

**THE  
FINANCIAL  
EXPERT**

| PENSIONS  
| INVESTMENTS  
| PROTECTION  
| MORTGAGES



**FINANCIAL  
BROKER**

# FUTURE FINANCIAL EXPERTS

**FINANCIAL LITERACY PROGRAMME  
FOR SECONDARY SCHOOL  
TY STUDENTS**

[www.financialbroker.ie](http://www.financialbroker.ie)

# CULTIVATING POSITIVE HABITS & GOOD PERSONAL FINANCE FOR SECOND LEVEL STUDENTS

## BACKGROUND

Corporate Social responsibility (CSR) is an important and meaningful engagement route for Financial Broker as a means of helping to endorse a positive public perception while building goodwill, trust and reputational association for the brand.

As part of this process, a new educational initiative titled Future Financial Experts will be developed as a way of reaching out to a younger audience through a structured educational programme in secondary schools.

The aim of *Future Financial Experts* is to help 'bridge the gap' in communicating prudent financial planning to students and create awareness around the basic concepts of how good financial skills can empower young people to manage their finances more efficiently and help to reduce personal debt in the future. It has been well documented that fostering good personal finance habits and money management when young, can result in being better able to handle finances as adults.

The programme will be delivered to schools through a defined financial literacy programme via four modules which will be designed to deliver key learning principles and skills to students with the aim of creating positive life-long habits for managing future finances. The modules will be delivered in schools to TY students.

The four modules will each be delivered over a series of 4 x 40 minute classroom periods and will include the following classroom topics:



1. Day-to-day money management



2. Saving and investing



3. Understanding and managing debt



4. Positive behaviours of financial experts

The modules will be delivered by Financial Brokers, who will be provided with a PowerPoint presentation and accompanying script for each module. There will be extensive use of age relevant imagery, graphics and video where appropriate. The goal will be to make the sessions as interactive as possible, through discussion points, questions, surveying the room and keeping the format light and engaging.

The goal will be to make the sessions as interactive as possible.

## Educational Programme Deliverables

### Financial Broker Mentors – Train the Trainer

The TY literacy programme will be delivered directly by Financial Broker volunteers who will receive full training to deliver the required modules and mentor TY students. The ‘train the trainer’ aspect of the programme will be coordinated by Brokers Ireland and made available to Financial Brokers over a prescribed number of module sessions. Once Financial Brokers have successfully completed this training, they in turn will deliver the programme to local secondary schools within their jurisdictions.

The project will be centrally managed and promoted by Brokers Ireland to schools, TY coordinators and students. Once a school registers their interest in participating on the programme, they will have access to download various materials like template tutoring guides, educational videos and promotional information for their students. The school will also be provided with contact details of a local Financial Broker who has been trained and approved as a mentor for the programme. Financial Brokers can also directly set up mentoring sessions with their local schools once they have completed their training.

### Programme Content

The programme will fall under four modules (4 x 1hr sessions) which will cover the fundamentals of financial and money management to include topics:



#### Module 1: Day-to-day Money Management

##### Module Goal:

To introduce and explain the everyday financial matters that already feature or soon will feature in the student’s life. The module will cover the following themes,

- Financial objectives & planning - short and long term goals
- Budgeting, saving and spending - how discipline and small amounts add up
- Banking products - different accounts, cards, debt
- Revolut and other payment services
- Staying safe financially
- Key financial terms to understand



#### Module 2: Saving and Investing

##### Module Goal:

To introduce saving and investing to the students, looking at different options, risk and some tips. The module will cover the following themes,

- Understanding interest rates, inflation & compound interest
- Understanding risk and return and the role of time
- Saving / investment objectives
- Saving & investing products (bank / shares / funds etc.)
- The pros and cons of banks / financial brokers / Robinhood & other direct trading apps
- Saving & investment tips – relevant for \ students



#### Module 3: Understanding and Managing Debt

##### Module Goal:

To deliver an overview of debt management, products and pitfalls and to set out wise practices and how / where to get help. The module will cover the following themes,

- Overview of how debt works
- Different types of debt – moneylending / student loans / credit cards / secured lending / mortgages
- Stress testing debt
- Wise debt management including debt paydown strategies (snowball v highest interest loans)
- Debt pitfalls - Risk to underlying security / negative equity / bad debts / credit scores
- Financial protection products. Just a brief intro to protection against illness, death
- Who to talk to if in trouble – Bank / MABS



#### Module 4: Positive Behaviours of Financial Experts

##### Module Goal:

To deliver a set of “takeaways” for students. This will wrap up the previous sessions in a series of tips / good practices.

- How to stay financially safe & secure
- Learn from the best – Warren Buffett quotes
- The importance of advice and where to get it (not TikTok)
- My Top Ten Tips for Future Financial Experts



The aim of *Future Financial Experts* is to help ‘bridge the gap’ in communicating prudent financial planning to students...

## Benefits for Financial Broker

### Brand Benefits

- Promote the message of positive financial planning through a hands-on learning educational initiative
- Create positive PR opportunities through industry, media and younger audiences
- Nurture future ‘Financial Brokers’ – through encouraging new, young entrants into the industry
- Positive educational endorsement aimed at the next generation consumer
- A progressive CSR initiative for the Financial Broker

### Benefits for Financial Brokers

- Financial Brokers actively engage with a new and younger demographic
- Build trust and confidence with a new cohort of consumers in a practical, collaborative way
- Community based, volunteer activism and connectivity for Financial Brokers with local schools and students
- Improve profile, awareness and perception of the role of Financial Brokers

## Implementation

- The roll out of the programme will tie-in with the school academic year. The initial implementation of the programme in classrooms is expected to be made available to schools from February 2022.
- Any Financial Brokers who wish to mentor in schools will be required to attend the full four week ‘train the trainer’ programme which will be delivered online to Brokers. The first training programme will be delivered from January 2022 and will be free for Financial Brokers to participate on.
- Brokers who register and complete the full training programme (4 sessions) will be expected to actively commit to delivering the project to local schools.
- The programme will be managed by Brokers Ireland and evaluated in conjunction with Financial Brokers; school coordinators and students to ensure that the quality and development of the programme is actively evaluated and updated
- The programme will be promoted to schools jointly by Brokers Ireland and Financial Brokers who will be encouraged to reach out to deliver the programme to schools in their locality.

## Register Your Interest

If you are interested in participating on the **Financial Broker ‘train the trainer’ programme**, please email [info@brokersireland.ie](mailto:info@brokersireland.ie)