

A group of diverse young people, including a young man on the left and a young woman in the center, are smiling warmly. The image is overlaid with a semi-transparent blue filter. The word "WELCOME" is centered in white, bold, uppercase letters.

**WELCOME**

Presented through a partnership between  
**Cornerstone Credit Union Foundation and BALANCE**



**CORNERSTONE  
FOUNDATION**



**BALANCE**

Financially Empowering You



**BALANCEDLIFE™**  
a budgeting simulation

# Why you should offer budget simulations...

**40%**

of Americans can't cover a \$400 emergency expense without borrowing money or selling something. <sup>1</sup>

College graduates carry an average student debt of

**29K**

CNBC

**76%**

of college students wish they had more help to prepare for their financial futures.

KeyBank

To exemplify one of the most important principles of a highly effective, purpose-driven CU: the provision of education, training, and information to young people to build their financial capability early in life and give them a solid foundation for later-life financial well-being.

<sup>1</sup> <https://money.cnn.com/2018/05/22/pf/emergency-expenses-household-finances/index.html>

# What is a Budget Simulation?

**BALANCEDLIFE™**  
a reality fair

**BALANCEDLIFE™**  
a classroom simulation



# **BALANCEDLIFE™**

a reality fair



# Benefits of BALANCED Life Reality Fair

- Flexible and scalable to location and audience size.
- Delivers an interactive learning experience a traditional classroom setting cannot provide.
- “True to life” purchase experiences are simulated by booth volunteers.
- Financial Counseling available to students after the event.
- Serves as a business development tool! “Give back” to the schools and community you serve by hosting a fair.

# What Comes with the Reality Fair?

- Ten table-top booths
- Price sheets for each version of the ten living decisions (low/mid/high cost of living)
- 30 family scenarios per cost of living version
- Budgeting sheets
- Facilitator's Guide
- A "wheel of chance" for unexpected expenses
- Carrying case
- Pre and post classroom lessons
- Media marketing kit



# **BALANCEDLIFE™**

a classroom simulation



# Benefits of BALANCED Life Classroom Simulation

- Administer a true budget simulation in under one-hour.
- Turnkey and easy implementation.
- Only one facilitator needed—eliminates the need to secure and train 12+ volunteers.
- No-hassle method of delivering continuous financial education throughout the year.
- Looking for business development opportunities? Gift a branded set to a school/teacher in your community.
- Can be used in a virtual environment.

# What Comes with the Classroom Simulation?

- PPT presentations for all three versions of the cost of living (low/mid/high) – includes pricing for the living decisions
- 30 family scenarios per cost of living version
- Budgeting sheets
- Facilitator's Guide
- Unexpected expenses built into the scenarios
- Pre and post classroom lessons
- Media marketing kit

# What BALANCED Life Will Deliver



- Fun and interactive methods of learning on an experiential level about budgeting and adulting.
- Learning objectives that meet the National Financial Literacy Standards regarding budgeting.
- A boost to your credit union brand among members of your community, specifically Gen Z.
- Shared experiences using partners to instill compromise and emulate real world scenarios.

# Sample Program Materials

- Scenario
- Budgeting Sheet
- Facilitator Guide
- Powerpoint Presentation

## Scenarios

**BALANCEDLIFE™**  
a classroom simulation

**Occupations / Job Descriptions**

**Server:** Ensure tables are clean and tidy when guests arrive, present menus and serve food and beverages.

**Landscape Architect:** Responsible for the cultivation and care of the landscaping and grounds surrounding a business or building. Plants flowers, mows, pulls weeds, repairs structures, and maintains outside of building.

**Household Information**

**Child:** Layla, 6 months old  
**Debt:** \$755 (minimum payment = \$30)

Server		Landscape Architect	
Gross Income:	\$1,813	Gross Income:	\$5,672
Social Security:	\$112	Social Security:	\$352
Medicare:	\$26	Medicare:	\$82
Medical Insurance:	\$300	Medical Insurance:	\$300
Retirement Fund:	\$91	Retirement Fund:	\$284
Federal Tax:	\$138	Federal Tax:	\$686
State Tax:	\$128	State Tax:	\$465
<b>Net Income:</b>	<b>\$1,018</b>	<b>Net Income:</b>	<b>\$3,503</b>

**Total Net Household Income: \$4,521**

Scenario 1 | Page 1  
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## Budget sheets

**Budget Sheet**

Description	Expense	Balance
<b>Total Net Household Income</b>	N/A	<b>\$4,521</b>
Savings	\$	\$
Housing	\$	\$
Transportation	\$	\$
Groceries	\$	\$
Child Care	\$	\$
Credit Card	\$	\$
Dining Out	\$	\$
Unexpected Expense (see below)	\$24	\$
Technology	\$	\$
Clothing	\$	\$
Personal Care	\$	\$
Home Furnishings	\$	\$
Entertainment	\$	\$

**Unexpected Expense**

You were hungry when the Girl Scouts came over. You bought 6 boxes of cookies.

★ Subtract \$24 from your budget.

Scenario 1 | Page 2  
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## Facilitator Guide

**CHILD CARE**  
Kids are expensive

Required Costs	Amount	Available	
Child Daycare	\$622	Licensed Daycare	-\$30
Formula and Bottles	\$124	New Diapers	-\$50
Diapers and Wipes	\$95	New Toys, Books, etc.	-\$500
Used Clothing	\$10		
Used Toys, Books, etc.	\$10		
Treat	\$203		

**Child Care**

Kids are expensive! The first group of costs is the minimum required costs for this budgetary item. The second group of cost can be added onto the total cost if they would like their child to go to a nicer daycare or have new clothes and toys. Ask the students to select the options they would like and record it in their check register.

**Recommendation:** At this point in the activity students may start to get creative with how to save money. Encourage the creativity. For example, someone may ask, "What if I want to breastfeed?" or "Can the kid stay with my parents?" Use your discretion when addressing these questions. Ask the students to select the option they would like and record it on their budgeting sheet.

**DEBT**  
You can't pay for everything

can be found on the front of minimum payment, but you can explain that making more than the minimum payment will help the students to select the best option.

REV 0619

**BALANCEDLIFE™**  
a budgeting simulation

Presented by  
YOUR BUSINESS NAME HERE

Powerpoint presentation

# BALANCED Life Scenarios

## BALANCEDLIFE™ a classroom simulation

### Occupations / Job Descriptions

**Server:** Ensure tables are clean and tidy when guests arrive, present menu and food and beverages.

**Landscape Architect:** Responsible for the cultivation and care of the landscape grounds surrounding a business or building. Plants flowers, mows, pulls weeds, structures, and maintains outside of building.

### Household Information

**Child:** Layla, 6 months old  
**Debt:** \$755 (minimum payment = \$30)

Server		Landscape Ar	
Gross Income:	\$1,813	Gross Income:	
Social Security:	\$112	Social Security:	
Medicare:	\$26	Medicare:	
Medical Insurance:	\$300	Medical Insurance:	
Retirement Fund:	\$91	Retirement Fund:	
Federal Tax:	\$138	Federal Tax:	
State Tax:	\$128	State Tax:	
<b>Net Income:</b>	<b>\$1,018</b>	<b>Net Income:</b>	

Total Net Household Income: \$4,521

Scenario 1 | Page 1  
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## BALANCEDLIFE™ a classroom simulation

### Occupations / Job Descriptions

**Game Warden:** Specialize in the enforcement of laws and regulations governing hunting, fishing, pollution and trapping of animals.

**Ranch Hand:** Tend to livestock, repair and clean fences, ranch buildings, and equipment. Tending livestock usually includes feeding, birthing, branding, shearing, grooming, and doctoring the ranch's horses, cattle, poultry, pigs, and sheep.

### Household Information

**Child:** Layla, 6 months old  
**Debt:** \$536 (minimum payment = \$25)

Game Warden		Ranch Hand	
Gross Income:	\$3,710	Gross Income:	
Social Security:	\$230	Social Security:	
Medicare:	\$54	Medicare:	
Medical Insurance:	\$300	Medical Insurance:	
Retirement Fund:	\$186	Retirement Fund:	
Federal Tax:	\$337	Federal Tax:	
State Tax:	\$294	State Tax:	
<b>Net Income:</b>	<b>\$2,309</b>	<b>Net Income:</b>	

Total Net Household Income: \$3,211

Scenario 1 | Page 1  
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## BALANCEDLIFE™ a classroom simulation

### Occupations / Job Descriptions

**Game Warden:** Specialize in the enforcement of laws and regulations governing hunting, fishing, pollution and trapping of animals.

**Ranch Hand:** Tend to livestock, repair and clean fences, ranch buildings, and equipment. Tending livestock usually includes feeding, birthing, branding, shearing, roping, herding, grooming, and doctoring the ranch's horses, cattle, poultry, pigs, and/or sheep.

### Household Information

**Child:** Audrey, newborn  
**Debt:** \$502 (minimum payment = \$25)

Game Warden		Ranch Hand	
Gross Income:	\$3,500	Gross Income:	\$1,551
Social Security:	\$217	Social Security:	\$96
Medicare:	\$51	Medicare:	\$22
Medical Insurance:	\$300	Medical Insurance:	\$300
Retirement Fund:	\$175	Retirement Fund:	\$78
Federal Tax:	\$315	Federal Tax:	\$111
State Tax:	\$276	State Tax:	\$105
<b>Net Income:</b>	<b>\$2,166</b>	<b>Net Income:</b>	<b>\$839</b>

Total Net Household Income: \$3,005

Scenario 1 | Page 1  
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# BALANCED Life Budgeting Sheet

The image displays three overlapping budget sheets, each with a different header color (yellow, orange, and red). Each sheet shows a budget table with columns for Description, Expense, and Balance. An 'Unexpected Expense' section is present on each sheet, detailing a \$24 expense for buying 6 boxes of cookies from Girl Scouts.

### Budget Sheet (Yellow Header)

Description	Expense	Balance
Total Net Household Income	N/A	\$4,521
Savings	\$	\$
Housing	\$	\$
Transportation	\$	\$
Groceries	\$	\$
Child Care	\$	\$
Credit Card	\$	\$
Dining Out	\$	\$
Unexpected Expense (see below)	\$24	\$
Technology	\$	\$
Clothing	\$	\$
Personal Care	\$	\$
Home Furnishings	\$	\$
Entertainment	\$	\$
<b>Total</b>		\$

**Unexpected Expense**  
 You were hungry when the Girl Scouts came around.  
 You bought 6 boxes of cookies.  
 \* Subtract \$24 from your budget.

Scenario 1 | Page 2  
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### Budget Sheet (Orange Header)

Description	Expense	Balance
Total Net Household Income	N/A	\$3,211
Savings	\$	\$
Housing	\$	\$
Transportation	\$	\$
Groceries	\$	\$
Child Care	\$	\$
Credit Card	\$	\$
Dining Out	\$	\$
Unexpected Expense (see below)	\$24	\$
Technology	\$	\$
Clothing	\$	\$
Personal Care	\$	\$
Home Furnishings	\$	\$
Entertainment	\$	\$
<b>Total</b>		\$

**Unexpected Expense**  
 You were hungry when the Girl Scouts came around.  
 You bought 6 boxes of cookies.  
 \* Subtract \$24 from your budget.

Scenario 1 | Page 2  
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### Budget Sheet (Red Header)

Description	Expense	Balance
Total Net Household Income	N/A	\$3,005
Savings	\$	\$
Housing	\$	\$
Transportation	\$	\$
Groceries	\$	\$
Child Care	\$	\$
Credit Card	\$	\$
Dining Out	\$	\$
Unexpected Expense (see below)	\$24	\$
Technology	\$	\$
Clothing	\$	\$
Personal Care	\$	\$
Home Furnishings	\$	\$
Entertainment	\$	\$
<b>Total</b>		\$

**Unexpected Expense**  
 You were hungry when the Girl Scouts came around.  
 You bought 6 boxes of cookies.  
 \* Subtract \$24 from your budget.

Scenario 1 | Page 2  
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REV 1119

# BALANCED Life Scenarios



## HOUSING

home sweet home

## HOUSING

home sweet home

### Apartment

1 bedroom  
1 bathroom  
550 square feet

**\$963**

### Apartment

2 bedroom  
1 bathroom  
800 square feet

**\$1,160**

### Mobile Home

3 bedroom  
2 bathroom  
1500 square feet

**\$1,867**

### Small Single Family

3 bedroom  
1.5 bathroom  
950 square feet

**\$2,282**

### Medium Single Family

3 bedroom  
2 bathroom  
1750 square feet

**\$3,319**

### Large Single Family

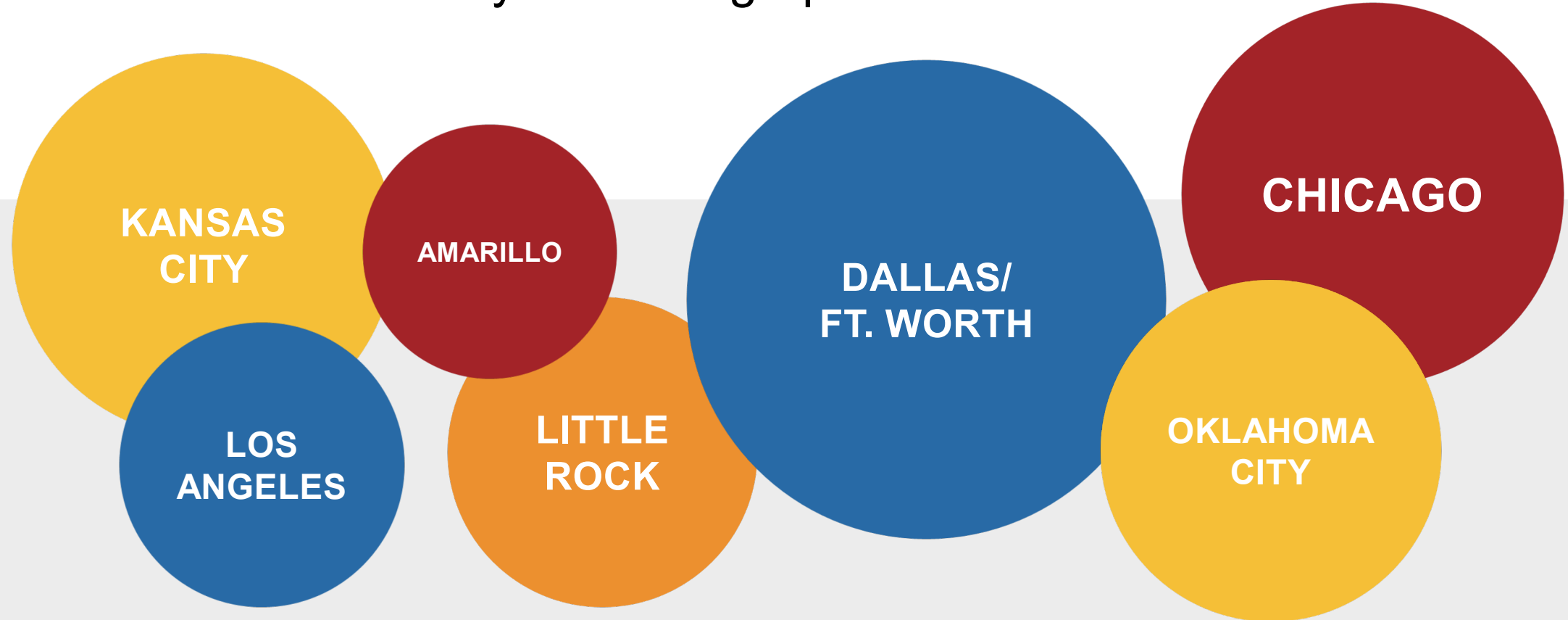
4 bedroom  
2 bathroom  
2500 square feet

**\$4,149**

Includes: Utilities, Insurance, Maintenance, Taxes, and Lawn Care.

# BALANCED Life Scenarios

Each BALANCED Life Program comes with scenarios and pricing for **LOW, MIDDLE, and HIGH** cost-of-living areas. This allows you to choose which version best fits your demographic.



# Brand Image Makes an Impression

The BALANCED Life program provides opportunities for your credit union to impact young people in the communities you serve.

Your credit union's association with it will create a strong brand image in the minds of your members and potential members.



**\*** *REMEMBER: People buy into what your brand stands for, not your products and services!*

# Where to offer BALANCED Life

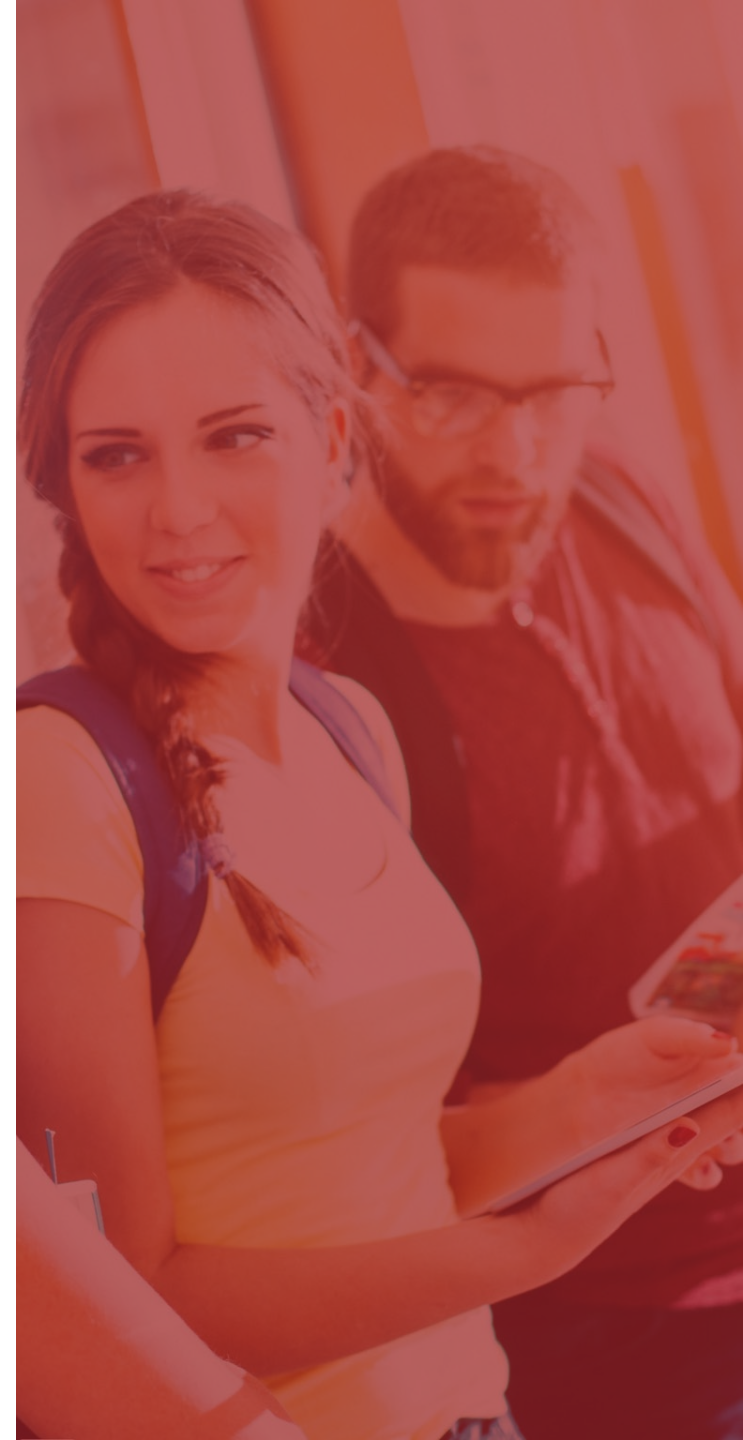


- Junior High Schools
- High Schools
  - Family and consumer science
  - Home economics
  - Sociology
  - Math
  - Personal Finance class
- Community Event – in partnership with realtors, car dealerships, and retail stores
- Community College / University – Welcome Week freshman activity
- Scouting Troops
- Youth Groups

# FAQs

**Q: How do you gain access into schools?**

*A: It is helpful to remind them that you are offering this at no-cost to them, it meets national financial literacy standards for budgeting, it is a fun change for the students (and the teachers), and you do not sell anything while with the students. 😊*





**BALANCEDLIFE**<sup>TM</sup>  
a budgeting simulation

**Thank you.**