

Money Talks: Family Finances

Hints and tips

The 'hints and tips' section provides suggestions and ideas for discussions around issues that might arise from analysing the account statements.

JANET AND JOHN



Income	<ul style="list-style-type: none"> £ Is Janet's salary for a part-time/full time post? Research training and wage/salary for job £ Living beyond means £ Check out salaries for IT specialists
Expenditure	<ul style="list-style-type: none"> £ Bank charges £ Overspending £ Total disregard of overdraft – always overdrawn £ Research cost of raising a child from birth to 21 years http://themoneycharity.org.uk/
Food	<ul style="list-style-type: none"> £ Seem to be spending an awful lot on food – who are they feeding?
Mortgage/rent	<ul style="list-style-type: none"> £ If John loses his job, how will they afford the mortgage? £ Check out council tax banding £ Check out changes to universal benefits
Credit/debit cards	<ul style="list-style-type: none"> £ Credit card – are they paying in full? £ Research costs of different payment methods £ Research store cards http://www.bbc.co.uk/programmes/b01pwwm9/clips
Transport	<ul style="list-style-type: none"> £ Fuel payments out of control!
Leisure	<ul style="list-style-type: none"> £ Can they afford any leisure activities, e.g., joining a gym, golf club, etc?
Insurances	<ul style="list-style-type: none"> £ Paying £120 per month – for what? £ What different types of insurance can a family be expected to pay? (Link to 'Big Questions')

Savings	<ul style="list-style-type: none"> £ Trying to save, but 'dipping in' before month's out £ Making a 'token gesture' to save, but withdrawing a lot £ How do savings work (inc. money-off vouchers, other discounts and bank, building society, credit union, savings, etc?) £ How do we save up for birthdays, Christmas and holidays? £ Discuss savings stamps/Post Office Budget Card and pre-paid meters
Needs/wants	<ul style="list-style-type: none"> £ Discuss 'needs versus wants'. What are the three 'real' needs in life? (Something we <u>need</u> is essential to our health and wellbeing — things like food, clothing/heating and shelter. A 'want' is not an absolute essential, but it helps us to enjoy our lives, for example, a new television, new mobile phone or a holiday.) £ Paying for 2 TV packages – forgot to cancel the older digital package (common mistake by millions throughout the UK!) £ Should they consider PAYG mobile deal?
Other	<ul style="list-style-type: none"> £ Children putting too much pressure on them! £ Offspring need to take more responsibility – what is the payment to K Christie? £ Start and end every month in debit! £ Not planning ahead, e.g., paying for Sally's school trip to zoo earlier than have to £ Nothing stands out in this statement as 'extreme', but could Janet and John save money somewhere to prevent them being constantly in debit affording them a more positive impact on their health and wellbeing? £ Discuss 'living within your means' £ Discuss budgeting and saving up £ Making financial choices – where can they lead us? £ Financial goal-setting

<p>JENNI</p> 	
Income	<ul style="list-style-type: none"> £ Thoughts/comments on Jenni's salary level? Well paid job, security, discounted mortgage/insurances, etc £ Does she look after her money well?
Expenditure	<ul style="list-style-type: none"> £ Living with parents - is she paying enough 'dig money'? Consider parents' current financial position. Is this a realistic amount? £ Does she know/care that they are struggling to stay in credit at end of

	<p>each month?</p> <p>£ 'Kidults' – taking financial responsibility, especially when of an age/financial position to do so</p> <p>£ No real understanding of the value of money/budgeting</p>
Food	£ Living off parents
Mortgage/rent	£ Saving for deposit/mortgage, therefore, paying less dig money to parents
Credit/debit cards	<p>£ Credit card – possibly paying towards a holiday?</p> <p>£ What are the costs of buying clothes?</p> <p>£ What do we think about designer fashions, group identity and how do we feel about buying and selling second-hand and/or the 'make, do and mend' approach?</p> <p>£ What are the potential true costs of 'keeping up appearances'?</p>
Transport	£ No petrol costs on statement – possibly using cash for petrol?
Leisure	<p>£ Sociable young lady – 'Oddcans', gym membership</p> <p>£ Should Jenni be giving more towards her keep to help her parents instead of having a good time?</p>
Insurances	£ Pet insurance – most children want to know more/think it's important to have pet insurance
Savings	<p>£ Saving, but not giving up luxuries – living off parents who are struggling to stay in credit every month</p> <p>£ £500 every month – why? Could she give more to her parents?</p> <p>£ Discuss saving up for things and waiting!</p> <p>£ How do savings work (inc. money-off vouchers, other discounts and bank, building society, credit union, savings, etc?)</p> <p>£ How do we save up for birthdays, Christmas and holidays?</p> <p>£ Discuss savings stamps/Post Office Budget Card and pre-paid meters</p>
Needs/wants	<p>£ Discuss 'needs versus wants'. What are the three 'real' needs in life? (Something we <u>need</u> is essential to our health and wellbeing — things like food, clothing/heating and shelter. A 'want' is not an absolute essential, but it helps us to enjoy our lives, for example, a new television, new mobile phone or a holiday.)</p> <p>£ Aspiring – good role model re. job</p> <p>£ Car payments – Vauxwell car payments</p> <p>£ Discuss the costs of 'down time', e.g., drinking, smoking, cafe culture, take-away meals, etc</p>
Other	£ Jenni has a better quality of life than her parents. Is it fair that she pays so little towards her keep while living with them?

	<ul style="list-style-type: none"> £ Discuss budgeting and saving up £ Discuss how the most certain way to <u>financial security</u> is through employment, careful budgeting and saving and living within your means. £ Discuss saving up for vocational training and/or further education opportunities £ List lifestyle negatives, benefits, financial gains and pitfalls of both self-employment and waged employment. £ Making financial choices – where can they lead us? £ Financial goal-setting
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<p>KENNY</p> 	
Income	<ul style="list-style-type: none"> £ Keeps going back to mum and dad for food! £ Apprentice plumber wages £ 'Subs' from other members of the family? £ Responsibility element – is he still getting his parents to subsidise him? Does he know/care that they are struggling to stay in credit at end of each month? £ Will have to have a bank/building society/credit union account to have his wages paid into. Discuss different types of accounts/suitability/making informed financial decisions
Expenditure	<ul style="list-style-type: none"> £ Cost of paying for tools for job deducted from wages £ £1.50 ATM charges, especially targeted at young people at 'hotspots', e.g. clubs and pubs, etc £ Mobile phone – contract versus Pay As You Go £ Why do we have limited budgets? £ What are the best ways to live within our means?
Food	<ul style="list-style-type: none"> £ Why is his food bill so big? £ Is it his turn to do the 'big shop' for him and his flatmates? £ Could he save money making his own meals instead of buying ready-made?
Mortgage/rent	<ul style="list-style-type: none"> £ Sharing rented flat £ Why live in same town as parents, but not with them?
Credit/debit cards	<ul style="list-style-type: none"> £ Is he careful re. security of his debit card?
Transport	<ul style="list-style-type: none"> £ Uses discounted YP bus pass

Leisure	<ul style="list-style-type: none"> £ Cost of food/beer at Adsa as his turn for boys' night in watching the football?
Insurances	<ul style="list-style-type: none"> £ Damage/loss mobile phone? £ Car insurance - learning to drive for company. Company covers cost. Check cost for private car. £ Loss of debit card?
Savings	<ul style="list-style-type: none"> £ Is he saving? £ Discuss saving up for things and waiting! £ What fall-back/emergency money does he have? (See 'wild card') £ How do savings work (inc. money-off vouchers, other discounts and bank, building society, credit union, savings, etc?) £ How do we save up for birthdays, Christmas and holidays? £ Discuss savings stamps/Post Office Budget Card and pre-paid meters
Needs/wants	<ul style="list-style-type: none"> £ Discuss 'needs versus wants'. What are the three 'real' needs in life? (Something we <u>need</u> is essential to our health and wellbeing — things like food, clothing/heating and shelter. A 'want' is not an absolute essential, but it helps us to enjoy our lives, for example, a new television, new mobile phone or a holiday.) £ Manages money reasonably well, but with help from parents and gran £ Discuss the costs of 'down time', e.g., drinking, smoking, cafe culture, take-away meals, etc
Other	<ul style="list-style-type: none"> £ Advertising targeted at young men – look at adverts encouraging gambling during televised football £ Discuss pitfalls of gambling, e.g., odds can be better when playing free gambling games online and can change once you are requested to pay money. £ Link to betting shops, cash converters, off licences, pawn shops £ Look at venues of betting shops, pawn brokers, cheque shops, etc., easy proximity to homes, Post Office, ATMs £ Pay day lenders £ Work out interest payments for borrowing money and actual amounts that need to be paid back £ Compare mobile phone options £ Look at various forms of gambling – lottery, bingo, 'menodges', etc £ Work out the odds of winning the lottery £ Discuss budgeting and saving up £ Discuss how the most certain way to <u>financial security</u> is through employment, careful budgeting and saving and living within your means. £ Discuss saving up for vocational training and/or further education opportunities £ List lifestyle negatives, benefits, financial gains and pitfalls of both self-employment and waged employment.

	<ul style="list-style-type: none"> £ Making financial choices – where can they lead us? £ Financial goal-setting, e.g., auto-enrolment in a pension scheme £ Contact recruitment agencies, e.g., Microcom http://www.microcomtraining.com/
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<p>GRANNY JILL</p> 	
Income	<ul style="list-style-type: none"> £ State pension £ Private pension £ 'Reward current account' £ Dividends
Expenditure	<ul style="list-style-type: none"> £ 'Subs' her daughter, Barbara and grandson, Kenny £ Age allowance will reduce single person (over a certain age) council tax £ Limited commitments – no car, free bus pass, no mortgage
Food	<ul style="list-style-type: none"> £ More thrifty – shops around
Mortgage/rent	<ul style="list-style-type: none"> £ Paid off
Credit/debit cards	<ul style="list-style-type: none"> £ What does Gran use her debit card for?
Transport	<ul style="list-style-type: none"> £ 60+ bus pass £ Club 55 on trains
Leisure	<ul style="list-style-type: none"> £ This generation knew how to enjoy themselves without spending money! £ Thrifty
Insurances	<ul style="list-style-type: none"> £ Well covered for house buildings and contents
Savings	<ul style="list-style-type: none"> £ How do savings work (inc. money-off vouchers, other discounts and bank, building society, credit union, savings, etc?) £ How do we save up for birthdays, Christmas and holidays? £ Discuss savings stamps/Post Office Budget Card and pre-paid meters
Needs/wants	<ul style="list-style-type: none"> £ Discuss 'needs versus wants'. What are the three 'real' needs in life? (Something we <u>need</u> is essential to our health and wellbeing — things like food, clothing/heating and shelter. A 'want' is not an absolute essential, but it helps us to enjoy our lives, for example, a new

	<p>television, new mobile phone or a holiday.)</p> <ul style="list-style-type: none"> £ Planned ahead – private pension, stocks and shares £ Would never use a doorstep lender or payday loan company £ Doesn't spend a lot of money on frivolities/unnecessary items
Other	<ul style="list-style-type: none"> £ Good budgeter, manages money well £ Would like to see Janet and John budgeting as well as she is £ Age 18-30 age group not good at shopping around and also go for fashion, peer pressure, etc £ Older people better at managing money £ Discuss budgeting and saving up £ Making financial choices – where can they lead us? £ Financial goal-setting

AUNTIE BARBARA



Income	<ul style="list-style-type: none"> £ Due to her illness/disability limiting her ability to work, Barbara is placed in the Department for Work and Pensions (DWP) category 'A single person in the Support Group' and she is entitled to Employment and Support Allowance (ESA). For updates, see https://www.gov.uk/employment-support-allowance/what-youll-get £ ESA benefit paid by DWP into Post Office Card Account £ Barbara lifts all her benefits and lives a 'cash existence' £ 'Subs' from Granny Jill into Budget Card £ Gran can't pay into benefits account – only account holder can £ Research PO Budget Card £ Check regularly re. changes to benefits for person in Auntie Barbara's situation
Expenditure	<ul style="list-style-type: none"> £ Usual household expenses, but depends on 'subs' from her mother to eke out her day-to-day living
Food	<ul style="list-style-type: none"> £ What healthy meals/food are available on a limited budget? £ Compare the costs of 'eating out' including 'cheap' take-aways from burger/chicken/pizza franchises with buying fresh produce and preparing yourself £ What is the real cost of the 'free' toy in certain 'kids' meal boxes?
Mortgage/rent	<ul style="list-style-type: none"> £ Rent for small housing association flat

Credit/debit cards	<ul style="list-style-type: none"> £ Budget Card (via PO) – Gran tops this up £ Research limited use of this card
Transport	<ul style="list-style-type: none"> £ How is Barbara likely to get around?
Leisure	<ul style="list-style-type: none"> £ What healthy leisure activities can Barbara do that don't involve money?
Insurances	<ul style="list-style-type: none"> £ Many financially excluded withhold certain insurance uptake, e.g., house contents insurance, etc £ Check costs for house contents, buildings, life, etc
Savings	<ul style="list-style-type: none"> £ Limited – less affluent often targeted by 'doorstep lenders' £ What do we know about loans? £ Consider short/long term loans, store loans/cards, 'doorstep lenders', loan sharks, student loans, online lenders, car finance companies £ How do savings work (inc. money-off vouchers, other discounts and bank, building society, credit union, savings, etc?) £ How do we save up for birthdays, Christmas and holidays? £ Discuss savings stamps/Post Office Budget Card and pre-paid meters
Needs/wants	<ul style="list-style-type: none"> £ Discuss 'needs versus wants'. What are the three 'real' needs in life? (Something we <u>need</u> is essential to our health and wellbeing — things like food, clothing/heating and shelter. A 'want' is not an absolute essential, but it helps us to enjoy our lives, for example, a new television, new mobile phone or a holiday.) £ What do we mean by good debt/bad debt? ('Living within your means' and taking out a loan that you can afford to pay back – positive effect on HWB) £ Feeling pressure to sign up for things 'on the spot' £ Discuss the costs of 'down time', e.g., drinking, smoking, cafe culture, take-away meals, etc
Other	<ul style="list-style-type: none"> £ Filling in forms £ Being aware of what it says in the 'small print' £ Discuss budgeting and saving up £ Making financial choices – where can they lead us? £ Financial goal-setting, e.g., could she consider joining the local credit union Christmas Savers club?

SALLY



Income	<ul style="list-style-type: none">£ Money earned from jobs around the house£ Gifts£ See below for more information re. Sally's deposits/withdrawals
Expenditure	<ul style="list-style-type: none">£ How does Sally pay for gifts for family birthdays, Christmas, etc?£ Gifts, e.g. mother's/father's day; holiday/school trip spending money£ Friday 8 March 2013 – withdrawal for Mother's Day gift (Sunday 10 March 2013 – Mother's Day)£ Friday 15 March – withdrawal £10 to spend at zoo gift shop, ice cream, etc (Tuesday 19 March 2013 March - zoo trip)£ Friday 14 June – withdrawal for Father's Day gift (Sunday 16 June 2013 - Father's Day)
Food	<ul style="list-style-type: none">£ Compare costs of eating out, in particular, child-friendly fast-food restaurants, with eating similar meal at home£ What's included in the cost of a meal in a fast-food restaurant/any type of restaurant?£ Is the 'free' toy really free?
Mortgage/rent	
Credit/debit cards	<ul style="list-style-type: none">£ Discuss benefits of developing a regular savings habit/ethos from a young age
Transport	<ul style="list-style-type: none">£ School trip – cost, should Sally contribute?
Leisure	<ul style="list-style-type: none">£ Should she pay for trips to, e.g., ice skating, pictures, etc., with her own savings/pocket money?£ Is it more advantageous to <u>not</u> have pocket money and just add favourite comics, sweets, etc., to parents' shopping trolley and have them pay at checkout?£ Should children/YP do jobs around the house for 'wages'/pocket money?£ Lead discussion towards 'work, to earn, to save' ethic
Insurances	
Savings	<ul style="list-style-type: none">£ Makes good effort – weekly school deposit£ Discuss saving up for things and waiting!

	<ul style="list-style-type: none"> £ How do savings work (inc. money-off vouchers, other discounts and bank, building society, credit union, savings, etc?) £ How do we save up for birthdays, Christmas and holidays? £ Discuss Post Office savings stamps £ Friday 19 April 2013 – deposit of money given as gifts along with Easter eggs and what she earned from jobs throughout spring break
Needs/wants	<ul style="list-style-type: none"> £ Discuss ‘needs versus wants’. What are the three ‘real’ needs in life? (Something we <u>need</u> is essential to our health and wellbeing — things like food, clothing/heating and shelter. A ‘want’ is not an absolute essential, but it helps us to enjoy our lives, for example, a new television, new mobile phone or a holiday.) £ Has to pay for broken iPad mini – how? (See ‘wild card’) £ Discuss the costs of ‘down time’, e.g., drinking, smoking, cafe culture, take-away meals, etc
Other	<ul style="list-style-type: none"> £ Friday 22 2013 March - schools stop for spring break £ Friday 29 March 2013 Good Friday £ Monday 1 April 2013 Easter Monday £ Discuss budgeting and saving up £ Making financial choices – where can they lead us? £ Financial goal-setting