



The next 20 minutes  
will go quickly.

- **BUILDING A FOUNDATION FOR FINANCIAL EMPOWERMENT BEGINS WITH IDENTIFYING**
- **HABITS**
- **OPPORTUNITIES AND**
- **ROADBLOCKS.**

Words to  
**REMEMBER**  
from this  
Session:  
**Discernment,  
Habit, Focus.**



Discernment is the critical thinking skill that allows us to see a thing for what it REALLY is.



CRITICAL THINKING IS A BRAIN EXERCISE THAT MAKES YOU A SMARTER PERSON.



**BUILDING** Better habits **MAKE IT POSSIBLE TO:**



Have nice stuff, **AND**



Do **FUN AND** important things **WITHOUT WORRY**



**IF YOU  
ALLOW IT,  
THIS GROUP  
CAN...**

- 1) Help Identify blind spots,**
- 2) Solve problems *before* they hurt you,**
- 3) Make you accountable to yourself,**
- 4) LIKE the work you do,**
- 5) HAVE pride in successful independence.**

**It's easy to focus on  
the DOLLARS WE  
GIVE YOU AND HOW  
THEY PERFORM IN  
THE STOCK MARKET  
but it is not helpful.**

- Over your lifetime, MANY thousands of dollars will pass through your hands.
  - **HOW YOU EARN and SPEND THOSE DOLLARS DEFINES YOUR LIFESTYLE & FINANCIAL WELLBEING.**
  - Dollars GIVE YOU FREEDOM TO HAVE things you need and meaningful experience.
- OR**
- Dollars can be wasted on troublesome and forgotten things.

**HOW YOU EARN  
THOSE DOLLARS MAY  
BE FULLFILLING,  
FRUSTRATING OR  
PAINFUL.**

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**Building a sustainable lifestyle takes thought and effort.**

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**Discernment, habit & focus make better choices.**

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**This group can help you build the lifestyle you want.**

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**Over the next few months, you will get out of this group what you put into it.**

WE BRING YOU TOOLS AND RESOURCES TO HELP YOU LIVE BELOW YOUR MEANS,  
AVOID FINANCIAL TRAPS AND NAVIGATE A SMART MONEY PATH.

- Sunrise Bank: INTRODUCTION TO SUNRISE BANKS; Meet Roberto Valdizan.
- Sunrise is the rare community minded bank that works with people to help them succeed.
- Understanding money and banks & building a good banking relationship will make your life much better FOR MANY YEARS TO COME.

**AS you have open the account at Sunrise bank, YOU WILL ENGAGE THE BANKS CREDIT BUILDING LOAN & CD TOOL.**

**THEN, KARA will begin providing dollars to start creating your personal wealth and build YOUR credit SCORE.**

**YOUR CREDIT SCORE IS A  
REPORT CARD ON YOUR  
FINANCIAL LIFE.  
IT DEFINES YOUR  
FINANCIAL WELLBEING &  
LIFE CHOICES.**

- **TREAT IT WELL AND IT WILL GIVE YOU FINANCIAL EMPOWERMENT.**

- **IGNORE IT OR TREAT IT BADLY, AND KEEP YOU FROM FINANCIAL WELL BEING.**

**If you spend your gifted personal wealth dollars inappropriately, we withhold further deposits,  
*until you replenish the account.***

ENDING PAYCHECK TO PAYCHECK AND SCRAPING BY.  
SHINY OBJECTS AND SWEET THINGS DON'T LAST - DISCERNMENT REQUIRED

- **We live in a world of shiny objects –online, TV, radio - everywhere all the time.**
- OUR “**buy me**” CONSUMER culture is impossible to escape.
- IT MAKES US buy dumb things we do not need.
- **THIS DELIVERS SOUL CRUSHING Money problems that diminish** our self-worth, delivering daily doses of anxiety and feelings of failure.



**THE ADVANTAGE OF  
A PEER GROUP IS  
YOU DON'T HAVE TO  
LEARN FROM YOUR  
OWN MISTAKES; YOU  
CAN LEARN FROM  
THE MISTAKES OF  
OTHERS.**

- I have owed visa thousands of dollars, paid the minimum monthly payment, missed payments and watched the debt grow.
- BECAUSE I COULD NOT AFFORD THE INTEREST PAYMENTS. I INCURRED PENALTIES AND FEES THAT ADDED UP FAST AND WRECKED MY CREDIT RATING
- The feeling of being broke and poor is the same whether late paying five dollars or five thousand.
- Money worries keep people awake and can make life miserable.

**Cultural, family and  
ECONOMIC differences  
impact HOW WE EARN,  
SAVE AND SPEND  
MONEY.**

**DO YOU UNDERSTAND AND DISCUSS MONEY  
AND FINANCIAL DECISIONS WITH ANYONE?**

**DO YOU HEAR THAT THIS IS “NONE OF YOUR  
CONCERN” OR “I DON’T KNOW” WHEN YOU  
ASK?**

**IS MONEY AN UNCOMFORTABLE TOPIC OF  
SILENCE AND SHAME ?**

**BEING BROKE CAN makes a person feel POOR  
and create the need to buy and show off shiny  
things to impress friends.**

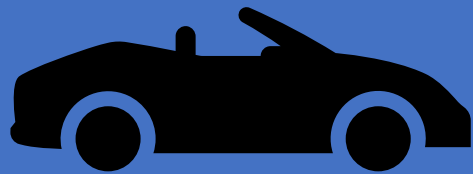
**MONEY MISTAKES CAN  
BE BIG and obvious OR  
SEEM SMALL – BUT,  
SMALL MISTAKES CAN  
HAVE THE SAME  
CRUSHING EFFECT ON  
OUR FISCAL  
WELLBEING.**

Little purchases add up. Buying one \$4 Latte coffee at Starbucks can cost you \$25/week or \$100/month.

Adding a treat to that and INSTEAD OF \$100/MONTH IT BECOMES \$200/MONTH.

BUYING DESIGNER LABEL CLOTHES, \$200 SHOES CAN BE EQUAL to a MONTHLY car payment.

**CARS ARE AN EXAMPLE OF A COMMON BIG MISTAKE...**



- Because I paid too much for the car, payments are HIGH, I miss a payment, and ruin my credit
- BEFORE BUYING A CAR, WHICH IS THE SECOND MOST EXPENSIVE THING MOST PEOPLE EVER BUY, THINK HARD ABOUT IT.
  - Do you need a car?
  - Are there other alternatives?
  - DO YOU KNOW ENOUGH TO MAKE A GOOD DECISION?
  - IF NOT – HOW CAN YOU GET HELP AND INFORMATION TO MAKE SURE YOU WILL AVOID MAKING A VERY EXPENSIVE MISTAKE?

**YOUR PEER GROUP CAN  
HELP YOU** learn from  
the mistakes of others  
**INSTEAD OF MAKING  
YOUR OWN MISTAKES.**

**LEARN FROM THE  
MISTAKES OF OTHERS**

- When I left college, **my landlord tried to get me to buy the house I was renting from him for less than 10% of its value.**
- **But I wanted a motorcycle - A red Honda motorcycle.**
- **Instead of putting tens of thousands of dollars in the bank, INVESTING IN STOCKS OR REAL ESTATE...**
- I spent my money **BADLY** and struggled to pay back the student loan that I **USED TO BUY A SHINY RED THING I DID NOT NEED (AND ALMOST GOT ME KILLED).**

**Harsh fact - Capitalism  
favors the rich.**

**The words “BUYER  
BEWARE” have never  
meant more than they  
do today.**

Harsh fact: A bounced check can cost over \$500.00.

Buying a “lemon” car can cost over \$5000.00.

A poor home or investment purchase can mean bankruptcy.

**It is hard to get your money back if you are cheated:  
COURTS, LAWYERS AND MONEY FIGHTS ARE A PAINFUL and  
unpredictable legal process.**

Whether you are cheated on a car, a house or a business  
venture, the odds are not with you FOR RECOVERY.

## LARGE PURCHASES REQUIRE CRITICAL THINKING.

- **CONSUMER REPORTS HELPS** with many common items. USE THE INTERNET, FRIENDS AND THE LIBRARY for all big purchases,
- Ask for help from people in your circles whose opinion you value.
- Pyramid schemes and investment scams are everywhere and sometimes by people that appear credible.
- TRUMP university charged students thousands of dollars and gave them nothing. No one attending *Trump University was* eligible for a Pell Grant or federal *student loan* because the school *was* not accredited.

**ALL slides  
LIVE HERE;  
<http://www.finlit.group/>  
For review if  
you want them**

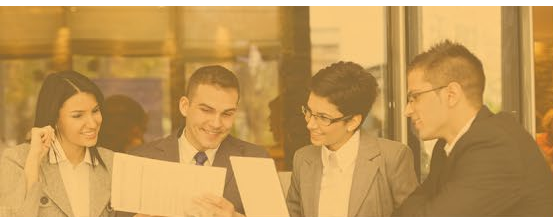
• 2 REALLY GOOD BOOKS BELOW ARE AVAILABLE ONLINE AT;

- <https://www.amazon.com/Broke-Millennial-Takes-Investing-Beginners-ebook/dp/B07FZP4YFY>
- <https://www.amazon.com/Broke-Millennial-Scraping-Financial-Together/dp/0143130404>





# UNDERSTANDING CREDIT



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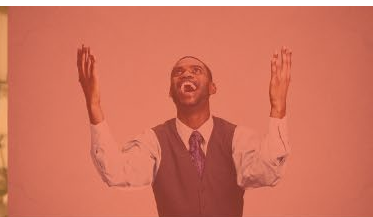
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# What is Credit?



Revolving  
Credit

Charge  
Cards

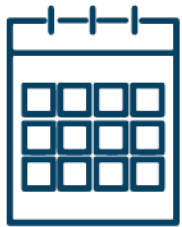
Service  
Credit

Installment  
Credit

# Understanding Your Credit Score

723

Payment History



Age & Type of Credit



% of Credit Limit Used



Total Balances/Debt



Recent Credit Behavior



Available Credit



# Good Credit

Lower  
interest  
rates

=

Lower  
payments

vs.



# Bad Credit

Higher  
interest  
rates

=

Higher  
payments

# Example: Buying a Car

*You want to buy a \$10,000 car with a 48 month loan*



## GOOD CREDIT: 700

Interest rate: As low as 3%

Monthly payment: \$221.34

Total interest: \$624.48

## BAD CREDIT: 550

Interest rate: 12.9% or more

Monthly payment: \$267.78

Total interest: \$2,853.39

Source: [www.carsdirect.com/auto-loans/typical-interest-rates-for-good-and-bad-credit](http://www.carsdirect.com/auto-loans/typical-interest-rates-for-good-and-bad-credit)

\*This information is an example.

# How Lenders Use Credit Scores



# How to Build Better Credit



Check your  
credit report



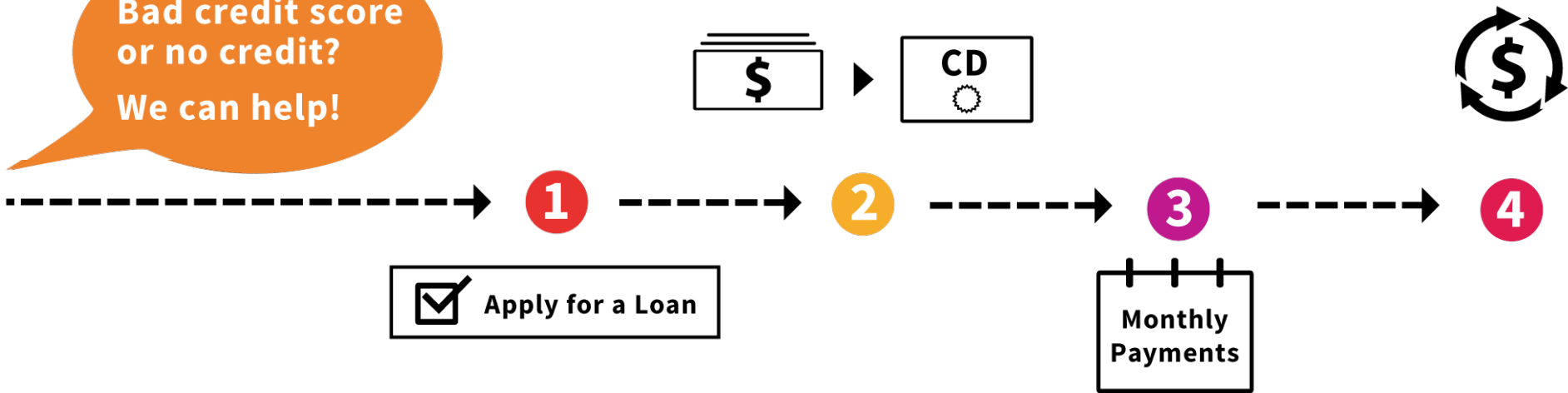
Setup payment  
Reminders



Reduce the amount  
of debt you owe

# Sunrise Credit Builder Program

Bad credit score  
or no credit?  
We can help!



- 1** Apply for a loan and if approved, borrow \$500 for 12 months , or \$750.00 for 18 months.
- 2** The loan funds will be placed in a Certificate of Deposit (CD) for you and will earn interest while you work to repay the loan. The CD funds will not be available for withdrawal until the loan has been paid back in full.
- 3** You make monthly loan principal and interest loan payments following the repayment schedule.
- 4** When you make your final loan payment the funds in your CD will be credited to your Sunrise Banks checking or savings account for you to use.