of Hours 65</td>
</tr>
<tr>
<td>Address</td>
<td>123 Maple Street</td>
<td>Hourly Rate $12.50</td>
</tr>
<tr>
<td></td>
<td>Anytown, USA 12345</td>
<td>Net Pay $512.44</td>
</tr>
<tr>
<td>Pay</td>
<td>Current</td>
<td>Year-to-Date</td>
</tr>
<tr>
<td>Gross Pay</td>
<td>$812.50</td>
<td>$14,000.00</td>
</tr>
<tr>
<td>Total Deductions</td>
<td>$300.06</td>
<td>$5,170.20</td>
</tr>
<tr>
<td>Net Pay</td>
<td>$512.44</td>
<td>$8,829.80</td>
</tr>
<tr>
<td>Deductions</td>
<td>Current</td>
<td>Year-to-Date</td>
</tr>
<tr>
<td>FIT: Federal Income Taxes</td>
<td>$96.53</td>
<td>$1,663.20</td>
</tr>
<tr>
<td>SIT: State Income Taxes</td>
<td>$23.56</td>
<td>$406.00</td>
</tr>
<tr>
<td>FICA SS: Social Security</td>
<td>$50.38</td>
<td>$868.00</td>
</tr>
<tr>
<td>FICA MED: Medicare</td>
<td>$11.78</td>
<td>$203.00</td>
</tr>
<tr>
<td>Health Insurance</td>
<td>$81.25</td>
<td>$1,400.00</td>
</tr>
<tr>
<td>401(K) : Retirement Savings Plan</td>
<td>$36.56</td>
<td>$630.00</td>
</tr>
<tr>
<td>TOTAL Deductions</td>
<td>$300.06</td>
<td>$5,170.20</td>
</tr>
<tr>
<td>Benefits Paid By SJC</td>
<td>Current</td>
<td>Year-to-Date</td>
</tr>
<tr>
<td>FICA: Social Security</td>
<td>$50.38</td>
<td>$868.00</td>
</tr>
<tr>
<td>FICA: Medicare</td>
<td>$11.78</td>
<td>$203.00</td>
</tr>
<tr>
<td>Health Insurance</td>
<td>$162.50</td>
<td>$2,800.00</td>
</tr>
<tr>
<td>Retirement Savings Plan Matching</td>
<td>$16.25</td>
<td>$280.00</td>
</tr>
<tr>
<td>TOTAL Paid by SJC</td>
<td>$240.91</td>
<td>$4,151.00</td>
</tr>
</tbody>
</table>
Questions about Janice’s Example Pay Statement—Answer Key

<table>
<thead>
<tr>
<th>Question</th>
<th>Amount</th>
<th>Where Did You Find It?</th>
</tr>
</thead>
<tbody>
<tr>
<td>How much did Janice earn this pay period?</td>
<td>$812.50</td>
<td>Gross Pay, Current column</td>
</tr>
<tr>
<td>How much take-home pay does Janice have this pay period?</td>
<td>$512.44</td>
<td>Net Pay (shown twice: once in the upper portion of the pay statement and once in the Pay section, Current column)</td>
</tr>
<tr>
<td>How much has SJC paid in benefits for Janice this year (not including her salary)?</td>
<td>$4,151.00</td>
<td>Total Benefits Paid row at the bottom of the pay statement, Year-To-Date column</td>
</tr>
<tr>
<td>How much has SJC withheld for Janice’s federal income taxes so far this year?</td>
<td>$1,663.20</td>
<td>Federal Income Taxes row in the Deductions section, Year-To-Date column</td>
</tr>
<tr>
<td>What do you notice about the end of the pay period and her pay date?</td>
<td></td>
<td>Pay period ends July 6, 2019 but pay date isn’t until July 19, 2019</td>
</tr>
</tbody>
</table>

PRESENT INFORMATION (1 MINUTE)

Apply It: Reading My Pay Statement
See page 10 in the Participant Guide.

SHOW SLIDE 16
SAY

- Turn to Apply It: Reading My Pay Statement on page 10 in your Participant Guide.
- You can complete this worksheet after today’s training.
- This worksheet can help you understand your pay statement. You’ll need a copy of your pay statement to use it.
- If you don’t receive a paycheck or pay statement, this activity may not be useful for you.
DO
- Time permitting, give participants a few minutes to review the Apply It and answer any questions they have.
- The Apply It from the Participant Guide is below.

Apply It: Reading My Pay Statement
Complete this worksheet using your own pay statement if this applies to you.

<table>
<thead>
<tr>
<th>Type of Information</th>
<th>Information from Your Pay Statement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pay period dates</td>
<td></td>
</tr>
<tr>
<td>Pay date</td>
<td></td>
</tr>
<tr>
<td>Number of hours</td>
<td></td>
</tr>
<tr>
<td>Hourly rate</td>
<td></td>
</tr>
<tr>
<td><strong>Pay and Deductions: Current Pay Period</strong></td>
<td></td>
</tr>
<tr>
<td>Gross pay</td>
<td></td>
</tr>
<tr>
<td>Total deductions</td>
<td></td>
</tr>
<tr>
<td>Federal Income Taxes</td>
<td></td>
</tr>
<tr>
<td>State Income Taxes</td>
<td></td>
</tr>
<tr>
<td>FICA: Social Security</td>
<td></td>
</tr>
<tr>
<td>FICA: Medicare</td>
<td></td>
</tr>
<tr>
<td>Health Insurance</td>
<td></td>
</tr>
<tr>
<td>Retirement Savings Plan</td>
<td></td>
</tr>
<tr>
<td>Other:</td>
<td></td>
</tr>
<tr>
<td>Other:</td>
<td></td>
</tr>
<tr>
<td>Other:</td>
<td></td>
</tr>
<tr>
<td>Other:</td>
<td></td>
</tr>
<tr>
<td>Net pay</td>
<td></td>
</tr>
<tr>
<td><strong>Pay and Deductions: Year to Date</strong></td>
<td></td>
</tr>
<tr>
<td>Gross pay</td>
<td></td>
</tr>
<tr>
<td>Total deductions</td>
<td></td>
</tr>
<tr>
<td>Net pay</td>
<td></td>
</tr>
<tr>
<td><strong>Benefits Paid by Employer: Current Pay Period</strong></td>
<td></td>
</tr>
<tr>
<td>Social Security</td>
<td></td>
</tr>
<tr>
<td>Medicare</td>
<td></td>
</tr>
<tr>
<td>Health Insurance</td>
<td></td>
</tr>
<tr>
<td>Retirement Savings Plan Matching</td>
<td></td>
</tr>
<tr>
<td>Other:</td>
<td></td>
</tr>
<tr>
<td>Other:</td>
<td></td>
</tr>
</tbody>
</table>

MONEY SMART for ADULTS  Module 3: Your Income and Expenses
Present Information (2 Minutes)

**More Than One Job or a Paid “Hobby”**
See page 12 in the Participant Guide.

**Show Slide 17**

SAY

- Some people have more than one job. They may have a full-time job and a part-time job, two or more part-time jobs, or even two or more full-time jobs.

- Some people may have a main job and then work various side jobs. They may call them hobbies, gigs, freelance work, side hustles, or something else. You may have heard the term “gig economy.”

- Others may not have a main job; they work multiple side jobs depending on what work is available.

- No matter what they are called, these jobs may or may not be steady, and require careful planning.

- If you work this way, be sure you understand how you are being paid. You can ask the employer if you will be considered a “W-2 employee” or a “1099 employee.”

  - If you receive a Form W-2, the employer considers you to be an employee.
  - If you receive a Form 1099-MISC, the employer considers you to be self-employed.

---

### Type of Information

<table>
<thead>
<tr>
<th>Information from Your Pay Statement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Benefits Paid by Employer: Year to Date</td>
</tr>
<tr>
<td>Social Security</td>
</tr>
<tr>
<td>Medicare</td>
</tr>
<tr>
<td>Health Insurance</td>
</tr>
<tr>
<td>Retirement Savings Plan Matching</td>
</tr>
<tr>
<td>Other:</td>
</tr>
<tr>
<td>Other:</td>
</tr>
</tbody>
</table>

- **If You Receive...**
- **Employer Considers You...**
  - IRS Form W-2: An employee
  - IRS Form 1099-MISC: Self-employed

- Understand how you are being paid
  - May have to pay taxes yourself
  - Consider putting money aside for the future
  - Keep accurate records!
You can view Form 1099-MISC by visiting IRS.gov and searching for “1099-MISC.”

Note to Instructor: You may want to print samples of the current year’s IRS Form 1099-MISC from the IRS website and hand them out to participants during training.

And it’s helpful to know if and when you will get a regular paycheck or pay statement. There may be weeks or months between the time you work and are paid.

You may be responsible for paying taxes yourself periodically, such as quarterly, if the employers don’t withhold taxes from your pay or you are self-employed.

- Making these tax payments on time is important for avoiding penalties and also making sure that you are not surprised at tax time about what taxes you owe.

You may also need to give more thought to how you are putting money aside for the future, including for retirement.

It is important to keep accurate records about your jobs.

- To make sure you are paid the amounts you are owed, keep records of your time and the work you completed.

- Also keep records of what amounts you earned from which employer and whether taxes were withheld.

PRESENT INFORMATION (5 MINUTES)

Tracking Your Income
See page 12 in the Participant Guide.

SHOW SLIDE 18

- Many people receive income from multiple sources. For example, you may have more than one job, you may receive public benefits, or you may receive gifts.

- Making a list of your income helps you plan how you will save, share, and spend it.
How much income you receive and where it comes from is important. Knowing how regular the income is can also be important.

- **Regular income** refers to income you can expect to receive every week, every other week, twice a month, every month, or on some other regular schedule. Regular paychecks and Social Security Disability Insurance (SSDI) benefits are examples of regular income.

- There is also **unpredictable income.** This is income that varies in amount and/or timing. Pay from hourly work may be unpredictable if the hours vary from week to week. Here’s another example. Some people may only receive child or spousal support payments sporadically and in varying amounts, even though they are supposed to be paid regularly.

- **Seasonal income** may be predictable, but it comes only at particular times of the year. Perhaps you always receive money from a friend or family member around the holidays. Or you may sell crafts at a fall festival in your community or be employed as a package delivery driver during the winter holidays.

- You may also have **one-time income** that you only get once. An example is a lump sum amount a person might get from their Individual Indian Money (IIM) account when they turn 18. Another example is pay you receive from working one-time jobs, such as helping people move.

- Keeping in mind whether each source of income is regular, unpredictable, seasonal, or one-time can also help how you will save, share, and spend it.

**PRESENT INFORMATION (2 MINUTES)**

**Apply It: My Monthly Income Log**
See page 13 in the Participant Guide.

**SHOW SLIDE 19**

**SAY**

- Turn to *Apply It: My Monthly Income Log* on page 13 in your Participant Guide.
- You can use this log after today’s training.
- List your sources of income and the amount you received for a given month.
  - Check whether each source is regular, unpredictable, seasonal, or one-time. This will help you plan for future months.
  - Use your pay statements, contractor or self-employment records, public benefit statements, and orders of alimony or child support to accurately complete this.
• There are three rows for net (take-home) pay from jobs for people who work more than one job.

■ You may have to do some math to get monthly amounts for this log if you receive income on a schedule other than monthly. See the Table for Calculating Monthly Amounts after the log for help.

**DO**
- Time permitting, give participants a few minutes to review the Apply It.
- Ask if there are any questions.
- The Apply It from the Participant Guide is below.

### Apply It: My Monthly Income Log
List your sources of income and the amount you received for a given month to get a better idea of your total income. Check whether each source is regular (R), unpredictable (U), seasonal (S), or one-time (O). This will help you plan for future months.

You may have to do some math to get monthly amounts if you receive income on a schedule other than monthly. See the Table for Calculating Monthly Amounts on the next page for help.

**Income for the Month of _________________**

<table>
<thead>
<tr>
<th>Source of Income</th>
<th>Monthly Amount</th>
<th>Regular (R), Unpredictable (U), Seasonal (S), or One-Time (O)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net (Take-Home) Pay Job 1</td>
<td></td>
<td>□ R □ U □ S □ O</td>
</tr>
<tr>
<td>Net (Take-Home) Pay Job 2</td>
<td></td>
<td>□ R □ U □ S □ O</td>
</tr>
<tr>
<td>Net (Take-Home) Pay Job 3</td>
<td></td>
<td>□ R □ U □ S □ O</td>
</tr>
<tr>
<td>Net Self-Employment Income</td>
<td></td>
<td>□ R □ U □ S □ O</td>
</tr>
<tr>
<td>Public Benefit 1:</td>
<td></td>
<td>□ R □ U □ S □ O</td>
</tr>
<tr>
<td>Public Benefit 2:</td>
<td></td>
<td>□ R □ U □ S □ O</td>
</tr>
<tr>
<td>Public Benefit 3:</td>
<td></td>
<td>□ R □ U □ S □ O</td>
</tr>
<tr>
<td>Public Benefit 4:</td>
<td></td>
<td>□ R □ U □ S □ O</td>
</tr>
<tr>
<td>Interest</td>
<td></td>
<td>□ R □ U □ S □ O</td>
</tr>
<tr>
<td>Dividends</td>
<td></td>
<td>□ R □ U □ S □ O</td>
</tr>
<tr>
<td>Child Support</td>
<td></td>
<td>□ R □ U □ S □ O</td>
</tr>
<tr>
<td>Alimony</td>
<td></td>
<td>□ R □ U □ S □ O</td>
</tr>
<tr>
<td>Gifts</td>
<td></td>
<td>□ R □ U □ S □ O</td>
</tr>
<tr>
<td>Other:</td>
<td></td>
<td>□ R □ U □ S □ O</td>
</tr>
</tbody>
</table>
PRESENT INFORMATION (1 MINUTE)

Section Closing
See page 14 in the Participant Guide.

SHOW SLIDE 20

SAY

- Remember the key takeaway from this section: **Understand your income. That is the first step to using it to meet your needs.**
Section 2: Expenses
Training Time Estimate for This Section: 30 minutes

Objectives
Participants will be able to:
- Track and manage expenses
PRESENT INFORMATION (1 MINUTE)

**Introduction to Section and Key Takeaway**
See page 15 in the Participant Guide.

**SHOW SLIDE 21**

**SAY**
- We will discuss different types of expenses and ways to manage expenses.

**SHOW SLIDE 22**

**SAY**
- The key takeaway from this section is: Understand your expenses. That will help you decide how to save, share, and spend your income.

LEAD DISCUSSION (4 MINUTES)

**Ways to Use Your Money**
See page 15 in the Participant Guide.

**SHOW SLIDE 23**

**ASK**
- What do people do with their money?

**DO**
- Write participant responses on a flip chart or whiteboard.
- If the ideas participants contribute do not include examples of saving, sharing, and spending income, ask questions to make sure those three concepts are included.
Thinking about your expenses can be stressful, especially if you are worried about making ends meet.

Understanding where your money is going can empower you to make choices and changes. In the long run, that can help reduce stress about expenses.

It can be useful to think about how you use your money in three different ways.

- **Saving it.** You can save your money to build an emergency savings fund to help you in case of a major reduction in income, such as from a job loss, or to pay for a major, unexpected expense. You can also save money for short-term goals like back-to-school expenses or long-term goals like retirement.

- **Sharing it.** You can share your money with friends, family, charities, or others.

- **Spending it.** You can spend your money now to pay for basic living expenses like food, housing, utilities, and debts you owe, and on other things you need or want.

In *Money Smart for Adults*, we use the term “expenses” to include all three of these ways to use money.

It is sometimes also helpful to think about your expenses in three different ways.

- **Needs.** These are things you must have to live.

- **Wants.** These are things you desire and can live without.

- **Obligations.** These are debts you owe because you:
  - Borrowed money (such as a car loan or mortgage)
  - Made another type of agreement to pay them (such as for rent)
  - Were ordered to make them (such as child support)
People can consider needs and wants differently. For one person, a smartphone might be a want. Another person, perhaps someone with a disability, might need the apps on their smartphone to work or live independently. For that person, a smartphone is a need.

Asking yourself if you are using your money for a need, want, or obligation can help you consider how you want to use your money.

It can sometimes be hard to determine if something is truly a need or maybe it’s a want that you wish were a need. Sometimes you have to make some difficult choices.

Once you have identified some items as needs, you can think about less expensive ways to meet those needs.

Once you have identified some items as wants, you can think about whether you want to use less of your money for those items.

Once you have identified some items as obligations, you can think about whether you can negotiate payment plans or other arrangements if you cannot make your payments on time every time they are due.

- For example, people may fall behind on child support payments.
- One option might be that they work with the child support enforcement authority to set up a payment plan they can reliably achieve.

SHOW SLIDE 26

If you receive public benefits, resource or asset limits may also factor into your decisions about how to use your money.

Resource or asset limits tell you how much money and property you can have and still receive the full benefit.

These vary for different public benefit programs.

If you build up too much in savings, your benefit could be eliminated or reduced.

It’s helpful to learn about resource and asset limits from your public benefit administrator or its website.

There are programs and products that allow people to save money and not jeopardize eligibility for benefits. ABLE accounts, which are savings accounts for people with disabilities, are an example.
If you receive public benefits through a program with asset limits, monitor how your spending and saving affects what the program counts as an asset.

- Using income to pay down debt or pay a bill early is one way to use income that would otherwise put you over an asset limit.

Use income in productive ways that avoid exceeding resource and asset limits.

Note to Instructor: Module 5: Your Savings includes more information on asset limits and ABLE accounts. Consider including portions of that module in your training based on the interests of participants.

PRESENT INFORMATION (2 MINUTES)

Tracking Your Expenses
See page 15 in the Participant Guide.

SHOW SLIDE 27

SAY

- Tracking your expenses helps you understand if you are using your money in line with your values and goals.

- Tracking your expenses may also uncover where you can make changes—perhaps decrease spending so you can save or share more of your income.

- Tracking expenses also has another unexpected benefit: when you track your expenses, you usually spend less money.

- We will look at two tools that can help you understand how you are using your money.

- The first tool is Apply It: My Saving, Sharing, and Spending Diary. Using this tool, you write down how you use your money for a certain period. A month is usually a good place to start.

- The second tool is Apply It: My Monthly Expense Log. This tool helps you put the amounts from your Saving, Sharing, and Spending Diary into categories.

- Once you have completed these two tools, you can consider making changes to how you use your money.

- Let’s look closely at these two tools.
PRESENT INFORMATION (3 MINUTES)

**Apply It: My Saving, Sharing, and Spending Diary**
See page 16 in the Participant Guide.

**SHOW SLIDE 28**

**SAY**

- Turn to *Apply It: My Saving, Sharing, and Spending Diary* on page 16 in your Participant Guide.
- This is the first of two tools that will help you understand how you are using your income.
- You can complete it after today’s training to track how you use your money each day, preferably for one full month.
- If you run out of space for a day, use a blank sheet of paper to continue your list of expenses. Alternatively, if you use a smartphone, you can use it to track your expenses. There are apps available, or you can use the notes function.
- Your saving, sharing, and spending is likely different at different points during the month and from month to month. For example, your rent may be due the first week of each month. That’s why it helps to track expenses for at least one full month. To do so, you can make four or five copies of this tool (depending on how many weeks are in the month).
- Don’t forget about significant expenses you may not pay every month, such as car insurance, back-to-school preparation, or more costly utility bills in winter.
- In the rightmost column, there is a place to identify each expense as a need, want, or obligation. This can be helpful as a way to reexamine how you want to use your money. Look at wants in particular to make sure the ways you are using your money align with your values and goals.

**DO**

- Review the two examples at the top of the *Apply It* with participants.
- Time permitting, give participants a few minutes to review the *Apply It*.
- Ask if there are any questions.
- The first few rows of the *Apply It* from the Participant Guide are on the next page.
Apply It: My Saving, Sharing, and Spending Diary

Write down what you save, share, or spend each day, preferably for one month. Check if the expense is a Need (N), Want (W), or Obligation (O). You’ll need to make copies of this worksheet before you begin your tracking. Or, you can use an app on a mobile device.

My Saving, Sharing, and Spending for the Week of: _____________________

<table>
<thead>
<tr>
<th>Day</th>
<th>Expense</th>
<th>Amount</th>
<th>Need (N), Want (W), or Obligation (O)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Example:</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Lunch at restaurant</td>
<td>$15.57</td>
<td>□ N  □ W  □ O</td>
</tr>
<tr>
<td></td>
<td>Example:</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Bus Pass</td>
<td>$20.00</td>
<td>□ N  □ W  □ O</td>
</tr>
<tr>
<td>Sunday</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>$_____</td>
<td>□ N  □ W  □ O</td>
</tr>
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<td></td>
<td></td>
<td>$_____</td>
<td>□ N  □ W  □ O</td>
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<td>$_____</td>
<td>□ N  □ W  □ O</td>
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<td>□ N  □ W  □ O</td>
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<td>□ N  □ W  □ O</td>
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<td></td>
<td></td>
<td>$_____</td>
<td>□ N  □ W  □ O</td>
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<tr>
<td>Monday</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>$_____</td>
<td>□ N  □ W  □ O</td>
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<td></td>
<td></td>
<td>$_____</td>
<td>□ N  □ W  □ O</td>
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<td>□ N  □ W  □ O</td>
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<td>□ N  □ W  □ O</td>
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<td></td>
<td>$_____</td>
<td>□ N  □ W  □ O</td>
</tr>
<tr>
<td></td>
<td></td>
<td>$_____</td>
<td>□ N  □ W  □ O</td>
</tr>
</tbody>
</table>

The Apply It in the Participant Guide includes rows for Tuesday through Saturday as well. Those are not shown here.
PRESENT INFORMATION (4 MINUTES)

**Apply It: My Monthly Expense Log**
See page 18 in the Participant Guide.

**SHOW SLIDE 29**

**SAY**
- Turn to *Apply It: My Monthly Expense Log* on page 18 in your Participant Guide.
- This is the second tool you can use after today’s training to help you understand how you use your money.
- Use the information you put into the previous tool, *Apply It: My Saving, Sharing, and Spending Diary*, to complete this monthly expense log. This will help you organize and categorize how you use your money.
- This is an important step to building a spending and saving plan.
- Grouping things into categories will make it easier for you to decide if you want to make any changes.
- The expense log is separated into sections for saving, sharing, and spending.
- Use the “Notes” column to write down how you could change an item or other notes important to you.
- You may have to do some math to get monthly amounts for this log if you pay expenses on a schedule other than monthly. See the *Table for Calculating Monthly Amounts* after the log for help.
- For some rows of the log, you’ll need to add up several entries from your diary. For example, you may need to add up the costs from several grocery store trips to get the “Monthly Amount” for the row for “Groceries and Household Supplies.”
- You may have expenses that don’t fit into any of the listed categories. There are extra lines for you to create your own categories if you need them.

**DO**
- Time permitting, give participants a few minutes to review the *Apply It*.
- Ask if there are any questions.
- The Expense Log from the Participant Guide is on the next two pages.
### Expense Log from the Participant Guide

My Expenses for the Month of _________________________

#### My Saving

<table>
<thead>
<tr>
<th>Item</th>
<th>Monthly Amount</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Saving Toward: An Emergency Fund</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Saving Toward:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Saving Toward:</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Savings</strong> (add up rows above)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### My Sharing

<table>
<thead>
<tr>
<th>Item</th>
<th>Monthly Amount</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sharing with Family and Friends</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Charitable Contributions</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other:</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Sharing</strong> (add up rows above)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### My Spending

<table>
<thead>
<tr>
<th>Item</th>
<th>Monthly Amount</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rent / Mortgage Payment</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Property Taxes / Insurance</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Water</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Electric</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gas / Oil</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trash Collection</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Telephone (Cell and Land-Line)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Internet</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cable / Satellite / TV Viewing Services</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Car/Truck Payment</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Car/Truck Insurance</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Car/Truck Maintenance and Repair</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Car/Truck Fuel</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Public Transportation</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## Section 2: Expenses

<table>
<thead>
<tr>
<th>Item</th>
<th>Monthly Amount</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Health Insurance (portion not covered by employer or taken out of gross pay)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other Healthcare Expenses</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Student Loan Payments</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Credit Card Debt Payments</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other Debt Payments</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Personal Care Attendant</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Eldercare</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Childcare / Child Support Payments</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Groceries and Household Supplies</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Eating Out or Take-Out</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Service Animal Expenses</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pet Care</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Personal Expenses</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Entertainment</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other:</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Total Spending** (add up rows above)

### Table for Calculating Monthly Amounts

<table>
<thead>
<tr>
<th>Frequency:</th>
<th>How often you save, share or spend</th>
<th>Do this first then enter into the Log</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual (once per year)</td>
<td>Divide by 12</td>
<td></td>
</tr>
<tr>
<td>Semi-annual (twice per year)</td>
<td>Divide by 6</td>
<td></td>
</tr>
<tr>
<td>Quarterly (four times per year)</td>
<td>Divide by 3</td>
<td></td>
</tr>
<tr>
<td>Monthly (once per month)</td>
<td>Use as-is</td>
<td></td>
</tr>
<tr>
<td>Bimonthly (twice per month)</td>
<td>Multiply by 2</td>
<td></td>
</tr>
<tr>
<td>Biweekly (every two weeks)</td>
<td>Multiply by 26 and then divide by 12</td>
<td></td>
</tr>
<tr>
<td>Weekly (every week)</td>
<td>Multiply by 52 and then divide by 12</td>
<td></td>
</tr>
</tbody>
</table>
PRESEN T INFORMATION (5 MINUTES)

Managing Your Expenses
See page 21 in the Participant Guide.

SHOW SLIDE 30
SAY
- Managing your expenses so that you can make payments in advance of their due dates helps you avoid:
  - Late fees
  - Interest on unpaid balances
  - Negative credit report entries
  - Loss of services
  - Additional charges associated with loss of services, such as higher fees to restart services

- We’ll look at a monthly payment calendar as a tool for managing your expenses.

SHOW SLIDE 31
SAY
- There can be different ways to pay bills, including in person, by mail, electronically, and perhaps using a mobile app.

- You may be able to pay in person using cash, a money order, check, debit card, or credit card. Some bills cannot be paid in person. Some people like the assurance of paying bills in person. In person, you can usually use any form of payment. If using cash, make sure you get a receipt or some proof of payment.

- You can pay by mail using a check or money order. When paying bills by mail, don’t forget the time for the payment to arrive.
  - Checks are forms you complete that instruct your financial institution to take the amount of money you specify out of your checking account and pay it to the person or organization you name on the check. You need to make sure you have enough money in the account to cover the check.
  - With a money order, you give the amount of money you want to pay someone plus a fee to a bank, store, or the U.S. Postal Service and then they issue a money order (that may look like a check) that you can use to make the payment.
You can pay electronically.

- These payments may be one-time, or you may be able to have payments made automatically on a regular schedule.
- There are several ways to set up electronic payments. For example, you may be able to:
  - Set up payments through your account at a financial institution using their bill pay service.
  - Set up payments through your credit card website.
  - Set up payments directly through the entity you owe money to, giving them your bank account number, your debit card number, or your credit card number.
  - Use a separate bill paying service.
- When you pay electronically, you are either giving your financial institution permission to pay the bill by taking funds from your account, or you are giving a company permission to pay the bill through your credit card or bank account.
  - For example, you may allow a utility company to withdraw money from your bank account or charge your credit card to pay your utility bill every month when it is due.
  - Or, you may give your financial institution or online bill payment service information about where to make the payment, and they send the payment electronically based on your instructions.
- Make sure you have enough money in your account to cover the payments or enough credit available on your credit card.
- Paying electronically usually provides a record of payments, and it reduces the chance of being late or missing payments.
- However, you still need to be careful about safety and security. Only pay bills through trusted services.

You can also use a mobile app, which is another way to access online bill payment or set up an automatic or one-time payment.

Be sure you know what fees you could be charged, depending on how you decide to pay your bills.

No matter how you pay the bills, you may want to use a monthly payment calendar on paper or mobile app to keep track of your bills and how you pay them.

If you use a monthly payment calendar:

- Write down when you need to mail, send electronically, or pay an expense in person. This will probably be before the actual due date.
- If you plan to pay your bill by mail, enter the expense as due on your monthly payment calendar several days before it’s actually due to allow for mail time.
» The person or business you owe money to must receive your payment by the due date. Receipt by the due date is what counts—not the postmark or when you mail the payment.

• If you plan to pay your bill in person or using automatic payment, online bill payment service, or mobile app, enter the expense as due two to three days before it’s actually due to allow for processing time.

» Sometimes you can pay bills online, in person, or with a mobile app on the same day they are due without incurring a penalty.

LEAD ACTIVITY (10 MINUTES) – SCENARIO

Try It: Making a Monthly Payment Calendar
See page 22 in the Participant Guide.

SHOW SLIDE 32

DO

☑ Ask participants to turn to Try It: Making a Monthly Payment Calendar on page 22 in their Participant Guide.

☑ Read the scenario to participants or ask for a volunteer to do so.
SCENARIO: Juan Carlo Uses a Monthly Payment Calendar to Take Charge of His Bills

A few years ago, it seemed to Juan Carlo like he could never get ahead on paying his bills. Paying late fees on one bill would mean that he did not have enough money to pay another bill on time.

Now Juan Carlo uses a monthly payment calendar to manage his spending. He first lists the expenses he must pay regularly. Then he completes a monthly payment calendar. The calendar reminds him when to make payments and helps him avoid being late. To ensure his family understands the financial priorities for the household, he posts the monthly payment calendar on the refrigerator.

Juan Carlo makes some payments a little early to avoid unexpected events and mail delays getting in the way of paying bills on time. For example, he pays his rent two days early, just in case he’s busy on the day rent is due. For bills he pays by mail, he sends the payment seven days early to allow time for it to arrive. He set up some bills to be paid automatically from his credit card five days before they are due. He pays his credit card bill online the day before it’s due.

It surprised Juan Carlo how important the monthly payment calendar has become to his family’s finances. He feels more in control of his financial life. He smiled when his daughter made a miniature bill calendar for the refrigerator in her doll house.

<table>
<thead>
<tr>
<th>Monthly Payments</th>
<th>Monthly Amount</th>
<th>Due Date</th>
<th>Payment Method</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rent</td>
<td>$845</td>
<td>Due 10/1</td>
<td>In-person</td>
</tr>
<tr>
<td>Car payment</td>
<td>$145</td>
<td>Due 10/8</td>
<td>Mail</td>
</tr>
<tr>
<td>Student loan payment</td>
<td>$120</td>
<td>Due 10/15</td>
<td>Mail</td>
</tr>
<tr>
<td>Phone bill</td>
<td>$70</td>
<td>Due 10/17</td>
<td>Automatic payment from credit card</td>
</tr>
<tr>
<td>Credit card payment</td>
<td>$170</td>
<td>Due 10/20</td>
<td>Paid online</td>
</tr>
<tr>
<td>Car insurance</td>
<td>$100</td>
<td>Due 10/27</td>
<td>Automatic payment from credit card</td>
</tr>
</tbody>
</table>
DO

- Give participants six minutes to work in pairs to fill in *Juan Carlo’s Monthly Payment Calendar.*
- After six minutes, review the answers with the participants using the Answer Key.
- If time permits, ask participants what they filled in on the calendar and why, before sharing the correct answers.

### Juan Carlo’s Monthly Payment Calendar – Answer Key

<table>
<thead>
<tr>
<th>Sunday</th>
<th>Monday</th>
<th>Tuesday</th>
<th>Wednesday</th>
<th>Thursday</th>
<th>Friday</th>
<th>Saturday</th>
</tr>
</thead>
<tbody>
<tr>
<td>9/28</td>
<td>9/29</td>
<td>9/30</td>
<td>10/1</td>
<td>10/2</td>
<td>10/3</td>
<td>10/4</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><em>Pay Rent in-person</em></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><em>2 days early</em></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><em>$845</em></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>10/5</td>
<td>10/6</td>
<td>10/7</td>
<td>10/8</td>
<td>10/9</td>
<td>10/10</td>
<td>10/11</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><em>Mail car payment</em></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><em>7 days early</em></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><em>$145</em></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>10/12</td>
<td>10/13</td>
<td>10/14</td>
<td>10/15</td>
<td>10/16</td>
<td>10/17</td>
<td>10/18</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><em>Mail Student loan payment</em></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><em>7 days early</em></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><em>$120</em></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>10/19</td>
<td>10/20</td>
<td>10/21</td>
<td>10/22</td>
<td>10/23</td>
<td>10/24</td>
<td>10/25</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><em>Pays Credit card bill online</em></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><em>1 day early</em></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><em>$170</em></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>10/26</td>
<td>10/27</td>
<td>10/28</td>
<td>10/29</td>
<td>10/30</td>
<td>10/31</td>
<td>11/1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
PRESENT INFORMATION (1 MINUTE)

Section Closing
See page 23 in the Participant Guide.

SHOW SLIDE 33

SAY

- Remember the key takeaway from this section: **Understand your expenses. That will help you decide how to save, share and spend your income.**
Module Closing

Training Time Estimate: 10 minutes

LEAD ACTIVITY (5 MINUTES)

Remember the Key Takeaways

See page 24 in the Participant Guide.

Note to Instructor: Only mention key takeaways for sections you included in the training.

Take Action

See page 24 in the Participant Guide.

SHOW SLIDE 34

You are more likely to take action if you commit to taking action now.

Consider writing down what you intend to do because of what was covered during this training session.

Take a few minutes now to answer the questions under Take Action on page 24 in your Participant Guide:

- What will I do?
- How will I do it?
- Will I share my plans with anyone? If so, who?
Module Closing

INSTRUCTOR GUIDE

DO
- Time permitting, ask participants if they want to share what they are going to do or how they are going to do it.
- Remind participants about the activities in their Participant Guide they can complete after today’s training.
- Refer participants to Where to Get More Information or Help on page 25 in their Participant Guide for a list of online resources.
- If this is the end of your training, thank participants for attending and administer the post-training survey.

LEAD ACTIVITY (5 MINUTES)

Post-Training Survey
See page 29 in the Participant Guide.

Note to Instructor: After training ends, you can ask participants to complete the post-training survey in the back of their Participant Guide. You may want to give them “loose” copies so they don’t have to tear them out. The knowledge questions are the same as those in the pre-training survey.

The answer key is at the end of this Instructor Guide.

You may decide to compare post-training surveys to pre-training surveys to estimate knowledge gains of the entire group or for each participant. If you want to estimate by participant, ask them to write their last name or some other unique identifier on both their pre- and their post-training surveys so you can compare them for a given participant.
SHOW SLIDE 35

SAY

- Thank you for attending this Money Smart Training called “Your Income and Expenses.”
- Before you leave, please take a few minutes to complete the Post-Training Survey on page 29 in your Participant Guide.

I can look at the surveys to tell if I helped you add to your knowledge and to make changes and improvements to future trainings.

- It should take less than five minutes to complete.
- Let me know if you have any questions.

DO

- Collect the completed surveys if you plan to review them or compare them to pre-training surveys.
- Review the answers to the knowledge questions using the Answer Key on the next page.
Answer Key for Both the Pre- and Post-Training Surveys

1. Net income is how much you earn before taxes and deductions.
   The answer is **false**.

2. There are only two ways to receive income: cash or check.
   The answer is **false**.

3. There are only two ways to pay bills: in person or mailing a check.
   The answer is **false**.

4. Income includes:
   The answer is **a, b, c and d**.
   - Money from working
   - Public benefits that provide cash assistance
   - Cash gifts
   - **Tips**
   - Income tax
   - All of the above

5. Paycheck deductions may include:
   The answer is **f**.
   - Withholding for federal income taxes
   - Social Security
   - Medicare
   - Health Insurance
   - None of the above
   - All of the above

6. Will garnishment of your wages increase or decrease your take-home pay?
   The answer is **b**.
   - Increase
   - **Decrease**

continued on next page
**Note to Instructor:** There are no “right” or “wrong” answers to the remaining questions, which appear in the post-training survey and not in the pre-training survey.

### About the Training
Check the box that best describes your agreement or disagreement with each of these statements.

<table>
<thead>
<tr>
<th></th>
<th>Completely agree</th>
<th>Somewhat agree</th>
<th>Somewhat disagree</th>
<th>Completely disagree</th>
</tr>
</thead>
<tbody>
<tr>
<td>7. I would recommend this training to others.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8. I plan to apply what was discussed in this training to my life.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>9. The instructor used engaging training activities that kept me interested.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>10. The instructor was knowledgeable and well prepared.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>11. The Participant Guide is clear and helpful.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Note to Instructor: There are no “right” or “wrong” answers to the remaining questions, which appear in the post-training survey and not in the pre-training survey.
Money Smart for Adults Modules

Thank you for presenting this module. Consider providing training on other Money Smart for Adults modules, as shown below. Visit www.FDIC.gov/moneysmart.

<table>
<thead>
<tr>
<th>Module Number</th>
<th>Module Name</th>
<th>Module Focus</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Your Money Values and Influences</td>
<td>Internal values and goals, external influences, and their relationships to financial decisions</td>
</tr>
<tr>
<td>2</td>
<td>You Can Bank On It</td>
<td>Financial products, services, and providers</td>
</tr>
<tr>
<td>3</td>
<td>Your Income and Expenses</td>
<td>How to track income and expenses</td>
</tr>
<tr>
<td>4</td>
<td>Your Spending and Saving Plan</td>
<td>How to develop a spending and saving plan, and how to prioritize spending when money is short</td>
</tr>
<tr>
<td>5</td>
<td>Your Savings</td>
<td>Saving money for expenses, goals, and emergencies</td>
</tr>
<tr>
<td>6</td>
<td>Credit Reports and Scores</td>
<td>Credit reports and scores, building productive credit histories, and repairing and improving credit</td>
</tr>
<tr>
<td>7</td>
<td>Borrowing Basics</td>
<td>Options for borrowing money and the costs</td>
</tr>
<tr>
<td>8</td>
<td>Managing Debt</td>
<td>Different kinds of debt and ways to manage it</td>
</tr>
<tr>
<td>9</td>
<td>Using Credit Cards</td>
<td>How credit cards work and how to manage them</td>
</tr>
<tr>
<td>10</td>
<td>Building Your Financial Future</td>
<td>Ways to build assets, including buying a car and getting training and education</td>
</tr>
<tr>
<td>11</td>
<td>Protecting Your Identity and Other Assets</td>
<td>Ways to recognize, respond to, and reduce the risks of identity theft, along with strategies for protecting other assets</td>
</tr>
<tr>
<td>12</td>
<td>Making Housing Decisions</td>
<td>Different types of safe and affordable housing, including specific information on renting</td>
</tr>
<tr>
<td>13</td>
<td>Buying a Home</td>
<td>The home buying process, including mortgages</td>
</tr>
<tr>
<td>14</td>
<td>Disasters—Financial Preparation and Recovery</td>
<td>How to financially prepare for, and recover from, disasters</td>
</tr>
</tbody>
</table>
Visit the FDIC’s website at www.fdic.gov/education for more information and resources on banking-related issues. For example, FDIC Consumer News provides practical hints and guidance on how to become a smarter, safer user of financial services. Also, the FDIC’s Consumer Response Center is responsible for:

- Investigating all types of consumer complaints about FDIC-supervised institutions
- Responding to consumer inquiries about consumer laws and regulations and banking practices

You can also call the FDIC for information and assistance at 877-ASK-FDIC (877-275-3342).