

Financial Inclusion Summit: New Orleans

Slide 1: Title

Financial Inclusion Summit: New Orleans; Sept. 20 2017.

Slide 2: Welcome and Introductions

Welcome and Introductions

Michael Morris

Executive Director

National Disability Institute

Slide 3: Presentation of Proclamation

Bambi Polotzola

Executive Director

Governor's Office of Disability Affairs

Office of the Governor John Bell Edwards

Slide 4: Presentation of Proclamation

Ryan F. Berni

Deputy Mayor of External Affairs

City of New Orleans

Slide 5: Why Are We Here?

A presentation of data on poverty and financial inclusion

Michael Morris

Executive Director

National Disability Institute

Slide 6: Why Are We Here?

- To Learn
- To Build a Bridge
- To Reduce Poverty and Advance Financial Inclusion among Americans with Disabilities

Slide 7: The Promise of the Americans with Disabilities Act (ADA)

"... the Nation's proper goals regarding individuals with disabilities are to assure equality of opportunity, full participation, independent living, and economic self-sufficiency for such individuals ..."

Slide 8: Data from FDIC, FINRA Investor Education Foundation and U.S. Census Bureau tells us:

- Adults with disabilities are twice as likely to live in poverty as those without disability.

- The disparity in the poverty rate between people with and without disabilities grows with age.
- Of households headed by an adult with disability, 46 percent were unbanked or underbanked and more likely using alternative financial services (such as pawnshops and payday lenders), as compared to 28 percent of households headed by a person without a disability.
- Of households headed by an adult with a disability, 41 percent reported having no savings accounts, as compared to 19 percent of households headed by a person without a disability.

Slide 9: 2015 FINRA Foundation National Financial Capability Study

- 70 percent of people with disabilities did not have an emergency fund to cover three months of expenses, as compared to 54 percent of people without disabilities;
- 55 percent of people with disabilities responded they could not come up with \$2,000 in an emergency, as compared to 32 percent of people without disabilities;
- Only 31 percent of people with disabilities had determined their retirement savings needs, as compared to 41 percent of people without disabilities;
- 42 percent of people with disabilities used methods of non-bank borrowing, such as a pawnshop or payday loan, as compared to 25 percent of people without disabilities; and
- 62 percent reported they were “not at all satisfied or somewhat dissatisfied” with their current financial condition, as compared to 44 percent of people without disabilities.

Slide 10: What Else Do We Know?

- Less likely to have both checking and savings accounts
- Less likely to have a savings account
- More likely to use direct deposit
- More likely to use prepaid cards

Slide 11: Indicators of Financial Stress

- Overdrew checking account (33% v. 18%)
- Were late with mortgage payment (31% v. 14%)
- Have taken a hardship withdrawal from a retirement account (21% v. 7%)
- Have taken a loan from a retirement account (23% v. 10%)

Slide 12: New Orleans Facts

- More than twice as likely not to have a high school diploma than a person without disabilities (29.9 vs. 11.4%).
- More than twice as likely not to have a college degree than a person without disabilities (18 vs. 39.3%).
- More than twice as likely to not be in the labor force as a person without a disability (74 vs. 30.1%).

- More likely living at or below 150% of the poverty level (47.6% persons with disabilities vs. 31.6% persons without disabilities).
- Almost twice as likely to be unbanked or underbanked than a person without a disability.

Slide 13: No Single Solution

While there is no single solution or strategy to reduce poverty, increase income and saving, and to advance financial inclusion among Americans with disabilities, this Summit will identify and design strategic opportunities for sustainable change at an individual and a community level.

Slide 14: Review the Agenda

- Advancing Financial Inclusion Panel: Challenges and Opportunities for Working-Age Adults with Disabilities
- Advancing Financial Inclusion Panel: Collaboration with Financial Institutions
- Lunch with guest keynote speaker Kelvin Boston, President of the Moneywise Foundation, Author and Financial Journalist

Slide 15: Review the Agenda (continued)

- Roundtable group discussions to make practical suggestions on future actions for sustainable change
- Review of group recommendations
- Call to action and commitments from audience
- Next steps and wrap-up

Slide 16: Frame the Discussion of Financial Capability and Financial Well-being

- Ultimate goal is to support people with disabilities to achieve financial well-being
- To better understand the connection and pathway to financial well-being, consider:
Financial Education (Knowledge and Skills) → Financial Capability (Actions) → Financial Well-being (Positive Outcomes)

Slide 17: Financial Education

- Financial education provides the knowledge and skills an individual needs to effectively manage one's money.
- Financial education topics include:
 - Setting financial goals
 - Identifying income vs. expenses
 - Planning and maintaining a household spending plan
 - Managing checking and savings services
 - Developing and maintaining good credit
 - Identifying needs over wants
 - Avoiding money traps and recognizing predatory lending practices
 - Comparing financial products and services

Slide 18: Financial Capability

Financial capability is defined as the application of knowledge and skills to make informed decisions when it comes to one's finances.

Examples:

- Learning how to balance a checkbook in a financial education class and balancing a checkbook on a regular basis
- Better understanding the amount of money one has to spend and taking action to reduce banking overdraft fees

Slide 19: Financial Well-being

Financial well-being is the outcome of combining the knowledge and actions to make positive financial decisions.

For individuals with and without disabilities, financial well-being produces:

- An improved economic future,
- Increased long-term planning,
- Improved physical and mental health,
- Better choices about where to live, and
- Greater level of social, civic and economic participation.

Slide 20: Advancing Financial Inclusion Panel: Challenges and Opportunities for Working-Age Adults with Disabilities

MODERATOR: Georgette K. Wallace, Workforce Development Specialist, Louisiana Workforce Commission

Eva Belcas, Executive Director, Access to Meaningful Employment (AcME)

Vincenzo Pasquantonio, Community Work Incentive Coordinator, Advocacy Center of Louisiana

Tyana Daquano, Public Information Officer, Louisiana Office of Student Financial Assistance

Sharese Morton, Manager, Financial Loan Program, Louisiana Assistive Technology Access Network (LATAN)

Slide 21: Presenter

Eva Belcas

Executive Director

Access to Meaningful Employment (AcME)

Slide 22: Access to Meaningful Employment, Inc.

- 1988 - A Group of Parents started the organization with the goal of assisting persons with disabilities achieve the right to work. Using their own resources and a small grant they formed AcME, Inc.
- 2017 - 90 Individuals are supported in some facet of work; individual jobs (job procurement and on-going support), work readiness training

- Mission: To Provide Services to Persons with Disabilities with the Goal of Enhancing their Economic Independence and Quality of Life.

Slide 23: Facts and Myths

- MYTH: Accommodating workers with disabilities costs too much.
- FACT: Reasonable accommodation is usually far less expensive than many people think. In most cases, an appropriate reasonable accommodation can be made without difficulty and at little or no cost.
 - “Mel” A person with an acquired brain injury; significantly impaired short term memory. Employer installed a new clock-in system. Employee had difficulty clocking-in/out.
 - Accommodation: A photo book with all steps written and “pictured” \$10.00
- MYTH: Hiring employees with disabilities increases workers’ compensation insurance rates.
- FACT: Insurance rates are based solely on the relative hazards of the operation and the organization’s accident experience, not on whether workers have disabilities.

Slide 24: Facts and Myths (continued)

- MYTH: The ADA forces employers to hire unqualified individuals with disabilities.
- FACT: Applicants who are unqualified for a job cannot claim discrimination under the ADA. Under the ADA, to be protected from discrimination in hiring, an individual with a disability must be qualified, which means he or she must meet all requirements for a job and be able to perform its essential functions with or without reasonable accommodations. No accommodation must be provided if it would result in an undue hardship on the employer.

Slide 25: Facts and Myths (cont.)

- MYTH: It will be difficult to supervise employees with disabilities.
- FACT: A Harris poll found that 82% of managers said employees with disabilities were no harder to supervise than employees without disabilities. Employees with disabilities should be held accountable to the same job standards as any other employee. Managers should be confident that their supervisory skills will work equally well with employees with disabilities.
- MYTH: People with disabilities can only do simple, repetitive jobs or can only do light duty work.
- FACT: People with disabilities have a variety of skills to offer, which differ from individual to individual, as with everyone else.
- MYTH: People with disabilities are not reliable.
- FACT: People with disabilities tend to remain on the job and maintain better levels of attendance.

Slide 26: AcME, Inc. Dispelling the Myths

- The cost of turn-over: industry experts often quote 25% of the average employee salary as a conservative estimate (\$20,000/year salary = \$5,000.00 in turn-over fees).
- AcME, Inc. supports 30 people with an employment history of 5+ years.
 - COST

New training/management	\$0
Advertisement/interview	\$0
Customer Interruption	\$0
Loss of company knowledge	\$0

COST TO COMPANIES INVESTED IN A DIVERSIFIED WORKFORCE “PRICELESS”

Slide 27: Presenter

Vincenzo Pasquantonio
 Community Work Incentive Coordinator
 Advocacy Center of Louisiana

Slide 28: Advocacy Center of Louisiana

The Advocacy Center of Louisiana (AC) is the state’s protection and advocacy system. The Advocacy Center of Louisiana protects, empowers, and advocates for people with disabilities and seniors.

All services are FREE and there are no income restrictions.

AC may be able to assist in the following areas:

- Access
- Autonomy
- Employment
- Education
- Healthcare/Home and Community Based Services
- Rights Protection
- Voting
- Access

Slide 29: Call or Email

If you need help or have questions about how the Advocacy Center of Louisiana serves people with disabilities, call or email us.

TOLL-FREE 1-800-960-7705 (Voice or Via Relay)

8325 Oak St New Orleans, LA 70118

www.advocacyla.org, advocacycenter@advocacyla.org, www.facebook.com/advocacyla

Slide 30: Work Incentives Planning & Assistance (WIPA)

- Funded by the Social Security Administration (SSA) and authorized by the Ticket to Work Act.

- Helps Social Security Disability beneficiaries understand how employment affects all of their benefits and financial outcome.
- Benefits Planners (CWICs) obtain certification through SSA-vetted curriculum and must comply meet continuing education requirements.
- WIPA is an anti-poverty program focused on encouraging work, improving financial outcomes and empowering people to make choices.

Eligibility:

- Currently receiving a Social Security disability benefit
- Between the age of 14 and their full retirement age
- Actively seeking employment, currently employed, or be a veteran or of transition age (14–22 years old).

Slide 31: Contacting Louisiana’s WIPA Programs

Advocacy Center’s South Louisiana

Benefits Planning Program: (855) 877-8599

LSU Human Development Center’s Louisiana Benefits Planning Services: (855) 886-5123

Slide 32: Plan to Achieve Self Support (PASS)

- Many benefits limit savings or resources (SSI, Medicaid, Waiver services).
- PASS allows a beneficiary to save for items or services that will help achieve an employment goal.
- Savings in PASS are not counted as resources.
- Employment goal must increase the beneficiary’s income so that he/she will become less dependent on Social Security disability benefits.
- With PASS, beneficiary’s income is supplemented with SSI payments while he/she is saving to pay for approved expense(s).
- PASS is not for everyone. (For example, ABLE accounts are now also available in Louisiana).

Slide 33: The Trial Work Period as an Asset Development Tool

- Beneficiary can earn as much as he/she would like for a certain period of time and continue to receive SSA cash benefit. Only applicable to Title II benefits (SSDI, DWB, DAC).
- Intended to give beneficiaries opportunity to attempt work but can also be an asset development tool.
- May have used Trial Work months without beneficiary or Social Security knowing it. High potential for unintentional harm if proper measures are not taken. Must report all prior earnings since entitlement first.
- While Title II benefits do not have resource limits, concurrent (SSI/SSDI) beneficiaries, those receiving Medicaid, Medicaid Waiver services or other means-tested benefits are still subject to resource limits.
- Completing Trial Work Period sets off a “chain reaction.”

Slide 34: Presenter

Tyana Daquano
Public Information Officer
Louisiana Office of Student Financial Assistance

Slide 35: What is La ABLE?

- Louisiana Achieving a Better Life Experience Act
- Allows families to save for disability related expenses, without worrying whether that money will prevent eligibility for federal/state benefits: Medicaid & Social Security
- Primary purpose: to encourage individuals and families to save money in order to maintain health, independence and quality of life

Slide 36: Benefits of La ABLE

- Tax Free Earnings: what you make on your account is not subject to federal income taxes – as long as money is spent on qualified disability expenses
- Keep your public benefits
- Slight Impact to SSI: if ABLE account balance becomes \$100,000 or more – Social Security will be suspended until amount decreases

Slide 37: Who Qualifies?

U.S. citizens and legal residents of the State of Louisiana with a valid Social Security number who:

- Developed the onset of his/her blindness or disability before the date on which they became 26 years old;

AND is

- Eligible for Social Security Disability Income – Title II SSA; OR
- Eligible for Social Security Income – Title XVI SSA; OR
- Has a disability certification on file with the IRS

- A. Developmental Disorders
- B. Intellectual Disability
- C. Psychiatric Disorders
- D. Nervous Disorders
- E. Congenital Anomalies
- F. Respiratory Disorders
- G. Other

Slide 38: Qualified Expenses

- Education (includes tuition preschool to post-secondary)
- Housing
- Transportation
- Employment Training and Support
- Assistive Technology and Related Services
- Personal Support Services
- Health, Prevention, and Wellness

- Financial Management and Administrative Services
- Legal Fees
- Expenses for Oversight and Monitoring
- Funeral and Burial Expenses
- Other expenses which may be identified by the Internal Revenue Service

Slide 39: Where to Enroll

www.able.osfa.la.gov

Slide 40: Presenter

Sharese Morton

Manager, Financial Loan Program

Louisiana Assistive Technology Access Network (LATAN)

Slide 41: Objective

To provide loans to individuals with disabilities to purchase AT devices and/or services to enhance their quality of life.

Slide 42: Criteria

- Credit Score of 575 or better
- Expense to income ratio: 70% or less
- Must have \$500 left over after all monthly expenses are paid, including the new loan amount

Slide 43: Eligibility

- The loan program application process is open to any individual with a disability residing in the State of Louisiana. You must be at least 18 years of age to apply.
- If you are not 18, a family member or guardian must serve as your applicant.
- Family members, guardians, and conservators may apply for a loan on behalf of an individual with a disability if they are unable to apply themselves.

Slide 44: Eligibility (continued)

A “disability” for loan program purposes is defined as any medical, developmental, learning, sensory, physical or psychological impairment that substantially limits one or more major life activity. These activities include walking, reaching, communicating, seeing, hearing, learning, working or living independently.

Slide 45: Devices and Services Covered in the Loan Program

- Augmentative Communication Devices
- Any service to support the AT Device
- Any other item or device that improves or maintains the independence of an individual with a disability

- Some examples are... modified vehicles, mobility devices such as power chairs and scooters, hearing aids, vision aids, computers and adaptations, including software, and home modifications

Slide 46: Advancing Financial Inclusion Panel: Collaboration with Financial Institutions Earned Income Tax Credit

MODERATOR: Michael R. Roush, Director, Real Economic Impact Network, National Disability Institute

Regina Austin, Community Affairs Specialist, FDIC

Nancy Gresham-Jones, Southern District Community Affairs Officer, Office of the Comptroller of the Currency

Odessa Adams-Payne, Vice President, Financial Capability, United Way of Southeast Louisiana

Willie Ann Jones, Senior Stakeholder Relationship Tax Consultant, Internal Revenue Service

Slide 47: Presenter

Regina Austin

Community Affairs Specialist

FDIC

Slide 48: No title.

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Slide 49: Federal Deposit Insurance Corporation

The FDIC is an independent agency created by the Congress to maintain stability and public confidence in the nation's financial system by:

- insuring deposits;
- examining and supervising financial institutions for safety and soundness and consumer protection – including the Community Reinvestment Act;
- making large and complex financial institutions resolvable; and
- managing receiverships.

Slide 50: What is the FDIC's Role in Economic Inclusion?

The FDIC is committed to expanding economic inclusion in the financial mainstream by ensuring that all Americans have access to safe, secure, and affordable banking services.

As part of this effort, the FDIC works to fill the research and data gap regarding household participation in mainstream banking and the use of non-bank financial services.

[screen shot of economicinclusion.gov]

Slide 51: What are the FDIC's Economic Inclusion Initiatives?

- FDIC's Pilots: Model Safe Accounts, Small Dollar Loan & Youth Savings
- FDIC's Research & Publications on Banking Status, Alternative Financial Services, Building Assets and Individual Development Accounts
- FDIC's Money Smart Financial Education Curricula

Slide 52: The Money Smart Program

Teach Money Smart:

- Money Smart for Youth – Grades Pre-K-2, 3-5, 6-8, 9-12
- Money Smart for Young Adults – ages 12-20
- Money Smart for Adults
- Money Smart for Small Businesses (w/ Small Business Administration)
- Money Smart for Older Adults (w/ Consumer Financial Protection Bureau)

Learn Money Smart:

- Computer Based Instruction (CBI)
- Money Smart Podcast Network

Slide 53: Money Smart Support - FDIC's Role

- Provide FREE Train-the-Trainer sessions as resources permit
- Distribute the curriculum to potential instructors
- Provide technical assistance, possibly including linking sites interested in delivering financial education with potential instructors
- Produce publications
- Manage Money Smart Alliance
- We want to hear what questions educators have on the curriculum

Slide 54: FDIC's Initiatives to Promote Economic Inclusion of People with Disabilities

Community Affairs is working on:

1. Enhancing financial education resources and outreach
2. Developing and encouraging Federal, regional, state, and local networks and strengthen communication
3. Identifying promising products and services that link people with disabilities to the financial mainstream

Slide 55: Thank You

Regina Austin
reaustin@fdic.gov
601.992.5207

www.economicinclusion.gov

Slide 56: Presenter

Nancy Gresham-Jones

Slide 57: Community Reinvestment Act (CRA) Overview

- A 1977 Act passed to prohibits redlining (denying or increasing the cost of banking to residents of racially defined neighborhoods), and
- Encourages bank efforts to meet the credit needs of all community members, including residents of low- and moderate-income neighborhoods.
- Supervisory Agencies (OCC, FRB, FDIC)

Slide 58: CRA Key Elements

- Assessment area - Geography
- Community development activities are responsive to community needs
- Low- and moderate-income (LMI) persons or geographies
- Performance context - Community Contacts

Slide 59: Community Development, Defined

- Affordable housing for low- or moderate-income (LMI) individuals
- Community services for LMI individuals
- Promoting economic development by providing financing for small business or farms
- Revitalize or stabilize certain geographies
- Activities that support “eligible uses” under the Neighborhood Stabilization Program

Slide 60: Types of Community Development Activities

Banks undertake three types of community development activities:

- CD Loans
- CD Investments*
- CD Services

* a/k/a “Qualified Investments”

Slide 61: CD Evaluation Factors

- Must have a “primary purpose” of community development
- Must benefit the bank’s AA(s) or a broader regional area that includes the bank’s AA(s)
- May be direct or indirect
- Quantitative Assessment: # and \$
- Qualitative assessment:
 - Responsiveness
 - Degree provided by private investors
 - Innovative and complex (for large banks)

Slide 62: Financial Challenges

For persons with disabilities:

- 28% live in poverty
- 46% are underbanked or unbanked
- 47% have no credit
- 20% less likely to have a savings account
- less likely to have a smart phone or access to the internet at home
- More likely to use alternative financial services

Slide 63: Possible Solutions

- Individual Development Accounts
- Earned Income Tax Credits
- Banks working with CDFIs, such as the Pennsylvania Assistive Technology Foundation
- Innovative banking solutions

Slide 64: Bank Partnerships

What Banks Look for in Partners:

- Capacity
- Proven Performance
- Sustainability
- Assessment and Responsiveness
- Innovation
- Target Market Penetration
- Recordkeeping and Accountability

Slide 65: Bank Partnership Opportunities

Deposit and other Services

- Affordable checking accounts
- Credit-builder loans
- Individual Development Accounts (IDAs)
- Earned Income Tax Credits (EITCs) and VITA sites

Organizational Capacity-Building

- Executives on loan as CD staff
- Board and loan committee membership
- Training for homebuyers/small business owners

Slide 66: OCC Resources

OCC's Fact sheets

- CRA: Community Reinvestment Act (PDF)
- Individual Development Accounts
- Leveraging Earned Income Tax Credits to Reach New Bank Customers

OCC's Financial Literacy Web Resource Directory

Slide 67: Presenter

Odessa Adams-Payne
Vice President, Financial Capability
United Way of Southeast Louisiana

Slide 68: This is a Story of Convergence

Our Seven Parishes (Jefferson, Orleans, Plaquemines, St. Bernard, St. Tammany, Tangipahoa, & Washington)

[Art: Timeline of the journey to identify and address poverty]

Slide 69: No title.

The United Way ALICE Report for Louisiana is a statewide collaboration of 11 United Ways and the Louisiana Association of United Ways.

[Map of Louisiana showing all United Ways in the state]

Slide 70: Blueprint for Prosperity

Table:

Mission: To increase the organized capacity of people to care for one another in order to create a stronger community for all

Big Goal: Eradicate poverty in Southeast Louisiana

Vision: High-Level Outcomes (Personal wellness, stability today, prosperity tomorrow, vibrant communities)

Slide 71: Outcomes Framework

What it will mean to achieve this vision?

[Art: Personal wellness (people of all ages enjoy a high quality of life and wellbeing)

Stability today (all families have the skills, resources and opportunities to access basic needs)

Prosperity tomorrow (all families have the social, educational, and financial assets to create a better future)

Vibrant communities (all communities are safe, thriving, and equitable)]

Slide 72: United Way of Southeast Louisiana

UWSELA will achieve these outcomes by connecting and collaborating with organizations that are working to address poverty in our region and are willing to join us and leverage their resources. We also directly support programs, collaboratives, and policies that will move the needle on the above outcomes. As part of this strategy, UWSELA believes that enhancing the financial stability of SELA residents is one critical approach to ensuring their prosperity.

Slide 73: Financial Capability Services

To address the fragmented service delivery, UWSELA has replicated a one-stop-center approach to deliver Financial Capability services under one umbrella. Using the concept of Integrated Service Delivery, (with a lens of Equity on all of our work) UWSELA is partnering with our workforce development entities that ensure a seamless delivery of direct services. The following Financial Capability services will be offered to the

Returning Citizens and Other Target Populations in United Way's new Prosperity Center or remotely:

- Financial Education—one or more standalone workshops or classes that involve the transfer of information, often in a group setting, on a specific set of topics.
- Financial Coaching—multiple one-on-one interactions that empower participants to set and achieve their unique financial goals through skill development and behavior change.
- Financial Counseling—individual one-on-one sessions driven by the counselor to help the participant address specific financial matters like purchasing a home or managing credit.

Slide 74: Financial Capability Services (continued)

- **Credit Counseling**—helps people manage and reduce debt and take positive steps to improve their credit.
- **Credit Building**—focuses on helping participant with no credit history or a thin credit file begin to establish a positive credit record—such as through opening a small dollar installment loan or a secured credit card.
- **Access to Safe and Affordable Financial Products**—assists participant in transitioning from high-cost alternative financial service providers (e.g. check cashers and payday lenders)
- **Access to Federal and State Benefits**—this service involves screening participant for federal and state benefits, such as the Supplemental Nutrition Assistance Program (SNAP, or Food Stamps), Temporary Assistance for Needy Families (TANF), or Medicaid, the Affordable Care Act (ACA), and providing assistance in accessing the benefits for which they are eligible.
- **Incentivized Savings Program**—Incentivized savings programs (Individual Development Accounts) help participants save towards a goal.
- **Asset Ownership Programs**—help participant purchase or maintain assets such as savings, a home, a vehicle, a small business, or education.

Slide 75: Financial Capability Outcomes & Services

INCREASED INCOME

- Free Tax Preparation
- Job Training and Development (Workforce Partnership)
- Benefits Screening/Enrollment
- Low Interest Car Loans

DECREASED DEBT

- Credit/Debt Workshops
- Financial Coaching
- Budget Coaching
- Access to Affordable Financial Products

INCREASED SAVINGS/BUILD ASSETS

- Individual Development Accounts
- Homeownership Training
- Small Business Training and Support

- Vehicle Purchase & Financing

Slide 76: Contact Information

Odessa Adams-Payne

(504) 827-6822

OdessaA@unitedwaysela.org

Slide 77: Presenter

Willie Ann Jones

Senior Stakeholder Relationship Tax Consultant

Internal Revenue Service

Slide 78: Coming Together

... for a stronger community

Slide 79: Mission Statement

- IRS Mission----Provide America's taxpayers top-quality service by helping them understand and meet their tax responsibilities and enforce the law with integrity and fairness to all.
- SPEC Mission----Assist taxpayers in satisfying their tax responsibilities by building and maintaining partnerships with key stakeholders, seeking to create and share value by informing, educating and communicating with our shared customers.

Slide 80: Volunteer Income Tax Assistance

- History of VITA
- Targeted Audience
- Partners
- Locations

Slide 81: Volunteer Income Tax Assistance (continued)

Volunteers

Planning a VITA site

1. Location
2. Equipment
3. Supplies
4. Volunteers
5. Training

Slide 82: Volunteer Income Tax Assistance (cont.)

- Disability & Earned Income Tax Credit.
- What Disability Benefits qualify for EITC?
- A Qualifying Child with a Disability.
- What do I have to do to get the EITC?
- EITC Impact on other Government Benefits.

Slide 83: Presenter

Willie Ann Jones
Senior Relationship Tax Consultant
Thank you for attending today!

Slide 84: Lunch Keynote

Kelvin Boston
Author and Financial Journalist
Moneywise PBS Series

Slide 85: No title.

“You are the one with the infinite riches of your subconscious mind.” – Joseph Murphy

Slide 86: Affirmation

I am happy, healthy, wealth, and successful!

Slide 87: Moneywise With Kelvin Boston, Public Television Series Host and Author

Slide 88: Finding Financial Success After an Economic Mess

I will review:

- The Journey From Financial Fear To Financial Freedom
- Why Asset Ownership Matters
- Personal Economic Recovery Plan
- It's All About Owning a Pond

Slide 89: The Economic Mess

Most Americans have experienced a financial set back caused by the great recession, mortgage crisis, high unemployment rate, volatile stock markets, and slow economic recovery.

The great recession impacted different people differently:

- Feels Like Recovery: home prices up, stock investments up, medical coverage, and business stable
- Feels like Recession: working but no raise, have 401(k) and medical coverage
- Feels like Depression: unemployed, under-employed, no medical coverage, and business slow

Slide 90: Recessionary Blues

- Good news: Recession Is Over
- Bad news: Recovery Will Take 5 to 10 years
- This Is Opportunity Time

Slide 91: America's Economic Recovery

- America is coming out of worst economic period since the great depression.
- America is the most stable economy in the world.
- Investors from other countries are investing in America.
- In time, the U.S. will see improved employment rates, home prices, stock prices, and business growth.
- The recovery will take another 5 to 10 years.

Slide 92: People of Color Still Singing Financial Blues

- Recovery will take ten years.
- 33% of AA or Unemployed or Under Employed.
- Corporate America can't create enough jobs.
- African American HH's net worth is \$4,000.
- Black America lost 50% net worth.
- Financial Stress and Fear is a silent killer.
- Hopelessness can create a generation of helpless people.

Slide 93: No Crystal Stairs

"Life for me ain't no crystal stairs." – Langston Hughes

Slide 94: We Have All Experienced a Financial Setback

"A setback is a set-up to a comeback." -- Author, Willie Jolley
It Is Time To Plan Your Comeback!

Slide 95: Affirmation: Focus on the Future

- My Future Is Spotless!
- My Tomorrow Is Bright!
- My Day Is Awesome!

Slide 96: Your Future is Spotless

- My Future In Spotless!
- Your Past Need Not Represent Your Future
- My Tomorrow Is Bright!
- Tomorrow Is A New Day To Start A New
- My Day Is Awesome!
- You Are Alive and You Have Choices

Slide 97: From Fear to Freedom

- I wrote Who's Afraid To Be A Millionaire to help Americans take the emotional journey from Financial Fear To Financial Freedom.
- I wrote this book after 9-11. One day after I had to give a keynote address to the national association of investment clubs.
- The issue that determines success in America today is courage not cash.

- Fear steals the courage and hopes of many Americans. Especially since 9-11, Katrina, Various Stock Market Corrections, War aboard and, the Mortgage Crisis and Great Recession at home. Today we are concerned about terrorists, police shooting, racial tensions.
- We all must take this journey from financial fear to financial freedom.

Slide 98: Financial Fear Factor

Social Fear: From 9-11 To Baltimore and Time of Trump

Second Hand Economic Stress: Astor's Fear

“Once You Face Your Fears, You Will Be Free. Once You Face Your Financial Fears, You Will Be Free Financially.”

Face Your Fear:

- Make A List
- Take Action
- Pray and Move On

Slide 99: Replace Fear with Faith

We have many years to go before recovery is over.

We will have challenges collectively and individually. Regardless, we can never lose faith. The risk is that we will become a country of fear filled and hopeless people.

Never Lose Faith:

- In Your Dreams
- In Your Self
- In Your Country
- In The Higher Power

Slide 100: Education Reduces Fear

- Become an informed consumer and investor.
- Building wealth can be frightening.
- Take to time to learn options and facts.
- Get Counseling (Financial, Homeownership, and business ownership).

Slide 101: Do It Right This Time

- During the housing boom 50% of African Americans were sold sub-prime mortgages.
- We did not know better.
- This time we will do it right.

Slide 102: Formula For Financial Success

- Time + Money + Opportunity = Financial Success
- Money is not the most important part of formula.
- Time is required until opportunity arrive. You have time to succeed.

- Opportunity = long life, hope, health, job, training, maturity, friendship, home, love, business ownership, investment, higher credit score.

Slide 103: You Have Time to Succeed

- I have time to get married. I plan to live until age 90.
- People are living longer.
- You have time to increase your net worth.
- You have time to correct missteps

Slide 104: Asset Ownership Builds Wealth

Today we have a large wealth gap in America. The wealthy own more than average America. White Americans own \$100,000 in assets, African Americans own \$4,000. We must increase asset ownership among low and moderate income households. They must own:

- Homes
- Businesses
- Retirement Plans (Investments)
- Income Generating Educations

Slide 105: Homeownership Builds Wealth

- Buy home: \$250,000
- In 15 years: \$500,000 at 5% annual value increase
- You sale In 15 years: \$250,000 Profit
- The Big Deal:
 - \$250,000 for saving
 - \$250,000 for retirement
 - \$250,000 for estate and family

Slide 106: Renting Does Not Build Wealth

You can pay the same to rent as buying a home. But you will not have equity or profits to use later.

Homeownership matters because it gives you profits to pay for

- educations
- businesses
- retirements
- money to your loved ones

Slide 107: This is Opportunity Time

- Programs to Help First Time Home Buyers
- Government Work and Retraining Programs
- Historic Low Interest Rates
- Rapid Urbanization
- Digital Economy

- America is on wrong side of immigration policy
- American workers and business owners are getting older
- Economy is improving

Slide 108: Your Personal Recovery Plan

“Financial success doesn’t just happen. It is planned.”

Today, every American household needs a personal economic recovery plan:

- Life Plan
- Financial Plan
- Business Plan

Slide 109: Personal Financial Recovery Plan

A financial recovery plan can help you overcome recessionary fears, take control of your finances, reduce your debts, increase your savings, understand employee benefits and take steps to secure your financial future.

“It Your Family’s Dream Book!”

Slide 110: Pond Ownership

- We must close the wealth gap.
- Asset ownership will help us.
- When you get discouraged, remember, it is all about pond ownership.

Slide 111: Pond Ownership (continued)

Parable About Hungry Man and Fish

- Give A Fish = Feed For A Day
- Teach To Fish = Feed For A Lifeline
- Show How To Buy Pond = Ends Hunger Forever

--- Rev. T D Jakes

Slide 112: Review: Finding Success After an Economic Mess

- Economic Recovery Will Take Time
- Plan Your Financial Come Back
- Your Future Is Spotless
- We Have Time To Succeed
- Become An Informed Consumer
- Asset Ownership Builds Wealth
- This Is Opportunity Time
- Own Your Pond

Slide 113: No title.

“You are one with the infinite riches of your subconscious mind.” -- Joseph Murphy

Slide 114: Break

Slide 115: Group Discussions

Slide 116: Group Discussions

- Each table should select a recorder to take notes and a spokesperson to share your recommendations with the full audience when we reconvene.
- There are four questions. Each table should prepare recommendations for all four questions.
- You have one hour for group discussion. Please spend the last 15 minutes selecting your priority recommendations. (Top three per question and make sure your spokesperson is prepared to share with the group.)
- If you have a question, please raise your hand. Katie and Michael Roush will be circulating and come to your table.

Slide 117: Group Discussions (continued)

- What can financial institutions and community-based organizations do to increase engagement of working-age adults with disabilities with mainstream financial products and services?
- What can financial institutions do to keep customers with disabilities in the banking system and invest in long-term customer relationships? As a person with a disability, what do I want from a banking relationship?

Slide 118: Group Discussions (cont.)

- What can disability organizations do to improve financial capability for people with disabilities? Who could they collaborate with to increase availability of financial education and coaching?
- How can we expand outreach to the disability community to educate eligible individuals with disabilities about the benefits of opening an ABLE account?

Slide 119: Reports and Recommendations from Group Discussions to Full Audience

Slide 120: Call to Action and Commitments from Audience

Slide 121: Next Steps and Wrap-Up

Slide 122: Next Steps

Webinar - review the recommendations from the Summit

- October 19, 2017 at 3:00 PM Central - more details to follow

Opportunities To Learn More

- NDI will host a one-day training that will look at key strategies and tools to build the financial well-being of persons with disabilities
- November 3, 2017 9:00 AM to 4:00 PM

- United Way of Southeast Louisiana Working Group – join the working group to move the recommendations into action
- Complete the Disability Workgroup interest form at your table

Slide 123: What is NDI Doing?

A. DISABLE POVERTY Campaign

- On July 26, 2016, National Disability Institute (NDI) invited individuals, organizations, corporations and financial institutions to join the DISABLE POVERTY social media campaign. (www.disablepoverty.org)
- Campaign focuses on two goals:
 - Decrease the number of working age adults with disabilities living in poverty by 50 percent; and
 - Increase financial inclusion and the use of mainstream banking products and services by 50 percent.

Slide 124: Disable Poverty

Disable Poverty is a grassroots campaign which aims to increase awareness about the nearly one in three Americans with disabilities that live in poverty and remain outside the economic mainstream.

The two overarching goals of the campaign, to be achieved in the next 10 years, are to: Decrease the number of working-age adults with disabilities living in poverty by 50% Increase the use of mainstream banking products and services among Americans with disabilities by 50%.

Take the pledge at disablepoverty.org.

Slide 125: Take the Pledge and Commit to Action!

[Screen shot from disablepoverty.org.]

Slide 126: Take Action – Individual

- Share the DISABLE POVERTY campaign on social media.
- Write to your legislator (see toolkit for sample letter).
- Use free online tools and resources on financial education such as [Money Smart](#) (FDIC), [Your Money, Your Goals](#) (CFPB), [Hands on Banking](#) (Wells Fargo) and [Better Money Habits](#) (Bank of America).
- Become banked. Compare the financial products and services of banks and credit unions in your local community.
- Consider opening and/or contributing to an ABLE account. Learn more at www.ablenrc.org.

Slide 127: Take Action – Organization

- Have everyone at your organization take the pledge and make a commitment to action.
- Share the DISABLE POVERTY campaign with your members through:
 - Social media
 - Newsletters
 - Community partnerships
- Use the DISABLE POVERTY toolkit.
- Offer financial education classes – use programs like [Money Smart](#) (FDIC), [Your Money, Your Goals](#)(CFPB), [Hands on Banking](#) (Wells Fargo) and [Better Money Habits](#) (Bank of America).
- Create a financial stability peer support group.

Slide 128: Take Action – Company

- Have qualified staff volunteer to teach financial education classes.
- For employees with disabilities, or parents of children with disabilities, allow portion of paycheck to be contributed to an ABLE account.
- Offer paid internships to individuals with disabilities.
- Increase by 10 percent annually the hiring of talented individuals with disabilities.
- Promote matching programs to help individual financial goal achievement.

Slide 129: Join the REI Network!

www.realeconomicimpact.org/rei-network

Slide 130: Thank You!

Summit materials will be available on the National Disability Institute website within two weeks.

Thank you for joining us!