Natalie Wren: Okay, so welcome to Money 101. My name is Natalie I work for student financial services. We are basically teaching this class because we can see a need in our community for students, to know how to budget and make your financial aid or your, your income from your job to get you through the semester and the summer and whatever else needs to happen. So, I'm not necessarily qualified, per se, to teach this class, in a sense that I have a degree in finance. But, I have a degree in doing stupid things with money and learning from it. So, I'm here to show you from personal experience what you can do better and different at your age that I wish I knew at your age. So I'll give you a little, little knowledge of my story.

Basically, um, I, my philosophy at your age, money was, whatever money comes in, I pay whatever bills that I think I have coming and use the rest of my month to do whatever I want with it. Go out to dinner, go to the movies, buy clothes and then payday is two weeks away and probably four or five days before payday again, I'm completely out of money. So then, I lean on credit cards and I start charging the same things I was using my money for and then fast forward about 10 years and I'm $22,000 in debt and basically have nothing to show for it and I realized that the minimum payment on credit cards and loans were suffocating the life out of me. Like literally, it was frustrating. I was working hard and getting nowhere. So the way that I got out of that, was learning how to budget and manage my money. I've since, paid off all of that debt and now am debt-free and able to save money and live a much better life just from basically learning how to spend the money that I was given. And, so hopefully you can learn a little bit from this and not follow down that wonderful road.

This is Erin and she has her own story.
Erin Wilson: I'm Erin. I also work in student financial services and the cashiering office here with Natalie and yea, our background and this thus sort of stem from, we deal with the student population on a daily basis regarding financial issues so we are the ones that students come to when they have trouble paying their money due on their student accounts. They run out of money, they still have fees due, they spent financial aid. That type of thing situation we saw a need for this and decided that we would, you know, of come up with this class to help you guys. Offer you an opportunity to learn some skills that, as Natalie said, that we've learned in our own lives. I've had similar situations with not, as Natalie did, that you know, I have my own credit card debt, that I am still paying off. My weakness is traveling. I like to go on trips. So that tends to catch up to you. And just kind of the thing about it is, kind of help you guys learn my experience with credit cards as instant gratification of it that you can just use it and then deal with it later and then later comes and you can't pay for later because or your barely making by with later.
Erin Wilson: So we just kind of want to help you guys learn from our experiences and learn that there are other ways to go about it debt is not necessarily a requirement of being a student or just even in life there are other options, there are ways to help avoid being in debt. And even if you do have debt, there are ways to still minimize it and get out of it and make it not be so overwhelming. So we're gonna do as much as we can to help you guys with that.
Erin Wilson: So one of the things about credit cards that I was explaining is, it just seems so easy. If something happens there's some kind of emergency, you have no way to pay for it use a credit card. Well that's, I guess good in that moment, but then that catches up to you. So say you have accumulated for whatever your expenses are $3000, 17% interest is pretty typical for a credit card, especially if you're a younger student who doesn't have a lot of credit history. So your minimum payment is $50 per month, which seems relatively doable that is in the problem.
Erin Wilson: So then you go on to how long it will take you
Erin Wilson: To pay this off just making the minimum payment of $50 a month trying to pay off a $3000 debt.
Erin Wilson: It will take you 38 years to pay that off and because of the interest
Erin Wilson: How much will you really be paying?
Erin Wilson: You'll be paying over $7000 more than what you actually got. You’ll be paying that much just an interest in making the minimum payment. So, that's a lot of money on interest. That could be going to a lot of other things.
Erin Wilson: So a lot of you ... ways to avoid debt, is to be prepared, have a plan have a budget and that's what we're gonna help show you guys how to do. So as far as credit cards go, especially I'm sure you guys, as students you get a lot of offers, a lot of emails, all kinds of things. Back in my day it was mail. So you get a lot of offers in the mail, and email, and around campus. Everyone is like, 'oh, sign up for a credit card, sign up for a credit card.'

Audience: [inaudible]

Erin Wilson: So yea, I don't know, get a t-shirt out of it. So if you are going to get credit cards know what you're getting into. So many times I see with students, especially with and if this applies to student loans, they have no idea what kind of loans they have, they have no idea how much they've taken out, what the terms are. Any of that information, if you are going to accumulate any kind of loan, you need to know what you're getting into and that includes not just even leaving it to your parents and if your parents are part of your financial process that's fantastic, but these loans that you're taking out or your credit card is in your name.
Erin Wilson: So that means ultimately you are the one that would be responsible for paying it back and responsible if it's not paid back. So don't just say, 'oh, my parents do all of that'. Know what you're taking out in your name. Take responsibility for your finances. That's going to set a foundation for the future because eventually your parents aren't going to be involved in this process anymore and you're gonna have no knowledge or background of how to do this because you just took a setback and said, 'well, I'll let my parents do it. So know what you're taking out in your name, what's going- know what's going on in your financial situation. If you're taking out loans, anything, know the terms, know the interest rates, the fees involved, fine print. There's all kinds of stuff with, you know, credit cards especially. There's all kinds of conditions in different circumstances and different, different things. So know what you're taking on.

Limit the number of cards that you have. I'm sure you are familiar with the credits, what a credit score is. One thing that hurts, that can hurt a credit score is if you have a lot of different cards taken out. A lot of people like to get the store cards and all of that. The more cards you have taken out the more it hurts your credit score which affects loans, car loans, house, you know, all the stuff in the future. And I know you guys are thinking, 'I'm not going to buy house anytime soon,' but if you get in over your head and trying to recover than that will effect, come time to get these bigger loans that you get when you get older in life.

Pay off your balance each month. That's very important. Especially paying on time. Late fees, not only are you paying extra money, strictly just for paying late, it also effects your credit if you're consistently paying late. The more of a balance you hold can effect it as well. So if you're able to pay it off, that's a really good way to build good credit. Showing that you're able to take care of your credit. If you do charge something you pay it off in a timely manner. That reflects, that helps your credit scores, helps you down the line.

Resist cash advances. Those are handy and nice but there's a lot of fine print on those, a lot of hidden fees. They have a lot higher interest than just regular charging. It's something that I would really tell you to consider strongly before doing something, if any, not do it at all.
Erin Wilson: So, okay. So how we can avoid the trap?

Natalie Wren: What you guys got, the paper that I just handed out to you. That's kind of an overview what she was just talking about with a few extras thrown in there. Just, from my personal experience with the credit card tips, I'd say number eight is huge for me. Just reconsider large purchases. As a rule now, after climbing out of debt and it was painful to do, I don't buy anything any large purchases but I slept on it for 1, 2 or 3 nights and I thought completely through the situation, how it will affect my future, what I can do with the money otherwise and in your situation a lot of you are getting large sums of money at the beginning of the semester. It's probably the first time, for a lot of you, that you had the responsibility of that much cash. So I am strongly recommend sleeping on any major purchases and kind of thinking through, what else could be done with that money that might benefit you in your future. So, let's see what we're moving on to, avoiding the traps.

Erin Wilson: Yes.

Natalie Wren: Understanding wants vs. needs. We're going to talk a little about that. Having an emergency savings account, which I think that's probably the most crucial thing you can learn. Gets you away from the habit of using a credit card when something comes up. And then also just planning ahead and budgeting.
Natalie Wren: So a want versus a need. I'm sure a lot of you think you kind of know what a want versus the need is. A great way that I've learned about it is just. There are four things you can't live without and that's what's listed. Your basic housing, food, clothing and transportation. Those are the things that are critical to survive. You need all of those things to go to work, go to school, to just live in society. Anything beyond that, you would consider a want.

If you are living in an extra nice house. That's not a basic house. That's not necessarily a need, it's a want. And clothing, by that I mean basic clothing. Whether that be second hand, whether that is clothes that you've had for 2 years that you don't like, but still work. Those are the things that you have that are needs, but going to go buy some BK's or skinny jeans, we would consider that a want. Yea, designer jeans, fancy coffee, that was one of my pitfalls as well. That, you know, I felt like I worked hard, I'm tired, I had a lot of school, my kids were bugging me, whatever. I thought that fancy coffee was just, you know, that Goldstar that I needed every day. I put a lot of that on credit because I didn't have a budget, so I ended up paying interest on coffee. Doesn't seem so smart looking back, but you know, going out with friends, traveling, fancy cars, getting a manicure, pedicure, salon treatments. The manicure, pedicure, and salon treatments, in our office we see a lot of students that are coming up that are like, end of the semester, can't pay their bills, but they have manicures and pedicures and their hair looks freshly highlighted. You know, and it makes us feel as a community that we're not doing a great job showing people the difference between wants versus needs, and showing them how to budget when students hit the end of the semester with all those great things, but no money to eat. So I think this class, if you can soak up some of it, might help you not be one of those students.
Natalie Wren: Okay, so, emergency savings. Now I cannot stress this enough. For me personally, once I got an emergency savings account and in your situation, that might be $500 that might be a $1000. But, once I got a savings account, set it aside and pretended it didn’t exist. I stopped using credit cards because when something came up like, 'oh, I forgot that the PG&E bill is due next week, I had savings. I didn't have to use my credit card. It changed my entire thought process, my way of living, and my future really. So there's little video here just about emergency savings and why it is a necessity.

Video
Life is unpredictable. Right? I mean, you can't count on knowing what's going to happen one day to the next. And that can throw us some financial curve balls. Like, let's say when you're car breaks down out of nowhere and you're on the hopes for a new transmission. Or a, oh, the homes furnace kicks the bucket, or it may even be something more severe. Like you losing your job. So then how are those monthly bills going to get paid? I mean these are just the few of the reasons why it is so important to have safety net, to pay for life's unforeseen emergencies. Because if you don't have one you may unexpectedly, and reluctantly have to borrow from somewhere that you shouldn't without planning on paying it back. That's when you get in to trouble. And debt, well, it just starts to grow and grow and grow. In fact, a national foundation for credit counseling poll. They revealed that 64% will utilize another source other than their savings account to satisfy and unplanned $1000 expense. What's more, another 17%, they said that they would neglect existing obligations, like rent or mortgage payments to pay for the emergency need. So as you can see, there's a lot of people who haven't built an emergency fund yet. And remember, it's never too late to start.
Natalie Wren: I'm going to cut it short. That's the most important part of it. I know that some of that is a little beyond to relate for you. Obviously, you don't own a home yet. But, some of those things, you can relate to. I mean your cars break down, you have unexpected things come up. And what happens is you have expenses that you didn't know were coming. And if you had had some savings, it would be maybe a car tragedy, but not a life tragedy. Because the money is there to catch you when you fall. So that's something I really encourage if you can start setting aside money for those needs. So some ideas on how to start saving, we gave you guys some handout on strategies to save money. We're each just going to share a little bit about what, what we did, climbing out of debt. One of the first things that I did was turn off my heating and air-conditioning. I just turned it off and I turned it on when it was when it got to the point where I couldn't stand it anymore, but as a rule, I just left it off.

Erin Wilson: As someone who's been to her house, I can vouch for that.

Natalie Wren: Bundle up if it's winter.

Erin Wilson: Bring a coat.
**Natalie Wren**: I mean I was serious. I got to the point where I felt like the debt that I had gotten myself in to. It was an emergency and I needed out and I needed out fast, and I did anything that I could to get out of it. Stopped cable service years ago, still don't have it and I actually took on an exchange student, which my kids totally loved, did that for about two years. We learned more about other cultures and had a roommate. And yea, sometimes it was a little inconvenient and sometimes a little awkward. But overall, it was a great life lesson and it really helped me, kind of cushion my way of life to get out of debt. Eating out less frequently. Cook at home people. There are YouTube videos, you can watch tons of them. They will teach you how to boil an egg if you need to, teach you how to fry potato. I mean there's some skills that my family didn't teach me a lot and I had to learn a lot of that on my own. I mean if you don't know how to get your way around the kitchen. There's so many ways to learn it. YouTube videos, I know our our card center does teaching, uh, cooking classes. They're not very expensive. You can learn the basics in the kitchen of even just how to cook meat or vegetables. So, I mean, that's something that will be a lifelong skill that will carry you and, you know, save you tons of money and you'll eat better. Let's see what else are big ones for me. Making a budget. I mean it's boring and those you who don't like numbers and don't really think it sounds exciting. It's not, it really isn't. But one thing that is awesome about it is it changes your life and your future. And you really can't put a price on that. And I mean, yea, it's boring. It's not easy to do as well. It's not always fun, but it will change your life and I can vouch for it. I promise you. Do you wanna go with some of yours?

**Erin Wilson**: Some of the biggest things that I did. I got rid of my cable and I watch TV, and I'm not, I mean, you know, but every show is online now. You can watch it on the Internet and as a student you're always going to have to have an Internet. So I haven't had cable since 2009 and it's completely doable and is fine and I still get to watch whatever show I want basically and it's really great way to save money. I call AT&T regularly after my deals are up and call and try and get another deal and that's a great way to save money. They even recommend it, just call after the six-month deal is up and we'll see what else we can get you. So it takes time, it's a little work, you know, but it's worth it in the long run even if you're saving as little as $15 a month the course of six months to a year that adds up. Every little bit counts. I mean how many time at the end of the month where you were wishing you had an extra 20, 30 bucks and it will be so much easier. So every little bit helps.

Another big thing is this is a college town. You guys are college students so many businesses gear towards deals, towards the students take advantage of that. There's things that you can do, well all you have to do is show your card and you can get some kind of discount. Take advantage of it, ride the bus for free and you can, there's so many, even if you do want to eat out with your friends, there are so many buy one get one free deals for college students or Facebook or whatever. So, don't be afraid to take advantage of the deals that are geared towards you guys. You live in a college town. Work it.
So another thing is too, car repairs. I've fixed a couple of different things on my car just by looking up stuff on Google. So and YouTube and trust me those- I mean, even the simplest things that save so much money having have someone go in and fix it and do it yourself. So I am, trust me, I am not a mechanic. So, you know, it is an accomplishment, but every little thing helps. So, just, you know. Coupons, like I said, the buy one get one free she had quite the little coupon book going there for a while now.

**Natalie Wren:** I did.

**Erin Wilson:** It almost becomes fun a little bit. So there's stuff out there. Don't be afraid to use it. Don't be afraid to put in a little extra work, because it can really be worth it in the end and really save money and it is kind of nice to know that you're getting a good deal for something especially for something that you really do need. So don't be afraid to take advantage of any kind of sale or deal out there for you guys.

**Natalie Wren:** And on the line of coupons. I almost forgot to mention that. That's terrible. Like couponing, I actually got so good at it that I got most things for free. Paper products, deodorant, any kind of personal items. There came a point where I became a mini Walmart because I got so much for free that my friends would shop in my cupboard to get things before they expired, basically because we had so much. So, I mean, there are so many ways to use coupons and use deals that you guys can you can basically live a lot cheaper than you are and you don't. It's just not public knowledge so I can give you some websites, if anyone's interested, to show how I got started, but it can save you a lot of money. One thing that is also, that I didn't mention yet, is setting a goal. So for me my goal, my first goal, when coming out of all this was setting a $1000 aside. It's the very first thing I did. I didn't pay my bills off first. I paid my debt off first, I saved a $1000, because I wanted to change my habits. So that $1000 changed my habits. And I cut up every credit card I had, and then I started paying them off and that $1000 bailed me out whenever I needed it and I just replenished it. So that's how I started, my, my change. I also used an automatic savings bank transfer. So when I got paid, the same day my paycheck hit, my savings came out. So it was just like my paycheck was smaller and I never saw it, I didn't touch it, I didn't worry about it. So I definitely recommend those options.
Natalie Wren: Okay, so now we're going to play a little game.

Erin Wilson: Okay, everyone take one or two pieces of candy. Choose what you like.

Natalie Wren: Do you guys have pens? Okay, so we're going to give you table numbers. So it will be table 1, 2, 3 and 4 right there. Just remember that when the time comes. Okay, so basically we made up this little game that we call, the game of college life. Kind of show you a little bit, what a budget could do for you and what it couldn't do for you.
Natalie Wren: So if you chose the laffy taffy, if that was your first choice, this is your monthly income. Can you write that in the monthly income spot [inaudible] I guess it's just income, not monthly income.
Natalie Wren: If you chose the crunch bar, your income is $700. That was your first choice. We want your first choice written down you guys.
Natalie Wren: Alright, and if you chose the Baby Ruth. Your income was $650 that month.
Natalie Wren: If you chose the Butterfinger, it was $600. Alright, everybody caught up?
Natalie Wren: Now, if you took a second piece of candy, you're going to take $50 away from your income. If you took more than two pieces you're going to take 50 away from each one you chose.

Erin Wilson: I don't think anyone took more than 2.

Natalie Wren: Okay.

Erin Wilson: But there's a couple of twos though.
Natalie Wren: Okay, so we're gonna talk about the four needs here. Everyone is going to grab a slip of paper from the envelope. Each table has the envelopes. You don't have to look through them. Just kind of pick one from each envelope. So you'll end up with four items.

Erin Wilson: [overlapping] Make sure you cover one of the four basic needs. There should be at least 10 per table.

Natalie Wren: [overlapping] Pick one from each and pass it down.

Audience: [overlapping] should we take one out of each envelope?

Natalie Wren: [overlapping] one out of each envelope.

Erin Wilson: You should have four pieces of paper when you're done. One for rent amount, one for food, one for transportation and one for clothing.

Audience: I got a clothing one out of the transportation.

Erin Wilson: Oh, well that's good.

Audience: So should I...

Erin Wilson: Just make sure that you get four.
**Natalie Wren:** If you need a transportation one, you can just grab another one from transportation.

**Erin Wilson:** Yea, sorry about that. Guess we should have gone through those first.

**Natalie Wren:** Okay, once you get four you're going to write done those totals on your budget sheet that we gave you. There's a little spot for each one of them.

**Erin Wilson:** Okay

**Natalie Wren:** Alright. Everybody got them written down? Anyone need more time?

**Erin Wilson:** Okay

**Natalie Wren:** Ready?

**Erin Wilson:** So some extra little fun life stuff. We're gonna throw you at.
Natalie Wren: Okay, so does anyone have a cellphone with them? If you do, you have a cellphone bill. You're going to have to pay 75 bucks. You have to write that in your expenses.

Erin Wilson: Extras

Natalie Wren: Oh, it's extras I guess we call it.

Erin Wilson: I know. Who doesn't have a cellphone with them? Does anyone not have their phone with them?
Natalie Wren: Okay, is anyone carrying a computer with them today, or a tablet? If you are, you have internet charges. You're going to deduct $15 from your extras. Alright, you ready for the next one?
Natalie Wren: Cable or satellite. If you watched to in the last 24 hours, you're going to $25 for the cable bill. That includes Internet television, all of you. Any kind of television.
Natalie Wren: Alright. If you have a drink with you, which I only think there's a couple. If you have a drink with you, you've been out to eat today, and you need to deduct $30 for eating out for the month.

Erin Wilson: Expensive drink.

Natalie Wren: It's an expensive drink. We're assuming that it was more than just that.
Natalie Wren: Alright, what's here? Travel. If you are planning to go home for spring break we gotta deduct $50 for gas.

Audience: [inaudible]

Natalie Wren: Lucky. See, you live close.

Erin Wilson: Yea, yea.

Natalie Wren: Alright, so if you're going home, deduct 50.
Natalie Wren: Uh oh. Life happened to each one of your tables.

Erin Wilson: Uh oh.

Natalie Wren: Let's see what it is.
Natalie Wren: Table 1, you have an unexpected car repair. You’re going to deduct a $150, unless you have a bus pass. Anyone who pulled a bus pass does not have to do it.

Erin Wilson: The one that said free transportation, then you don’t have to deduct the 150. Good for you, take the bus.
Natalie Wren: Alright table 2. You got birthday money. You get to add $50. Some good things happen, right?

Erin Wilson: Yea, life isn't all bad.
Natalie Wren: Table 3. Uh oh, you're roommate cannot afford rent. You're going to have to deduct $75. Because it is so important responsible roommates. Can we please emphasize that? They can get you in trouble. Alright, what's next?
Natalie Wren: Table 4, you went over your cellphone minutes. You gotta deduct $20. That is so old school. Some plans still have minutes. Family plans have limits.
**Natalie Wren**: Alright, so, you guys want to do the math. Kinda see where you ended up for the month.

**Audience**: Can I use my cellphone?

**Natalie Wren**: Yea, take away all of your expenses before necessities and the extras from your income and see what's left. Some of you will have money left, but probably most of you won't.

**Erin Wilson**: Yes, some of you will be in the negative. A lot of cellphones happen right now. Work that calculator app. So how's it looking? Any of you guys rich? Anybody?

**Natalie Wren**: It doesn't look like anyone's done yet. Alright, is anyone still in the positive? Anybody? You're in the positive? How much you got left?

**Audience**: 155

**Natalie Wren**: How much>

**Audience**: 155

**Natalie Wren**: 155? Nice. You can put that in savings. How much you got left?
Audience: 155

Natalie Wren: 155? Good. Are a lot of people in the negative?

Audience: Yea.

Natalie Wren: Yea, that is because you did not have a budget. We just spent all that extra money. We did not have a plan. So let's see.
Natalie Wren: Keep going.
Natalie Wren: So, what we've definitely learned is we all took care of the four basics first. So your rent was covered, your transportation, your clothes and your food. We covered those first. So you're extras didn't affect your status of living in that sense. You also have a roof over your head and a way to get places.
Natalie Wren: So life happens and a budget can help. For those of you who have a cellphone. We could've budgeted that in. We could've adjusted as needed. Those of you going home for spring break we could have planned ahead and put that $50 in before anything else happened. So these budgets can help, because we all know that these things are coming. Life happens. We know that, but we can usually plan ahead, you know? Christmas isn't a crisis. It's not a reason to use a credit card, we know it's coming a year in advance every year. Those things aren't emergencies. So it's just a matter of looking ahead and making a plan.
Natalie Wren: And the emergency savings can make a difference. Those of you who are in the, if you had some money set aside, that would've picked up your slack that month it would not have been something that you need to use debt for. It would have not been something that was going to, you know. Make your skin burn, or feel like you're going to have a heart attack because you can't pay a bill. Or ruin your credit or anything. It's something that you could have taken care of.

Erin Wilson: That is very stressful. I'm going to tell you right now. You think life, debt is very stressful, so the more prepared you are and the less debt you have. Trust me, uh, yea.
Natalie Wren: Okay, so we know that we need a budget. But where are we going to start? For start we're going to know what our income is. You want to pass these out?

Erin Wilson: Absolutely.

Natalie Wren: We're going to know our income. We're going to look at our financial aid. We're going to look at what our parents are giving us. What jobs we may have. We’re going to look at everything we have and we're going to say how long does this need to last me? So, if you got, you know, $5000 and 5 months that it needs to last. You know, you have $1000 per month to spend. So you need to take what you have as an income and break it down to how long it needs to last. So that's where you're going to start.
Natalie Wren: Step 2 is know your expenses. That you need to look at your monthly expenses. How much is your rent? How much gas are you going to need to use? What other expense are coming up that month. Do you need clothes? Do you have to pay any bills that you normally don't have to pay? You need to know your expense for those months so that they’re covered.
**Natalie Wren:** We're giving you a budget sheet right now to that’s kind of, for those of you who want to get started. It’s kind of a way to get started. Also, you need to know the differences between wants and needs. Because you need to know that, these four things that need to be covered first are your top priorities, and anything that falls below you’re going to have to take things off if they don't fit within your budget.
Natalie Wren: And then step 4 is just planning ahead. Planning ahead and keeping track of what you spend. If you gave yourself a $200 grocery budget. Make sure you stay within it, because if you don't it's going to eat up money from another area that you already budgeted. So it's definitely something that you need to keep an eye on. One thing, there's a major flaw in these forms. It doesn't say savings anywhere. And if I haven't said that enough, I totally mean it. You need to be putting money aside, you know? Budgeting is not so much of an income problem, when you run out, it's more of a priority problem and a behavior problem. So if you're behaving in a way that you have a ton of money but I don't really. Then that's not the prob-, the budget isn't your problem. The problem is that you're behavior in the way that you're spending it. So, I mean you can save money, not matter how little you're making. I know that it probably sounds a little crazy, but there's, some of those techniques we did, we will help you with that if you need it, and we're always here if you need help with it as well.
**Natalie Wren:** So there are a lot of resources on campus. Financial aid has this thing called cash course and it has videos, budgeting software that you can do. It’s just basically, and its student oriented, so it going to pertain to your life. So you can go on there. That’s kind of how you get there, you go to the financial aid website, then you click cost and budgeting and then budgeting and then cash course and then you can log in.
Natalie Wren: And there's other resources, your personal bank. Banks are going to have tons of resources. The video we showed you was, I believe Bank of America online. They have a lot of resources that you can use. There's online articles and videos, just preparing for this class. I know that we found--

Erin Wilson: We found a ton of stuff out there, so it’s out there. It is absolutely out there.

Natalie Wren: You can also, there are apps out there to help you remember when your bills are due. There are banking alerts that can help when you're getting low.

Erin Wilson: Bill pay, online banking
Natalie Wren: I did hear an interesting fact recently that the banks, I think it was like, I want to say like millions or billions of dollars there income comes from overdraft fees. It’s one of their main sources of income is overdraft fees. Which means that's one of America's biggest faults is not paying attention to where our money is and how much we have and what we’re spending. So if you avoid overdraft fees you’re going to avoid a lot of problems. Also, asking for help from family. From intelligent friends. Basically, look at the way your friends living. Are their finances in place? Are they, you know, are they doing, does their life look like you want yours to look like? You only ask financial questions to people who are only financially in a good place, because those who aren't, aren't necessarily knowing what they're doing either. So look for friends who are in a place where you want to be or look like they're headed there. And then from us, our office is available. We would be happy to help you with budgeting. You can just set up an appointment with us at any time and we can help you walk through it. You can bring your information in
Natalie Wren: Also, if you have any suggestions of topics you would like to learn about. I know as students there are some things in life that you just haven’t hit those places yet and you would like to know more about them. Our office would be happy to help you. We would love to hear those topics in the future. We can teach classes on them if you let us know what they are.

Erin Wilson: [inaudible]

Natalie Wren: And also, we’re doing another class. It’s for graduating seniors and it’s going to be about loans and that’s going to be towards the end of the semester. I think its April,

Erin Wilson: End of April I think

Natalie Wren: End of April, I believe. So any of you who might be seniors and are graduating and you want information on student loans we will be teaching that class as well. So you can look for it. And that is it.

We thank you guys for coming. You have any questions or concerns or you want to set up to help with budgeting. We would love to help you.