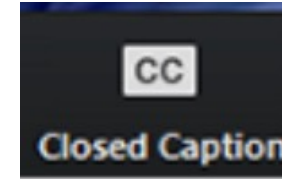




# PATF Family Guide

## Using Closed Captioning

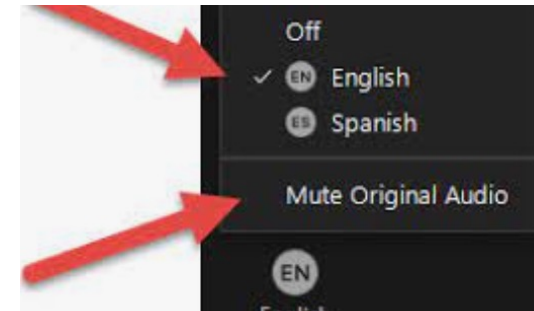
- To start using CC, click the caption button



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## Uso de la interpretación de idiomas

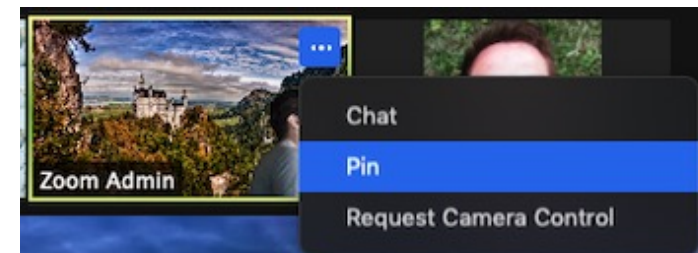
- Hagan clic en el icono de interpretación
- Seleccionen "Spanish"
- Después de seleccionar "español", hagan clic "Mute Original Audio"



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## Using ASL

- To pin the interpreter, hover over the video of the participant you want to pin and click ...
- From the menu, click Pin.





# PATF's Family Guide: Big Ideas for Teaching Financial Education



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Becky MacDicken, Family Advisory Committee Member, PA Banking and Securities  
Karen Hassett, Director of Financial Education, PATF  
Susan Tachau, Family Advisory Committee Member, PATF

# Pennsylvania Assistive Technology Foundation (PATF)

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- Statewide, non-profit organization, based in King of Prussia, PA
- Majority of the Board and staff are individuals with disabilities and/or immediate family members
- Community Development Financial Institution (CDFI), consumer lender
- PA's Alternative Financing Program (federal Assistive Technology Act)

Programs in other states and territories: <https://patf.us/afplist>





## **PATF helps Pennsylvanians of all:**

- + AGES**
- + INCOME LEVELS**
- + DISABILITIES**
- + HEALTH CONDITIONS**
- + COMMUNITIES**
- + CULTURAL BACKGROUNDS**

# PATF Programs and Services

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Information and assistance about assistive technology (AT) funding resources and vendors



Financial loans for assistive technology



Financial education



# Pennsylvania Assistive Technology Foundation

## Mini-Loan Program

- \$100 to \$7,000
- 0% interest, zero fees
- Maximum repayment term is 48 months

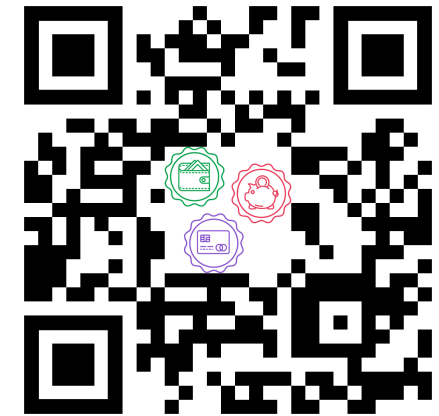
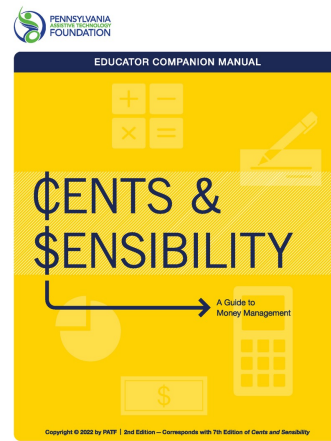
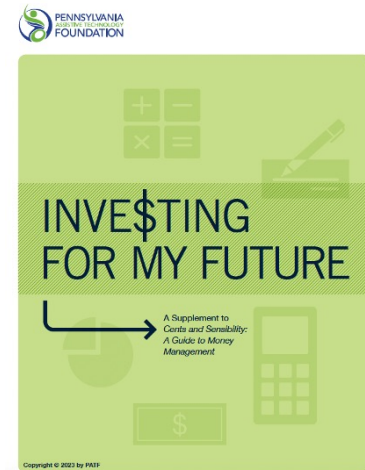
## Low-Interest Loan Program

- \$7,001 and above
- 3.75% interest, zero fees
  - Non-Guaranteed up to \$60,000
  - Guaranteed up to \$35,000

*PATF may be able to offer a partial grant in conjunction with a Mini-Loan. (Currently, mini-grants are available for low-income borrowers and for the purchase of tablets, regardless of the borrower's income.)*

# Financial Education Resources from [PATF.us](https://PATF.us)

- Cents and Sensibility
- The Educator Companion Manual
- Investing Chapter
- StudyMoney.us







A FAMILY COMPANION TO

# ¢ENTS & \$ENSIBILITY

→ A Guide to  
Money Management

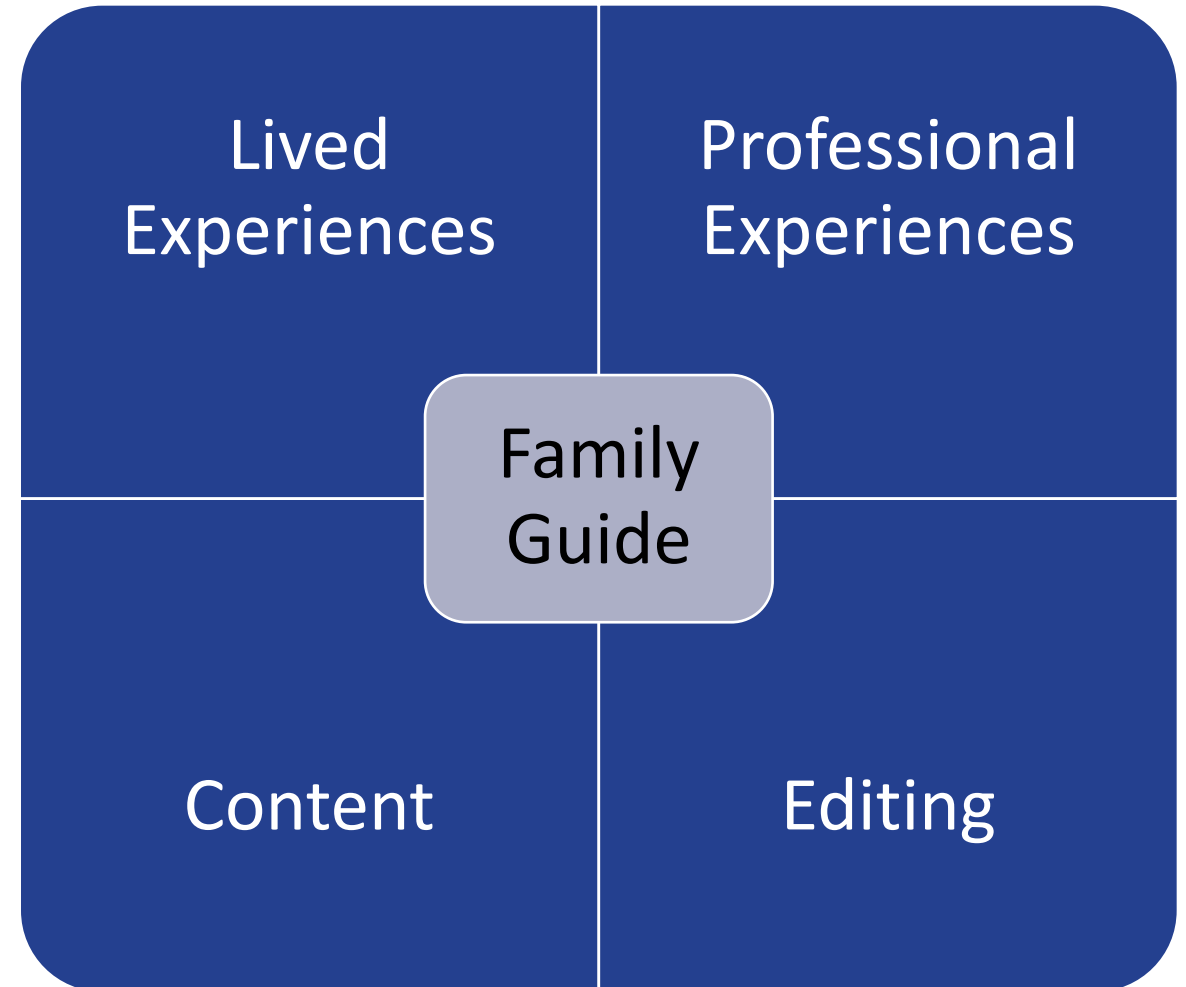
# A Family Companion

Cents & Sensibility: A Guide to  
Money Management

# Advisory Committee

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- Composed of parents of children with a disabilities
- Professional experience – diverse industries
  - Banking
  - Non-profits
  - Parent groups
  - Advocacy groups
  - Service providers
- Met 1x/month – September – May



# September 2022

- Idea Board
- Essential Topics
- Learning Points

**FORWARD**  
This guide will help you understand how the financial system works and how to use it to your advantage. It will also help you understand how to use the financial system to your advantage.

**Forward**

**About this guide**  
About PATF

**Money**  
• Why do we need money?  
• Acquire goods  
• Coins and currency  
• Debit cards, gift cards, prepaid cards, checks  
• Cryptocurrency (Check out FINRA resources)  
• Digital Currency - these are not banks - they are FinTechs but they do have routing numbers  
• Memo

**Earning**  
• How do we earn money?  
• Unearned income  
• Gifts  
• Benefits  
• Earned  
• Chores  
• Jobs  
• Interest on savings  
• Benefits

**Saving**  
• Ways to save  
• Everyday  
• Savings accounts  
• Piggy banks  
• Money market  
• Long term  
• CDs  
• ABLE (maybe for an older group)  
• In the future - be aware that money earned income can impact benefits  
• Special needs trust  
• Investment accounts - come with the risk you may not end up with what you started with...  
• Where to save

**Planning for Spending**  
• Needs and wants  
• Planning to spend (delayed gratification)  
• Comparison shopping/prices  
• Making choices  
• Setting financial goals  
• Buy a-way (don't get the goods)  
• Decision-making (Guardianship, - you don't rep payee, pos)

**Protecting**  
• When we make a promise we make sure we understand what we are agreeing to  
• Online  
• If you use venmo/cash app - make sure you know who you are sending it to  
• Check fraud  
• Asking you to give out account information  
• Email/WTexts  
• Passwords  
• FinTechs are not federally insured  
• WFT  
• Cybersecurity

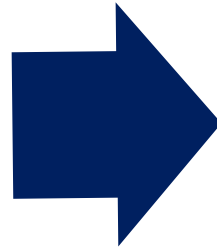
**Borrowing**  
• Interest  
• Repayment  
• BNPL (get the goods upfront)

**IEP's**  
• SO's  
• Add Tasks  
• Financial Education Learning objectives  
• Adding/subtracting  
• Currency  
• Decision-making  
• Needs and wants  
• Safety  
• Setting Goals (planning to spend)

# Purpose

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This guide was created by parents and professionals for families to be able to help their children learn about managing their money and gain lifelong financial skills to make informed decisions about money. Our goal is for our children to live in a world where they will have equal access to financial services and products offered by financial institutions.



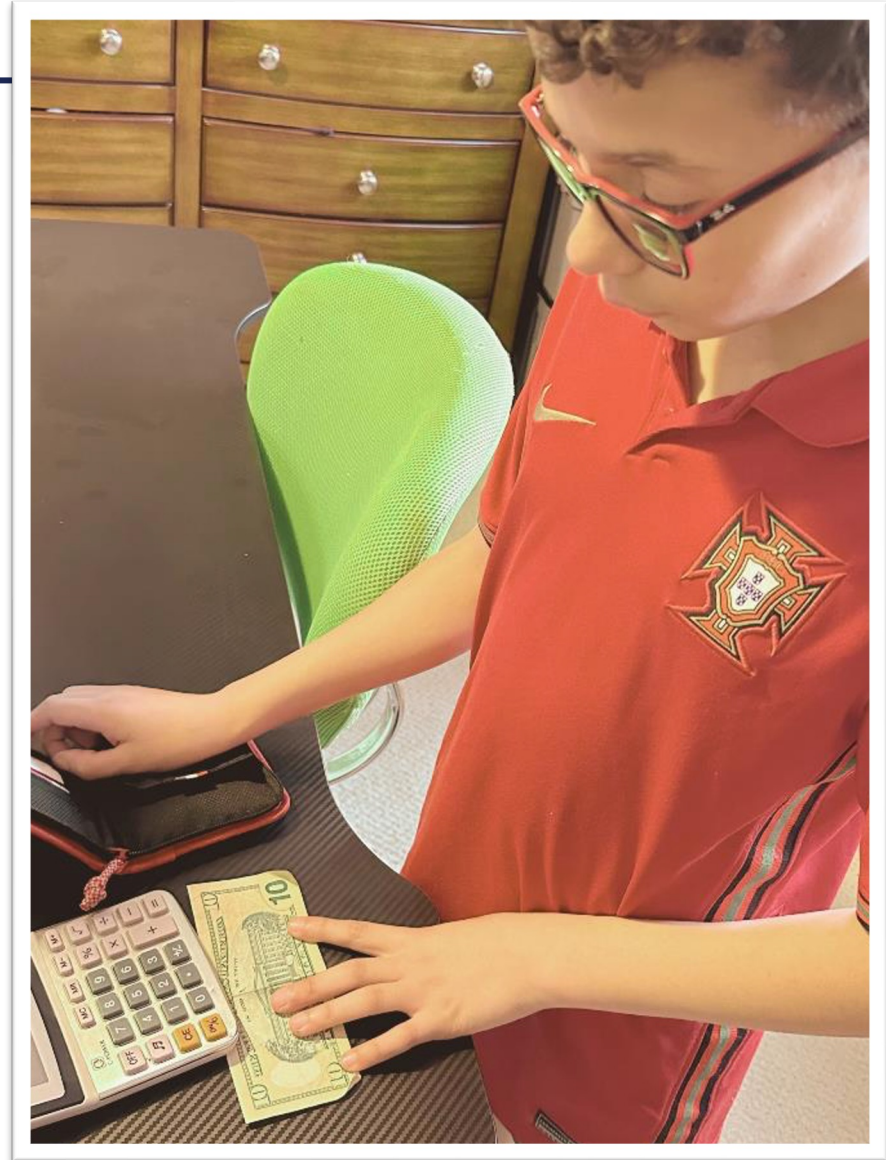
This is a guide for teaching our children about money. It includes six foundational financial topics: money basics, earning, spending, saving, borrowing, protecting against identity theft, as well as how to advocate for your child's financial education through their Individualized Education Program (IEP).



# Foreword

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*“Money is not just about money; it is about the freedom to choose. It may not be an unlimited resource but at least you have opportunities to make and control choices that affect you now and/or in the future.”*



# Topics

Money

Earning

Spending

Saving

Borrowing

Identity Theft

IEP



A FAMILY COMPANION TO

¢ENTS &  
\$ENSIBILITY

A Guide to  
Money Management

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# Structure

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- Background
- Conversation Starters
- Teachable Moments
- Suggested Books
- Resources
- Parent Stories and Tips

## Teachable Moments

*Look for these icons throughout the guide as a quick reference for activities.*



**Seed**

Introducing a concept



**Sprout**

Using the concept in everyday activities



**Seedling**

Using the concept in more complex situations



**Tree**

Using the concept independently or with minimal support across a variety of situations



# Money



## SEEDLING

“Take your child to the store. When you are using a debit card from your bank or credit union to pay, explain that you are using money that you have in your account. You could even show your child how the transaction shows up later by logging into your online banking account.”





# Earning

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## SPROUT



“Pretend with your child that they have just received a gift of \$20. Ask them what they would do with that money. Encourage them to think about different options. It is important to give them the freedom and the opportunity to express their ideas and then discuss the pros and cons without judgement.”



# Spending

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## PARENT STORY

### Cost of Choices

“Our son, Wilder, needed a new winter coat. He went to the store and purchased a coat decorated with the logo of his favorite professional basketball team. The coat cost \$150! He could have bought a coat without the logo that was just as warm for \$75 and had money left over to go to a game and have lunch with his friends. But for him, the coat with the logo was more important.”



# Saving

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## PARENT TIP

“Another way to introduce the concept of saving is to talk to your child about why we shut off the lights when we aren’t in the room or the water when brushing our teeth. We do it to save energy, water, and money.”

## DEFINITIONS

### FinTech

“A catch-all term for companies that combine traditional financial institutions and technology to create new ways to bank and keep track of your money.”





# Borrowing

## SEED

Talk to your child about what it means to borrow something. Take them to the library and borrow a book or movie. Mark the date it needs to be returned on the calendar. Explain if it isn't returned on the due date, the library charges a fee for each day you have the item beyond its due date. (**Note:** This is similar to what a credit card company does when you don't pay your bill in full on the due date; they charge you interest until the amount you borrowed is paid back.)

## TREE

Discuss a real-life loan with your child for a larger purchase. This could be a loan you already have (such as a car loan or a mortgage) or one you're planning to take. Have your child use one of the calculators at Bankrate ([bankrate.com/calculators](https://www.bankrate.com/calculators)) to calculate the cost over time of only making the minimum monthly payment. Or review your personal credit card statement with them — all credit card companies have to put these calculations on the credit card bill.



# Identity Theft

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## Conversation Starters

Use the following questions as conversation starters with your child to help them begin to think about identity theft and safe online habits:

**Tell me about this video game or website you're using. What do you like about it?**

Your child may roll their eyes at first but engaging them on this topic is important. By being curious about what they are doing, you can open the door to some great conversations while also creating a safe space for them to talk to you if they should encounter something online that makes them uncomfortable.



# IEP

## What is an IEP?

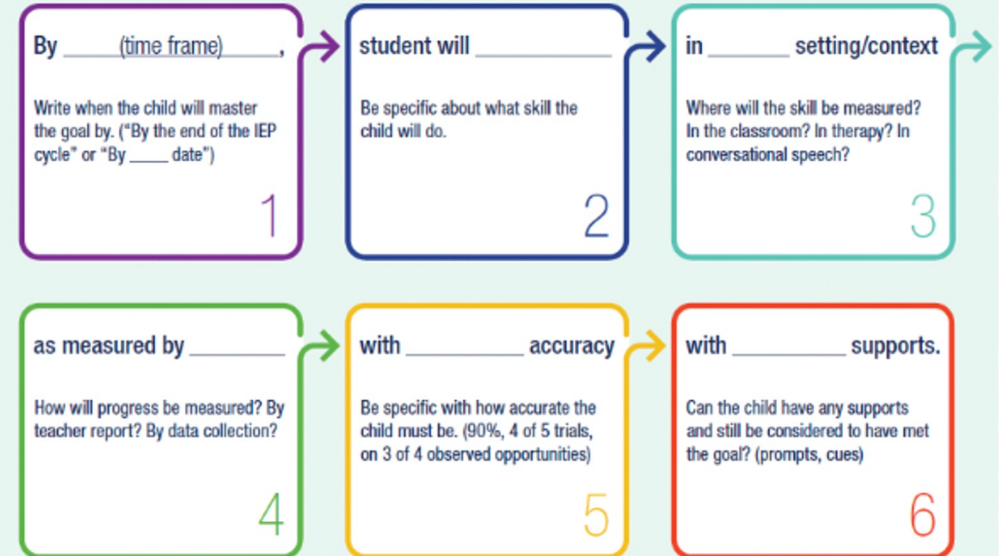
Another way for parents(s) or guardian(s) to introduce and reinforce financial concepts is by working with their child's team at school. This can be accomplished by including goals and activities in your child's Individualized Education Plan (IEP).

An IEP or Individualized Education Program is an essential tool for preparing your child for an independent and fulfilling adult life...And it should include goals to ensure students with disabilities have access to financial education!

Every IEP should include a vision statement and specific goals for the student...The vision statement is family-driven and student/child-focused... Consideration should be given to future goals, interests, strengths, what motivates [the student].

## IEP Goal Formula

This diagram is provided courtesy of Pennsylvania Training and Technical Assistance Network (PaTTAN). PaTTAN works with the Bureau of Special Education (BSE), Pennsylvania Department of Education (PDE), and provide professional development and technical assistance to improve student outcomes. Learn more at [pattan.net](http://pattan.net).



## Final Goal Phrasing

By \_\_\_\_\_ (time frame) \_\_\_\_\_, student will \_\_\_\_\_ in \_\_\_\_\_ setting/context as measured by \_\_\_\_\_ with \_\_\_\_\_ accuracy with \_\_\_\_\_ supports.



# Suggested Books and Resources

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## ✔ Parent Tip

You can find a parent reading guide for the books with an asterisk (\*) and can download these resources for free from: [bit.ly/41Uw38c](https://bit.ly/41Uw38c)

## Suggested Books to Read With Your Child

- *Money Monsters Learn About Careers* from Consumer Financial Protection Bureau (CFPB) Money Monsters story books collection ([bit.ly/3AHsGp9](https://bit.ly/3AHsGp9))
- *The Berenstain Bears' Trouble with Money* by Stan and Jan Berenstain\*
- *Whose Hat is This?* by Sharon Katz Cooper
- *Clothesline Clues to Jobs People Do* by Kathryn Heling and Deborah Hembrook
- *When I Grow Up* by Mercer Mayer
- *What Do People Do All Day?* by Richard Scarry

## Resources

- Pennsylvania Career Zone – [pacareerzone.org](https://pacareerzone.org)
- Pennsylvania Secondary Transition Guide – [secondarytransition.org](https://secondarytransition.org)
- U.S. Bureau of Labor/K-12 Career Resource – [bit.ly/42LNW9H](https://bit.ly/42LNW9H)
- Know It All: Virtual job exploration – [bit.ly/44cUXBt](https://bit.ly/44cUXBt)
- A free site (by MIT) to explore coding and creating – [scratch.mit.edu](https://scratch.mit.edu)





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**THANK  
YOU!**



# THANK YOU!

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